

Billboard

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COIN MACHINE
PAGES 63 TO 69

Top 40 Radio Shifts Back to Personality

By CLAUDE HALL

NEW YORK—Top 40 radio, after a long siege by bright, cheery deejays who said only the time and the temperature, is drifting back to the old concept of "Personality" personalities.

KTLN in Denver, a 5,000-watt, 24-hour station managed by John Chapman, is switching call letters to become KTLK and will program a combination of talk and Top 40 music around the clock under new program director Joe Finan. This will be a two-way telephone talk, tightly

formatted, according to Finan, who proved that the concept could be successful in his year-and-a-half job at WIXY in Cleveland, where he was a personality on a show that shot to the top in morning ratings.

Other stations that are going the "Personality" route in Top 40 programming include WJBK in Detroit, WMEX in Boston, KRLA in Los Angeles. KYA in San Francisco is tightly formatted, but general manager

(Continued on page 30)

Col. To Handle & Manufacture Russo's Label

By MIKE GROSS

NEW YORK — Columbia Records will manufacture and distribute a new label in the near future. The label, which will be known as Kinetic Records, is being formed by Aaron Russo, owner of the Kinetic Playground, in Chicago. Russo is also the manager of the Flock, a rock group recently signed to the Columbia label.

According to Russo, the Kinetic label will concentrate on the rock music field and will operate on a selective release schedule.

Russo is lining up a staff for the Kinetic label, which will be based here but not at Columbia Records' headquarters. He's also on the lookout for producers and artists to enlarge his program for Kinetic Records.

On the nightclub end, Russo is planning a chain of Kinetic Playgrounds in key cities around the country. He said that clubs today are the best place to "de-

(Continued on page 94)

Tape Systems—Which'll be No. 1?

By BRUCE WEBER

NEW YORK — The continuing tape industry dilemma of which tape system will survive, 8-track or cassette, remains unsettled. And until it is, consumers and retailers will have to make their own decisions—and hedge some bets.

It took four days, more than 180 exhibitors representing 40 nations and over 25,000 manufacturers, importers, retailers, sales representatives and distributors at the Consumer Electronics Show here to decide one thing: there's enough room for both systems.

The third annual preview of the industry's 1970 tape equipment and accessories was unveiled with:

- The 8-track manufacturers competing openly with the cassette concept with a line of cartridge recorder/players, including an auto model introduced by Lear Jet.

- The 8-track cartridge and the cassette can and will coexist in the U. S. and world market for many years to come. Whether supporting 8-track over cassette, or betting on both, the rising consumer interest in the tape industry is just beginning.

- An increased interest in player/radio/phonograph combinations.

- A virtual product explosion of tape recorder and player units with most emphasis zeroed in on the cassette market, including a multitude of cassette equipment in the low-end range. Many hardware producers are

(Continued on page 14)

Pocketdisc in Detroit Mart: A High Scorer

By PAUL ACKERMAN

DETROIT — Pocketdiscs racked up a strong sales showing during the first 14 days of its introduction in this market; and an analysis of the activity at the 42 vending locations indicates some intriguing sales patterns. It has been shown, for instance, that there exists a large after-market sale for records which have already peaked on the charts. It has also been learned that the placement of the vending machine in the location is as important as the location itself.

According to Fred Hyman,
(Continued on page 94)

ABC Launches 'New Disk' Show

NEW YORK — The ABC Contemporary Network will debut the first daily network radio exposure of new records June 30. Rick Sklar, program director of WABC in New York, will co-ordinate the funneling of exclusive—hot off the acetate

(Continued on page 94)

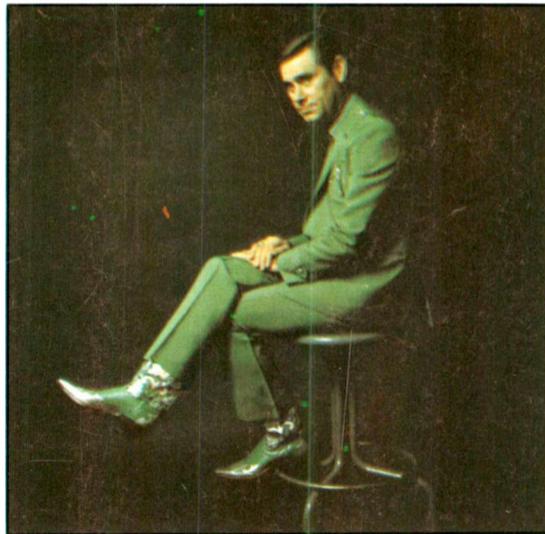
In Billboard This Week
Hansen Publications—
A Billboard Spotlight
See Center Section

The NAMM Report
See Page 52

Summer Is a Tape
Thing — Canada
See Page 79



Cat Mother and the All Night Newsboys' first single release "Good Old Rock 'n Roll! (Polydor #14002) is an overnight smash. And their first album, "The Street Giveth and the Street Taketh Away" (Polydor #4001) which includes the fantastic single, is sure to be a second success story for Roy, Mike, Barry, Bob and Charlie to tell. (Advertisement)



A salute to a great country artist. July is George Jones' month. Just released his new Musicor Hit Single, "If Not for You," MU 1366, and a brand new album, "I'll Share My World With You," MS 3177. (Advertisement)

500 GATHER AT RADIO FORUM

NEW YORK — More than 500 program directors and station managers gathered here June 19 at the Waldorf-Astoria Hotel for the start of the second annual Billboard Radio Programming Forum. The four-day session will run through Sunday (22). Full coverage of the events and of all the speeches will be reported in the July 5 issue of Billboard.

Canada Radio's Local Act Push

By RITCHIE YORKE

TORONTO — A group of 12 key Canadian top 40 stations this week announced plans to unite and give national exposure to Canadian talent.

The 12 stations in Canada's 12 largest markets begin programming this week at least three local records each week. The stations are CHUM, Toronto; CKLG, Vancouver; CHED, Edmonton; CKXL, Calgary; CJME, Regina; CKOM, Saskatoon; CHLO, London; CKOC, Hamilton; CKPT, Peterborough; CFRA, Ottawa; CFOX, Montreal, and CJCH, Halifax. A Winnipeg station will announce shortly.

The plan, which in effect will
(Continued on page 88)

NEW FROM



BIRTH REBECCA and THE Sunny Brook Farmers

An endless trip through an underground world of a new sound happening.

Musicor 3176



PAPER GARDEN

A CLASSROOM SETTING FOR A CLASSIC GROUP
Don't miss hearing this exciting new album

Musicor 3175

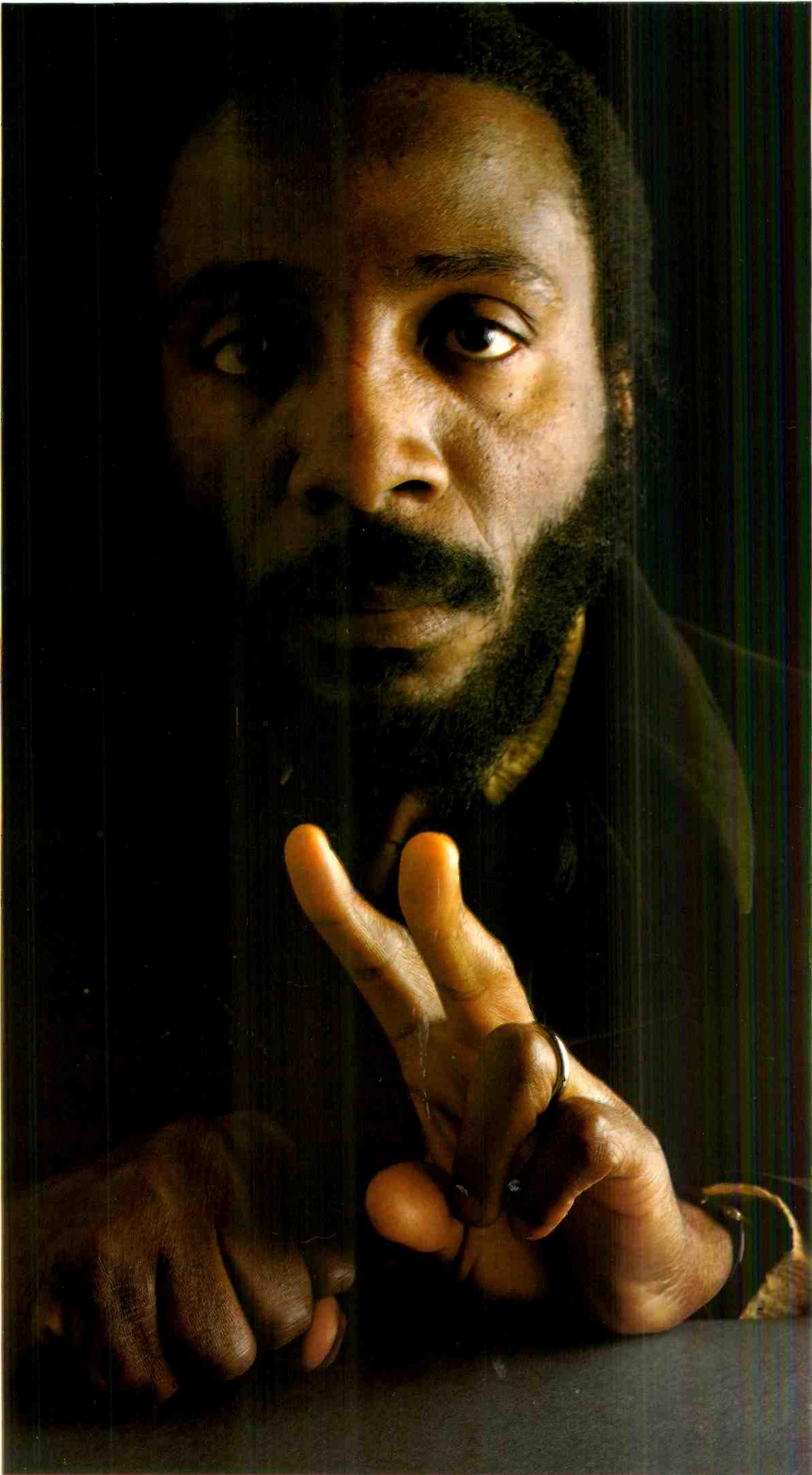
"Very rarely in the record industry does an album of such importance to every American come along. It's a work of incredible honesty, with one man explaining with beautiful simplicity the dangers that face our great nation today. He'll make you laugh, he'll make you cry . . . he might even make you mad. But, as Dick Gregory says, 'One thing, brother Gregory will never lie to you.'

The striking double album package has been designed by one of America's leading graphic artists, Milton Glaser, and includes as a special insert, a four-color poster by Mr. Glaser.

Dick Gregory, noted student leader . . . black satirist . . . author of million seller books and one of the most in demand figures in American colleges today, has spoken to well over a million students during his 1968/69 lecture season.

This album will have a tremendous impact on every student, every black man, and all concerned Americans."

Kevin Eggers,
President Poppy Records



Photograph by Elbert Budin

Pickwick to Market Camden in U. K.

NEW YORK — The RCA Camden "super budget label" (\$1.75) will be marketed in the United Kingdom by Pickwick International Inc. Ltd. The deal goes into effect Oct. 1.

The original album release schedule will be 48 albums, 36 of which will be available on Oct. 1, the remaining 12 on Nov. 1. Regular monthly re-

lease of eight albums are planned with the object of building up the catalog into a representative range of pop and classical recordings.

The deal was concluded by Cy Leslie, chairman of the board of Pickwick International, Bernard T. Ness, managing director of RCA Ltd. Record Division, (Continued on page 89)

Billboard's U. K. Arm Buys Record Mirror

NEW YORK — The U. K. division of Billboard Publications has acquired the London-based consumer weekly, Record Mirror. It will be published from the company's London offices at 7 Carnaby Street and will operate as a consumer sister paper to Billboard's U. K. music business paper, Record Retailer.

Announcing the purchase in London, Hal B. Cook, vice-president in charge of Billboard's papers and international operations, also revealed Billboard's participation in the ownership of a new ultra modern printing plant at Pontllanfraith, Wales.

The Record Mirror acquisition was completed in London with RM's existing owners, Cardfront Publishers, by William D. Littleford, president, Billboard Publications. Record Mirror will be totally owned by Billboard Publications.

Both Record Mirror and Record Retailer will be printed and distributed from the Pontllanfraith plant, Pendragon Press, in which Billboard has a 50 per cent interest. Remaining interest in the plant is held by Julian Ormond and Jeremy Wilder, former owner of Record Retailer.

Staff changes in Billboard's three-year-old U. K. operation include the appointment of three new publishers.

Andre de Vekey, founding head of Billboard's U. K. company, is named European publishing director for Billboard's U. S.-based magazines. Julian Ormond, previously publisher of Record Retailer, becomes managing director, Billboard Publications (U. K., Ltd.). Ormond is also managing director of Pendragon Press.

Reporting to Ormond will be Graeme Andrews, who becomes publisher and managing editor of Record Retailer; Peter Jones, editor of Record Mirror, who becomes publisher of RM, and Henry Meakin, who becomes publisher of World Radio-TV

Col. Buys 'Dime' —Single Rushed

NEW YORK — Columbia Records has purchased "If I Didn't Have a Dime," by Ron Moody and the Centaurs. The new single is being rushed into immediate release.

The record was spotted on the Southern Music Survey by Steve Popovich, assistant director, national promotion, Columbia Records. Popovich brought it to the attention of Bob Devere, who purchased the master from Tom Maeder and Charles Bradshaw of Stagecoach Productions. The two producers have been signed to an exclusive contract with Columbia.

Merc. Seeking Indie Producers —Recruitment Policy Clicking

NEW YORK — Bob Reno, director of recorded product for the Mercury family of labels, has established a new policy of seeking independent producers and production companies for both newcomers and established artists. Reno said his policy of "creative recruitment" from within the company "is already revitalizing us in promotion, production and sales." He pointed to Moms Mabley's of "Abraham, Martin and John," produced by Barry Oslander, as an example of "recruitment from within." Reno recruited Oslander from the label's engineering staff.

Reno has already concluded agreements with numerous independent production companies for Mercury artists. Newly signed soul singer Timothy Wilson is already in the studio with

George Kerr, producer of the Hesitations and the O'Jays. Melba Moore, star of "Hair," will be produced by Jim Fragale. David Robinson, who cut Moby Grape and the Chambers Brothers, is producing Group Therapy; Paul Leka, producer of the Peppermint Rainbow and the Lemon Pipers, is working on a new single by Lesley Gore.

Dee Dee Warwick's recording of "Ring of Bright Water," heard over the opening credits of the film of the same title, was produced by Ed Townsend and Jack McMann. Negotiations with Cinerama Releasing Corp. for Miss Warwick's film vocal were conducted by Reno.

Stressing the diversity of product, Reno said that Malachi McCourt, "Tonight" show raconteur, will be produced by

Davis Hess, while two new pop groups, Sunday Season and Charity, will be produced by Ron Dante and Gene Allun's Weno Productions.

New producers are being assigned to such established Mercury artists as Gloria Lynne, the Left Banke and the McCoys, while newcomer artists such as the Family Affair, a Cleveland group, are in the process of "being matched with the right producers," said Reno. Production agreements are also being concluded with Ted Cooper, Rod McBrien, Milan, Helen Miller, Rose McCoy and other independent producers.

On the talent and master purchase end, Reno cited the label's acquisition of the soundtrack album of "Dark Shadows," the daytime TV serial, as "part of our 'be there first' program." Produced by Charles Grean, the LP features both music and dialog from the show. Reno acquired the LP master from ABC Merchandising, a division of the American Broadcasting Co.

NAMM Looking to The 'Open Road'

By RON SCHLACHTER

CHICAGO—The National Association of Music Merchants (NAMM) Show, which is now under way at the Conrad Hilton Hotel, may take to the road in the coming years. However, this would only occur once the show establishes its open pattern at the new lakefront McCormick Place, beginning in June 1971. NAMM executive vice-president William Gard, who also mentioned the possibility of opening the show to the public, gave this explanation:

"There are three factors to consider before taking the show on the road. First, 3,500-4,000 hotel rooms will be used during convention week. Second, the convention requires 300,000 gross square ft. of exhibit space. Third, the trade likes best fourth week of June for the show. Consequently, the combination of these three qualifications immediately constitutes a limiting factor when thinking in terms of moving the show.

(Continued on page 52)

Official OK Given to Nashville 'Special'

NASHVILLE — Mayor Beverly Briley and other business and civic leaders joined the music industry at a Billboard meeting here in which the city gave official sanction to a Billboard "special" on Nashville early next year.

Plans for the special were outlined by Mort Nasatir, publisher; Lee Zhitto, associate publisher and editor in chief; Ron Carpenter, national sales manager; Robert Kendall, regional publishing director, and Bill Williams, southeast editor of Billboard.

Briley gave the official endorsement to the project, and Eddie Jones, executive vice-president of the Nashville area Chamber of Commerce, promised full co-operation with the project. Other promises of support have come from the city's financial leaders, business



BRILEY

PYE, GRT SET U. S. DISK CO.

LONDON — It was learned at press time that Pye and General Record Tape were forming a joint U. S. record company. First releases are scheduled for next month.

Handbook, Billboard's Copenhagen-edited guide to the world's broadcasting stations.

Rodney Burbeck, features editor of Record Retailer, is named editor of Record Mirror, and Geoffrey Mullen, advertising sales executive of Record Retailer, becomes advertising manager of Record Mirror.

European editorial for Billboard will continue to be headed by Mike Hennessey, European editorial director.

In addition, Michael Jackson, founding editor of Campaign, a magazine devoted to the advertising and journalism trade fields in the U. K., has been retained as consultant to advise on the total redesign of Record Retailer and Record Mirror in order to take full advantage of the high-quality coated paper offered by Pendragon Press.

Concerning the acquisition, Cook stated: "Record Mirror will enable us to provide a stimulating and exciting music magazine every week for hundreds of thousands of young record buyers and will, at the same time, enable our group to make a still more meaningful contribution to the development of the world music business."

New Hammond Organ Shown; Aim Is Home

By EARL PAIGE

CHICAGO—Hammond Organ Co. will introduce in early 1970 a radically different instrument, now code-named the "Mustang," in a further effort to broaden the market and reach the 97 per cent of U. S. households without an organ. At present, the firm is stepping up promotion of its \$555-priced Cadette model and companion "Instant Play" program and also hopes to develop black-owned dealerships as part of Hammond's over-all market-expansion goals.

Speaking during an opening-day seminar at the National Association of Music Merchants (NAMM) Music Show here (22) president David Kutner said: "We hope that our dealers remember what made them successful in the first place. We hope they remember that selling organs is not like selling most other products, not like selling other musical instruments or even pianos.

"We're not selling an impulse purchase item off the shelf. We're not selling a time-saver, a (Continued on page 57)

EDITORIAL

Pocketdisc Backing

The state of the singles record business is a source of constant apprehension. It is by now a relatively small segment of the industry's dollar volume—14.2 per cent of retail sales.

Yet its value is enormous in the area of talent development and promotion; and the excitement value and profitability of hit singles are tremendous.

It is necessary that the singles business be restored to a state of health and that all avenues to this end be examined. For this reason we urge record manufacturers to co-operate with Pocketdisc, which is now showing great sales potential in the Detroit market with its vending operation. (See separate story.)

Currently, Pocketdisc has simultaneous release agreements with 24 companies representing 154 labels. This represents about 60 per cent of the hot product on the charts and is a considerable achievement since the initial days of the Seattle test months ago.

Pocketdisc, however, estimates that sales would double if all key labels co-operated. This estimate is based upon requests for product not yet available to Pocketdisc.

We feel manufacturers have nothing to lose and everything to gain by fully exploring the possibilities of Pocketdisc's method of sales through vending machines.

Nat'l Gen'l's Opening Aim: Tracks

LOS ANGELES — National General's new music operation will concentrate initially on releasing soundtrack albums from its own films. Eventually, it will enter the record field with its own label.

Soundtrack product will be developed not only to enhance each film, but will be created by contemporary composers, scorers and songwriters for commercial exploitation.

National General's idea is to release product, both LP's and singles, to coincide with film openings and take advantage of a growing soundtrack business, said Al Kasha, newly appointed National General Music vice-president.

In many cases, independent record producers will be called in to produce the soundtrack LP's, he said. The producer also will be involved with Kasha in selecting artists to sing title tunes in the films, with the title tune being released as a single.

Packaging Plan

Albums will be distributed by major record companies on a soundtrack-to-soundtrack basis,

with artists selected to sing tunes in the film coming from that label. "We'll try to package artists and labels together. We also want to use recording studios, when able, rather than the film studio's sound capabilities," Kasha said.

Initial soundtrack album will be "Grasshopper," starring Jim Brown, followed by "Social Club," and "Dream of Kings." Kasha said National General is planning between 10-13 films for 1969-1970 release, with more than half having soundtrack LP's. The company also plans to release several TV soundtracks this year.

Plan for 2 Pubs

Kasha also will develop National General's two music publishing companies, NGC Music (ASCAP) and Carthay Music (BMI). The company plans to retain publishing rights to its soundtrack albums, he said, but is prepared to give tape rights to the record company that distributes any album.

Soundtracks that have no commercial value as albums may be released to tape duplica-

tors for possible release as background or mood music tapes.

National General's thrust will be in three areas: soundtrack albums geared for chart action, acquisitions to strengthen its record capability and publishing arms, and to develop commercial TV music.

Under National General's new alignment, Malcolm C. Klein has been appointed president of music, TV production-distribution and educational film and broadcasting subsidiaries.

Promotion to S&H Stamps

NEW YORK — Jubilee Records has established an incentive program for its promotion staff in co-operation with Sperry & Hutchinson Co., creators of S&H Green Stamps. Tagged "Something for Everyone," the program will enable promotion representatives to earn gifts with stamps accumulated by their performance in placing Jubilee, Josie and Jubilee-distributed singles on radio station playlists.

Mickey Eichner, vice-president and director of a&r and national promotion for Jubilee, said that each promotion man will receive a list of stations in his area, with each station valued at a certain number of stamps. For every single placed, the promotion man will be credited with the number of stamps for which the station is valued. If two records are placed on the same station, double credit is given. The promotion man "wins" for every record placed. Multiple placements at one station are credited individually.

To validate stamp claims, the promotion men will submit station charts and/or playlists as proof of claims. Stamp-saving books and gift catalogs have already been sent to the label's force.

Romeo Seen Bonanza for Para. Music

LOS ANGELES — Music from "Romeo & Juliet" is seen as the biggest musical bonanza for Paramount Music since "Breakfast at Tiffany's."

Over 30 interpretations of the picture's theme have been recorded, capped by Henry Mancini's leading RCA version. Capitol has the Famous music soundtrack LP. Famous has added lyrics created by Eddie Snyder and Larry Kusik to the instrumental theme and this music has been titled "A Time for Us."

Famous and Capitol have just completed agreement for the creation of a five-record package of "Romeo & Juliet" material which will feature the soundtrack music and dialog.

IVES' CHANTEYS FOR MUSEUM

NEW YORK — Burl Ives will donate the manuscript and unreleased tapes of his own collection of sea chanteys to the South Street Seaport Museum Monday (23). The collection will become a record and book to be sold by the Seaport Museum to further its work.

Executive Turntable

Marvin Cohn appointed director, a&r administration, CBS Records, replacing **Paul Wyatt**, who has resigned. Cohn joined CBS in 1965 as senior financial analyst and, in 1966, moved to Columbia Records finance. Most recently he was director, budgets and forecasts. . . . **Ed Mathews** named assistant to the vice-president, Columbia a&r, Jack Gold. Mathews will be based in Los Angeles. He was formerly director, independent productions, for Columbia, having been manager, Date Records.

★ ★ ★

Jimmy Wisner, director of popular recording, East Coast, Columbia, has resigned to concentrate on free-lance production, arranging and conducting. He is planning his own new record firm and publishing companies at 888 Eighth Avenue, New York. Wisner joined Columbia as staff producer in 1968.

★ ★ ★

Radcliffe A. Joe has joined Billboard's editorial staff. Trinidad-born, Joe worked for Mirror Newspapers, London, the Trinidad Mirror and Express and the Daily News and Home Journal, Virgin Islands. . . . **Ian Dove**, international editor, also appointed editor, special issues, Billboard.

★ ★ ★

Herb Goldstein, executive vice-president, national sales manager, Oak Manufacturing Co., Los Angeles, has resigned after 15 years to be vice-president, H. B. Hutchinson Co., an Atlanta distributor.

★ ★ ★

Frank Leffel appointed administrative a&r director Mercury's Los Angeles office. His former promotion post has been filled by **Rudy Butterfield**. . . . **Robert J. Brown** named general sales manager of the 3M Co.'s Mincom division, in charge of sales of both the Wollensak and Mincom product lines. Brown has been sales and marketing manager of Mincom products since 1962, based in California. . . . **Jack Wagner** promoted to general manager of Superscope's recording division. . . . **Tad Maloney** joins Renaissance Productios as publishing director. . . . **Walt Calloway** named W-7's artists relations manager, replacing **Don Schmitzerle**, now executive assistant to Reprise general manager, Mo Ostin. . . . **Julie Zimand** joins W-7's Los Angeles promotion staff. He was formerly with Record Merchandising.

★ ★ ★

Bonnie Leon promoted to the newly created position of director of administration for the Wes Farrell Organization, and will be directly responsible for all publishing activities of the firm. Before joining Farrell, Miss Leon was supervisor, Mirasound Studios. . . . Formerly assistant director of serious Music and Musical Education departments, **Ronald Freed** is named international director of the departments in the Southern Music and Peer International Corp. Founder and director of the departments, **Wladimir Lakond**, is retiring. . . . **Bud Hayden** named national promotion manager for Straight Records, based in Los Angeles. Recently Hayden worked for Tom Wilson Productions. . . . **Patti Johnson** has joined the public relations department of Bizarre, also in Los Angeles. She was formerly with the West Coast office of the Goldstein Organization. **Leon Danillee** joins Bizarre, Inc., to work with Joe Gannon in the management division. Danillee recently ran the music division of Raymond Katz Enterprises.

★ ★ ★

Jackson Sellers named Capitol's national publicity manager, based in Hollywood. . . . **Roger Stone** joins the professional and talent development wing of The Richmond Organization. Son of Famous Music professional chief, Dick Stone, he had previously worked with producer-publisher Herb Bernstein. . . . **Alan J. Kahn** appointed sales manager of Cassette Corp. of America, a newly created position.

★ ★ ★

Rick Blackburn named director, Epic and Custom labels merchandising and Custom labels promotion. The promotion of Date, Ode, Immediate and Barnaby Records has been separated from the promotion of Epic and Okeh Records at the staff level. Blackburn will combine the directing of promotion for Custom labels with a total merchandising responsibility. Blackburn was previously manager, Midwest region for the company, a position now taken over by **Marshall Blonstein**. Blonstein, working out of Chicago, will be responsible for monitoring sales performances and giving sales aid and direction to local sales personnel. **Hank Zarembski** named Midwestern regional promotion manager for the company; **Skip Byrd**, Southern regional manager; **Don Burt**, Southern regional promotion manager; **Richard Attison**, Eastern regional manager; **Don Wright**, Eastern regional promotion manager; **Chuck Graham**, Western regional manager, and **Harvey Bruce**, Western regional promotion manager.

★ ★ ★

Jerry Rader named assistant sales manager, Playtape Corp. Previously Rader was associated with ABC Records Inc. for 10 years. . . . **Steve Bedell** appointed to the newly created position of director of creative development with the Wes Farrell Organization, concentrating primarily on the recently formed Commercial Management Group Inc. wing of the organization. He will contact producers of TV shows and commercials, motion pictures, Broadway shows and record companies as potential users of the writing and production talent available within the Farrell Organization. Previously Bedell was a personal representative in the commercial and film field for production talent that included **Stan Applebaum**. . . . **Douglas Arango** named talent co-ordinator for Joey Bishop Productions in Hollywood.

(Continued on page 10)

Stereo Dimension in Total Rep. Expansion

NEW YORK — Stereo Dimension Records now has representation in markets around the world, as well as domestic distribution, according to Loren Becker, head of the operation. Becker has also set deals with tape licensees.

The company, which was organized in October as a division of the Longines Symphonette, in April became a separate corporation wholly owned by Longines and Becker.

Becker's philosophy is to first build a powerful global distribution network. Once this base is established it acts as a lure for artists. Becker pointed out that another facet of the operation which attracts talent is the fact that sales are also promoted through Longines Symphonette packages. Longines owns the Capitol Record Club and the Victor Record Club of Canada and is a giant mail order operation.

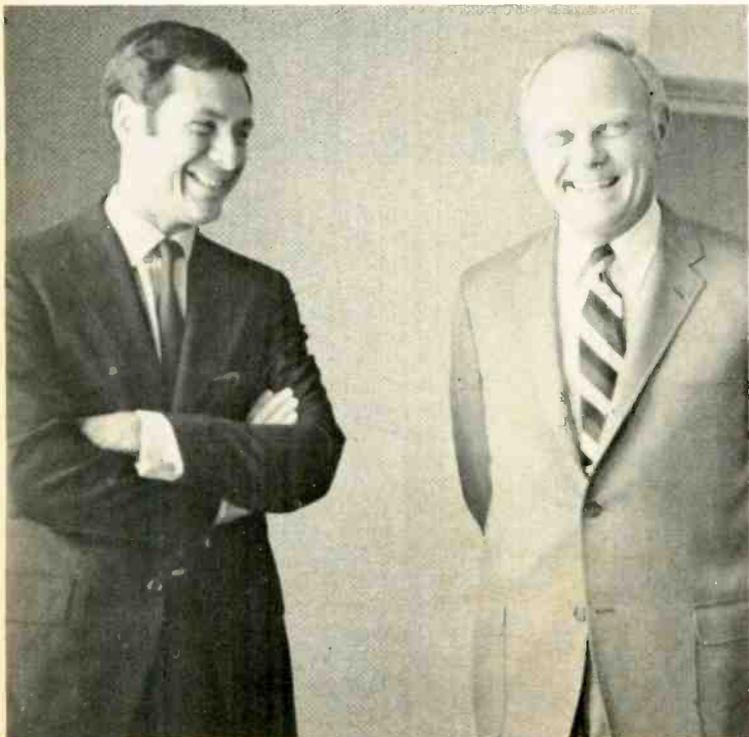
Foreign countries where licensees are set for Stereo Dimension are: Surco Industries Musicales, S.R.L., Argentina, Uruguay, Chile; Festival Records

Pty., Ltd., Australia, New Zealand, Singapore, New Guinea; Anvers Radio, S. A., Belgium and Luxembourg; London Records of Canada, Ltd., Canada; Nordisk Polyphon A. S., Denmark; Philips Records, Ltd., England; Societe Phonographique Philips, France; Phonogram Tongesellschaft, Germany; Phonograph S.P.A., Italy; N.V. Phonogram, Holland; Philips Phonographic Industries, Holland; Philips Records, Japan; Gamma, S.A., Mexico; Mareco, Inc., Philippines; Hispavox, S.A., Spain and Portugal; A.B. Philips Sonora, Sweden; El Palacio de la Musica, S.A., Venezuela; RPM Records, South Africa.

Additional foreign areas, Becker said, are serviced by Philips.

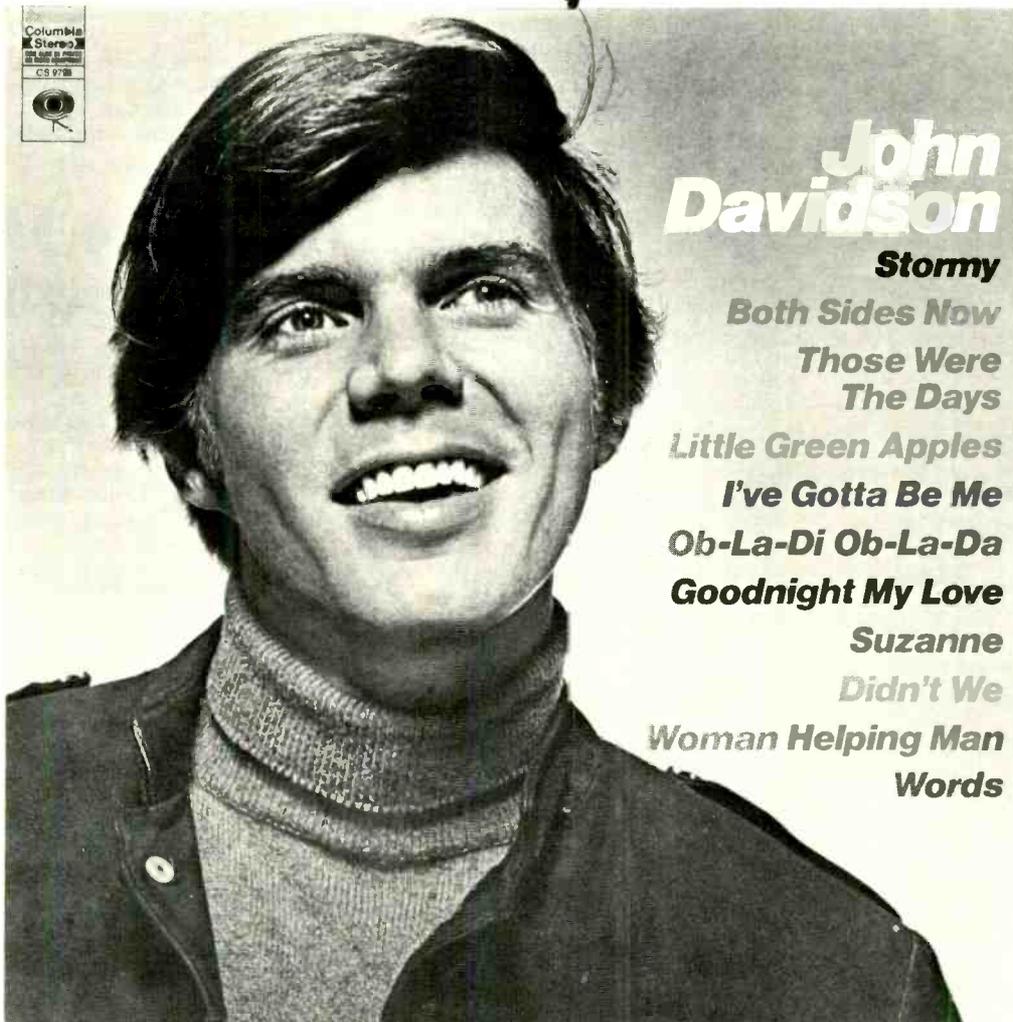
Stereo Dimension's tape licensees are Ampex Corp. and North American Leisure.

The label released its first product in January. "Our intent is to release product for all facets of the pop market," Becker said. He added that the acquisition of major artists would be the next step.



STAN GORTIKOV, right, newly elected president and chief executive officer of Capitol Industries, Inc., talks about the record business to Sal Iannucci, his successor as Capitol Records president.

Tune into John Davidson.



CS 9795 / HC 1132* / 18 10 J628†

Any Friday night on ABC-TV. And you'll see why we know his new album, *John Davidson*, is going to be so big.

It's really just simple arithmetic. John's first albums each sold over 100,000. Add a few million fans watching his show every week, and an intensive merchandising program, and you'll see why we're so confident that his new album is a winner.

And for a kicker we've just released John Davidson's new single,

"California Blood Lines" 4-44896

With John Davidson, it's easy to sing a happy song.
On Columbia Records

Singleton Acquires Sun

NEW YORK — The Shelby Singleton Corp. has acquired Sun Records Co., originally owned by Sam Phillips. Sam Phillips has agreed to a long-term working arrangement with the new corporation.

The purchase includes some 2,700 complete master tapes with original hits by Johnny Cash, Jerry Lee Lewis, Roy Orbison, Charlie Rich, Carl Perkins and Bill Justis.

The Shelby Singleton Corp. plans to redesign the Sun label, and to complete new art work for all LP's.

Sun Records had been inactive for some time. Sam Phillips was the discover and producer of the original hits of Elvis Presley, Johnny Cash, and many other big record acts. Sun Records' new home will be in Nashville.

Labeling Act: Records in Clear?

By MILDRED HALL

WASHINGTON — Record manufacturers appear to have little to worry about as to compliance with the Fair Packaging and Labeling Act going into effect Tuesday (1). So far, say staffers at the Federal Trade Commission (FTC), phonograph records have not even been listed in the categories of thousands of consumer commodities on which the FTC is issuing labeling regulations as fast as it can get to them.

To be perfectly safe, however, the industry should ask the Commission for a ruling, says FTC attorney Early Johnson of the Division of Special Projects. Records may well fall into the exempt category, or their present labeling methods may be satisfactory in meeting the law's basic requirements. These require label to show the identity and location of the manufacturer or packager or distributor; net quantity (numerically, one or more records); and identity of the object (recordings).

All of these things are obvious enough to the buyer of records as he looks at the package, but Johnson points out that the last word belongs with the Commission. He speculates there may be some leeway for regulation on the basis of "quantity," since amounts of music on the record vary, but he believes it most likely that the playing time indicated on records should take care of this.

Bulletin Out

Also, one of the recent "interpretative bulletins" (Bulletin No. 3, May 27) on labeling, answered various industry queries about commodities packaged in units of one, "where visual observation or traditional description make it clear that the package contains only one unit," says FTC. Examples given were a single soap box, a single baseball packaged in a square box, a single hand trowel, and one pair of baby pants in a plastic bag.

By a process of deduction, the FTC concludes that on these obviously single items (items measured in terms of count, rather than weight), the label need not contain the declaration "one" provided the statement of product identity clearly expresses the fact that only one unit is contained in the package. This would seem to take care of single records with no further argument, but if anyone wants to be dead sure, they can put "one" on the sleeve, together with identity of manufacturer, etc.

Packages of recorded tape are included among the commodities that must live up to the man-

datory three-part labeling requirements, and indicate the quantity of tape in the package. This tentative ruling has been given only at staff level, Johnson said, and tape manufacturers may get final say by the Commission.

Musical instruments in one

Williams' Mgr. Shifts to Label

LOS ANGELES — Alan Bernard, Andy Williams' manager, will get involved with Williams' record label, Barnaby, now that he has severed his ties with the Bernard-Williams-Price management firm.

Bernard, Williams' manager since 1959, left the management firm in which he was one of three partners to concentrate solely on handling Williams' show business operations.

Barnaby was formed by Williams last year. Its leading act has been the Osmond Brothers, but the label has generally been in an inactive state. Bernard plans to change that.

His two former partners, Don Williams and Arthur Price, are continuing in the management business. The firm has a record production wing which has been recording contemporary pop groups for placement with record labels.

piece are among the exempt commodities when sold as one item—but supplies or accessories have to fulfill the rules of identification. Where feasible, the identifying number or quantity should appear on the principal front display panel, nearest the trade or brand name, and on both front and back display panel, nearest the trade or brand name, and on both front and back display panels if there are two.

The original purpose of the 1966 Truth in Packaging and Labeling legislation was to get at confusing and deceptive packaging of thousands of grocery items on chain store shelves, but the definition of a "consumer commodity" has apparently become boundless.

A basic test of what constitutes a consumer commodity under this law, said Johnson, is "used up." Records, for instance, are not considered incapable of being "used up" in his view—although the industry would argue that they can outlast a lifetime.

So much argument has arisen over the defining of consumer commodity that retailers will bring a court suit to test the definition and other aspects of the FTC rulemaking leeway under the 1966 law now moving into implementation. The Food and Drug Administration enforces the act's application to food, drugs, cosmetics and devices. The Department of Commerce works on voluntary compliance agreements from industry.

Hits Make M'media's Levy Stanch Singles Producer

NEW YORK — Len Levy, president of Metromedia Records, is still bullish about the singles record business. His upbeat mood is based on the current Metromedia activity in the singles field with "Color Him Father," by the Winstons, and the country single "Spring," by Clay Hart. Also rolling for Metromedia are "Little Women," by Bobby Sherman and "Baby Now There's Two of You," by Terrell and Dahrouge.

Levy said, "I am certainly not saying that singles are more important than albums. Metromedia Records is planning al-

bums based on hit singles such as 'Color Him Father' and 'Spring,' and on other happening singles like 'Aquarius,' by Lester Lanin and His Orchestra, but we also will be introducing new artists through album product. We make the decision to initially expose an artist through album or single product, depending on the nature of their material and the market we are attempting to reach. I think albums will no doubt always represent a greater percentage of the business, but I feel that singles still have their place, given the proper chance."

Lib./UA Opens Distribution Outlets in 3 Major Areas

NEW YORK — Liberty/UA has opened three more branches of Lib./UA Distributing Corp. The branch operations have been set up in Detroit, Baltimore and Richmond, Va.

Kevin Cummings has been named to helm the Detroit branch which is located at 24123 Greenfield Road, Southfield, Mich.; the Lib./UA branch in Baltimore, servicing the Maryland and Washington area is at 11151 Viers Mill Road in Wheaton, Md., with Howard Siegel as branch manager. Under the supervision of newly appointed branch manager Adam Strickland, the Richmond distributing outlets will be located at 2111 Spencer Road.

At the same time, Mike Elliot, general manager of Liberty Records Distributing Co. (LRDC), made several other appointments to the branch operations. Stu Marlowe, former branch manager in San Francisco, has assumed a similar post

in Los Angeles, while Harvey (Tex) Weiner has moved into the management of the New York branch from his previous assignment in Newark.

Filling Marlowe's former slot in San Francisco is the former Miami branch manager Jack Mesler. His Post in Miami has been filled by Paul Diaz who was promoted from within the branch's sales force. Operations in Newark have been taken over by Elliot's former home office assistant Jack Bridges.

MC5 Cutting Atl. Debut LP in Detroit

NEW YORK — The MC5 began work on its first album for Atlantic Records in Detroit. Jon Landau, the rock critic and writer, will produce the album.

A single from these sessions will be released during the summer and the LP will be scheduled for release as soon as the tapes are mixed.

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MGM STRIKES GOLD 7 TIMES

NEW YORK — MGM Records picked up seven gold record awards from the RIAA last week for albums certified as having racked up \$1 million in sales.

The albums are: Herman's Hermits' "There's a Kind of Hush All Over the World," "David Rose Plays the Stripper and Other Fun Songs for the Family," Hank Williams Jr.'s "Hank Williams' Greatest Hits," Hank Williams' movie album "Your Cheatin' Heart," Herman's Hermits' "The Best of Herman's Hermits Vol. II," the soundtrack album of "How the West Was Won" and Connie Francis' "The Very Best of Connie Francis."



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Fillmore Offers Education Course

SAN FRANCISCO — The Fillmore Corp., which consists of Bill Graham's business activities, is sponsoring a series of free seminars to educate audiences and familiarize professionals with basic recording techniques, publishing and business aspects of the music industry.

The classes begin Saturday (28) and will go on indefinitely, according to David Rubinson, vice-president of Fillmore Corp. A new cycle of seminars is scheduled for September.

Instructors include Rubinson, attorney Brian Rohan and engineers Fred Catero, Ron Wickersham and Brent Dangerfield. Rubinson, previously a producer

for Columbia Records, will relate the role of the producer and record executive. Rohan, a leading attorney for rock bands, will deal with copyright law, contracts and royalties.

Special seminars and lectures will also be given by program directors of local radio stations, record retailers and distributors, music synthesizer experts and representatives of Ampex and 3M. Lab sessions, in which students will get actual practice in record production and engineering, will be offered at Pacific Recorders, associated with Fillmore Corp.

Rubinson said too many professionals in the music industry

have a "lack of basic knowledge of techniques and theories — not just in San Francisco, but everywhere. We want them to be better equipped to deal with record companies and technicians."

A similar project was conceived several months ago: The Community of Musical Efforts (COME). It consisted of two weeks of 50 free seminars and workshops on contemporary music, and was scheduled to open June 8 at Mills College, in Oakland.

But COME will probably be canceled, according to Bill Freeman, an organizer of the venture, because of lack of funds and the Fillmore operation. Freeman feels the Fillmore series undercuts COME and the proposed S. F. College of Contemporary Music that was to begin in the fall.

"We will still continue to solicit every place we can to get the college on," Freeman said. "There's a chance it could work, but it's kind of crazy if we and Bill Graham are trying to do the same trip."

290 EXECS ATTEND

Peer-Southern Stages Fete; Accents Contemporary Policy

NEW YORK — The Peer-Southern party June 10 at the Wednesday Club, attended by 290 record-music executives including producers, promotion and a&r men, will be reprised on the West Coast in September. The event was carefully planned and highlighted a major facet of the publishing organization's policy, namely, that emphasis is placed on the contemporary music scene. The thinking of Ralph Peer II, head of the firm, and such music and talent executives as Lucky Carle, and Jimmy Lenner, director of talent and production, is that new copyrights and talent must be constantly promoted, along with the exploitation of the great standard segments of the catalog in the Latin, country and other fields.

Many Peer-Southern personnel attended—the idea being to give the guests an opportunity to become more intimate with

key personnel. These included not only New York staffers but also Peer-Southern promotion men, including Sam Kaplan of Detroit and Paul Gallis of Chicago. The latter, with Tony Richland of Los Angeles and Mike Chechik of San Francisco, co-ordinate their efforts under the direction of Andy Husakowsky, national promotion chief.

The party also familiarized record-music guests with the fact that Peer-Southern during the past year has been quietly building a production department which develops talent and makes masters. This operation has close ties with 22 independent production outfits. Artists who rendered Peer-Southern songs at the party are part of this stable and included such acts as the Popular Five, Mike Millius, Tom and Sandy, Stephanie, Ron and Bert and Neil Brian.

20th-Fox Accelerates Tempo in Nashville

NEW YORK — Twentieth Century-Fox Records and its music publishing firms, Fox Fanfare Music (BMI) and Twentieth Century Music Corp. (ASCAP), has begun to build up its activity in Nashville. The Nashville operation has been taken over by Stan Shulman, former owner of Dunes Records and Dunes Management.

Shulman will use Nashville as his base and make regular trips to Memphis, Atlanta and Dallas to line up disk and music publishing deals. Already set is a deal with Fog Productions, Dal-

las firm, for the release of three artists on the 20th Century-Fox label. The artists are the Boggs, the Bad Boys and Bobby Charles.

The new setup in Nashville, which will be housed at 812 16th Avenue South, will be looking for singers, producers, masters and writers in all phases of music. According to Paul Barry, vice-president of the music operation based in New York, attempts will be made to line up film and TV writing assignments for the composers and lyricists attached to the music publishing companies.

Market Quotations

As of Closing Thursday, June 19, 1969

NAME	1969		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	21 3/8	15	550	18	16 1/4	17 1/8	+ 1/2
American Broadcasting	76 1/2	56 1/8	416	65 7/8	61 3/4	63 1/2	+1 1/2
Ampex	44 3/4	32 1/2	1724	41 3/4	38 3/8	39 3/4	Unchg.
Automatic Radio	41 3/4	20 1/8	1000	40 1/4	36	36 1/4	-3
Automatic Retailer Assoc.	117 1/4	99	118	104	101	102 1/4	-1
Avnet	36 1/2	14 7/8	1306	17 3/8	15	15 3/8	+1
Capitol Ind.	52	29	394	47	40 3/4	40 3/4	-6 1/4
Cific. Musical Inst.	33 3/8	24 3/8	50	27 3/4	24 3/8	24 3/8	-3
CBS	59 1/2	44 3/8	1199	55	50	51 1/4	-3 1/8
Columbia Pic.	42	29 3/4	672	32 3/8	31 3/4	31 3/4	- 3/4
Commonwealth-United	24 3/4	10 3/8	2194	12 1/8	10 3/8	10 7/8	- 1/2
Disney, Walt	86 3/4	69 7/8	348	77 1/2	74 1/2	75 1/2	- 1/2
EMI	8 7/8	6 1/8	1815	6 3/4	6 1/8	6 3/8	- 1/2
General Electric	98 1/4	85 1/8	1752	92 3/4	89 1/2	90 3/4	+1 1/8
Gulf & Western	50 1/4	25 3/4	3432	29 3/8	25 3/4	25 3/8	-3 3/8
Handleman	48 3/4	36 3/8	447	40	37 3/8	38 1/2	- 3/8
Harvey Radio	25 1/4	16 3/4	39	18	16 3/4	16 3/4	- 7/8
Kinney Services	39 1/2	26 1/4	1264	29	26 1/4	27 3/4	-1 3/8
Macke Co.	29 1/2	17 1/4	43	18 3/8	17 3/8	17 7/8	-1 3/8
MCA	44 1/2	31 1/2	193	32 1/4	31	31	- 3/4
MGM	44 1/2	29 3/8	691	34 1/4	29 3/8	30 3/8	-3 1/8
Metromedia	53 3/4	23 1/4	783	25 3/4	23 1/4	24 1/2	-1 3/8
3M	112 1/4	94	624	104 7/8	102 1/2	103 3/8	+ 1/4
Motorola	133 1/2	102 3/4	282	119	112	112	-3
North Amer. Phillips	45 1/4	35 1/4	476	44 7/8	41 3/4	42	-2 1/8
Pickwick Int.	65	40	103	60	57	58 1/4	+1
RCA	48 1/8	41 1/4	1776	44 3/4	42	42 1/8	- 3/4
Servmat	49 1/2	32 1/2	143	34 1/4	32 1/2	32 1/2	-1 1/2
Superscope	55 3/4	35 1/4	329	46 3/4	41 3/4	42 1/8	-2 3/8
Tenna Corp.	62 7/8	43 1/2	256	51 3/8	43 1/2	45 3/8	-6 3/8
Trans Amer.	38 3/4	30 3/4	2855	33	30 3/4	30 3/4	-1 1/2
Transcontinental Invest.	27 3/4	17 3/4	1253	21 3/4	17 3/4	18 1/8	-3
Triangle	37 3/8	27 1/4	33	28 1/2	27 1/4	27 1/4	-1 1/8
20th Century-Fox	41 3/4	23 1/8	1178	24 3/4	23 1/8	23 1/4	-2 1/4
Vendo	32 3/8	19 1/8	104	20 1/2	19 3/8	19 7/8	+ 1/2
Viewlex	35 1/2	24 1/8	262	30 7/8	26 3/8	26 3/8	-2 3/8
Warner Bros.-7 Arts	64 1/2	39 3/8	652	50 3/8	46 1/2	48 1/4	-1 1/2
Wittaker Corp.	32 3/4	23 1/8	670	25 3/8	23 1/8	23 1/8	-2 3/8
Wurlitzer	23 1/2	17 3/8	52	18 3/4	17 3/8	18	- 3/8
Zenith	58	45	662	47 3/4	45	45 3/8	- 3/8

As of Closing Thursday, June 19, 1969

OVER THE COUNTER*	Week's		
	High	Low	Close
ABKCO Ind.	8 1/2	7 1/2	8
Audio Fidelity	5 1/4	4 1/4	4 1/4
Certron	46	38	42
Creative Management	14 1/2	13	13
Data Packaging Corp.	24 1/4	23 1/4	24
Fidelitone	5 1/4	4	5
Sam Goody, Inc.	13 1/2	12 3/4	13 1/4
GRT Corp.	22	19 1/2	19 1/2
ITCC	12 1/2	11 1/2	11 1/2
Jubilee Ind.	27	25	25
Lear Jet	28 1/2	26 1/2	26 1/2
Lin Broadcasting	11 3/4	10	11 1/4
Magnasonic-Moviola	20 3/4	19 1/2	19 1/2
Merco Ent.	26 1/2	25 1/2	25 1/2
Mills Music	34	33	33 1/2
Monarch Electronic Ind.	11 1/2	10 1/2	11
Music Makers, Inc.	14 3/4	13 1/2	13 1/2
Newell	27	24 1/2	27
NMC	11 1/2	10	11
Omega Equity	3 1/4	2 3/8	2 3/4
Robins Ind. Corp.	8 1/2	8	8 1/4
Telepro Ind.	2 3/8	2 1/8	2 1/8
Trans Natl. Communications	8	6 1/2	6 1/2
National Tape Dist.	74	64	64

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

M'media Inks Hurst to Indie Producing Deal

NEW YORK — Metromedia Records has wrapped up an independent production agreement with British producer Mike Hurst and Active Management Ltd. of London. The agreement was negotiated with Hurst and Mel Collins, managing director of Active Management, and calls for Hurst to produce exclusively for Metromedia a number of artists mutually selected by Hurst and Metromedia.

In addition, he will also produce various special album projects as assigned by the New York office of Metromedia. The first of these projects is already under way and the details will be announced in the near future.

Hurt was one of the original members of the Springfields, the group that backed Dusty Springfield. His production credits include various artists on the Deram label as well as such British artists as Spencer Davis, Manfred Mann, Chris Farlowe, the Move and Neil McArthur, formerly of the Zombies.

James Forms Brotherhood

NEW YORK—Tommy James has formed the Brotherhood, a communications complex, in which he will be partnered with producer Richie Cordell. The firm's first production assignment has been set with Columbia Records.

The Brotherhood, will include, besides the production company, several music publishing firms and an artists management agency. James said that the Brotherhood will also seek new writers and young independent producers for "training and development" as well as be involved in a master purchase program.

The production agreement with Columbia Records is already in work. James is producing a new group, the Exiles, a group represented by Mark Alan, president of New Beat Management, Ltd.

Farrell Spreads Pub Wings Via Buying and Rep Deals

NEW YORK — Wes Farrell, president of the Wes Farrell Organization, has embarked on a program to expand his music-publishing activities through acquisition deals and/or representation arrangements. He described the program as "a logical and necessary extension of contemporary publishing techniques, which will offer unique, mutual benefits to both the small publisher and our umbrella firm, Pocket Full of Tunes."

Farrell's first step in the program was taken some weeks ago when he acquired half-interest in Jillbern/Elbern complex, currently represented on the charts

with "Black Pearl" by writers Toni Wine and Irwin Levine. Negotiations are in progress with several other firms of varying sizes for similar representation.

In preparation for his current expansion program, Farrell recently formed Commercial Management Group, Inc., a division of the Wes Farrell Organization, designed to permit composers and writers under his aegis to work in the fields of commercial jingle writing as well as motion picture scores and TV scores. In addition, he has appointed Steve Bedell as director of creative development to the organization.

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Cotillion #9002

Col. R&B Promoters Cover Black Areas

NEW YORK — Columbia Records' rhythm and blues promotion team, headed by Carl Proctor, is extending its activity beyond the radio station level. According to Proctor, his team is no longer limiting itself to making calls on black stations but is beginning to develop a dialog and a relationship with black dealers and the black community, in general.

Proctor's team includes Harry Coombs, who covers the territory from Boston to Virginia and is based in Washington; Fred Ware, who covers the Southern territory and is based in Atlanta; Granville White, who

covers the Midwest and is based in Chicago; and Lou Wills, who covers the West Coast from his base in Los Angeles.

Proctor said that there already have been indications that the promotion team's expanded activity is paying off. He pointed to product by O. C. Smith, Peaches and Herb, and Mongo Santamaria, which have been getting strong chart action, as evidence of the results of his total black push. Currently, the team is getting behind Jackie Thompson's "Bad Women Are a Dime a Dozen" in its first attempt to break through with a new artist.

Kapp Pegs Summer Drive to Hit Makers

NEW YORK — Kapp Records is sticking with the hits. For its drive through the summer, Sydney Goldberg, vice-president in charge of the label, is scheduling follow-up releases by artists who've been scoring through the winter and spring seasons.

On tap for a follow-up push in the singles market are records by the Apostles, the Unifics, Reperata & the Delrons, Mel Tillis and Cal Smith. And, scheduled for a special drive in the album field is a follow-up LP to Roger Williams' successful "Happy Heart."

Goldberg is also banking on releases by the label's country stand-bys, Hugh X. Lewis, Bob Wills, Freddie Hart and Leroy Van Dyke to bring up the billings during the next few months.

Goldberg is also adding a

"Country West" flavor to the label by adding California-based country singers to the label. Recently signed to Kapp have been Linda Wakeley, Ola Louise and Judy West.

Also being primed for a special build-up by the label is English singer John Rawles. He's currently on the market with a single release of "The World I Knew."

In the kiddie field, the label has launched a special promotion for its "Do Re Mi Children's Chorus" line. The summer promotion covers 12 LP's.

Meantime, the label is continuing to rack up strong sales on its "Man of La Mancha" original Broadway cast album. According to Goldberg, the LP, which has already gained a gold record for \$1 million in sales, is now nearing a sales mark of 1,000,000 units.

Commonwealth Forms Label, Sachs Made Vice-President

NEW YORK — Commonwealth United Corp. has formed a record label to be known as Commonwealth United Music Records. Len Sachs, who is leaving his post as vice-president of Atlantic Records, will be the new label's vice-president and general manager.

CUM Records will manufacture and distribute its own product. It's understood that several artists have already been lined up for the label and announcements will be made shortly. The label will also be the outlet for motion picture soundtracks from Commonwealth United Entertainment. All product will be

controlled creatively by CUM, with sales, merchandising and distribution headed by Sachs.

According to Charles Koppelman and Don Rubin, who run Commonwealth United Music, the label will give them the opportunity to control a record from its conception until it reaches the stores and increase its chances of success and CUM's dollar share of that success.

Koppelman is presently negotiating with foreign licensees, as well as tape manufacturers for the appearance of Commonwealth United Music Records product in both of these areas.

Record Plant Acquired by TeleVision Communications

NEW YORK — TeleVision Communications Corp. (TVC) has acquired The Record Plant, an independent recording studio complex. The Record Plant will be TVC's recording division.

The Record Plant, with its main offices at 321 W. 44th Street, produces master tapes for major labels. The Record Plant's sales for this year are estimated at \$750,000. The Record Plant also has facilities in Los Angeles and San Francisco, and is building mobile recording units which can record from any location with controls manned through closed circuit television.

Previously TVC was the first CATV company to acquire a VHF television station (WBVB, St. Thomas, Virgin Islands). It

also acquired the CATV franchise for the city of Akron, Ohio.

The Record Plant has as its principals Gary Kellgren, executive director-operations; Christopher Stone, executive director-marketing and finance; Tom Wilson, director of sales; Ben Johnson, director of client relations, and Johanna C. C. Johnson, director of financial relations.

TVC, a publicly owned company since November 1968, whose shares are traded over-the-counter, is one of the country's largest multiple owners and operators of community antenna television systems. At present, TVC operates CATV systems in 10 States with more than 70,000 subscribers.

Executive Turntable

• Continued from page 4

Kristin White appointed consumer tapes co-ordinator for Atlantic Records. Mrs. White joined Atlantic last year as assistant to executive vice-president Nesuhi Ertegun where she was involved in the final preparation of LP's and jackets prior to release. She will act as liaison with Atlantic's tape licensee, Ampex, and supervise all activity in Atlantic's tape wing. Before joining the company Mrs. White was with Richard Gersh Associates. . . . **Gary Leaverton** joined International Famous Agency Inc. as an agent in the talent department.

★ ★ ★

Dave Oran promoted to manager of Superscope's newly formed premium department. . . . **Lee Young** joins Dunhill's new blues label, Buluu, within one month as director of a&r. He is presently a&r co-ordinator with Sunset, a Liberty/UA label. . . . **Ray Passman** named general professional manager, Fred Ahlert publishing companies, working in conjunction with **Bob Esposito**, director of special projects.

★ ★ ★

Wallace Iroff appointed credit manager for MGM/Verve Records and affiliated labels, replacing **George Figler**, who has left the company. Iroff joins MGM from ITCC where he was also credit manager. Previously he worked with the Thylin Steel Co., the American Doll and Toy Corp. and Century Industries Inc.

★ ★ ★

George Goodman appointed regional promotional director for the South for Bell Records, working with **Oscar Fields**, director of national promotion. Goodman worked for Fenway Record Corp., Pittsburgh, Handleman record service merchandisers and then switched to promotion, becoming local representative for Schwartz Bros. last year. Goodman also performed with the **Headliners**, a Pittsburgh group. . . . **Rick Bolsom** named director of public relations for Bizarre and Straight Records and for Neil C. Reshen Inc. Previously he was Eastern publicity director for Mercury Records and was also an account executive for the Goldstein Organization. Bolsom will headquarter in New York.

★ ★ ★

Al Abraskin named national tape sales manager of Scepter, Wand, Hob, Pace and Toddlin' Town. Most recently, Abraskin was assistant sales manager of the MGM Tape Division, and immediately before that was Eastern regional sales manager for ITCC.

★ ★ ★

Eddie Newmark named director of a&r for Audio Fidelity and subsidiary labels. Newmark was previously independent producer with the company. . . . **George Steele** appointed West Coast director of sales, Elektra Records and will be responsible for sales in 11 Western States, working out of Los Angeles. He was previously with Record Merchandising in Los Angeles, Mirawood Records and VeeJay Records. . . . **Lindy Blaskey** named West Coast professional representative, Paramount Music. He was formerly with Chappells. . . . **Jack Leonard**, a Paramount Music staffer, promoted to manager of the Hollywood office. . . . **Arthur D. Gaines** promoted marketing and sales general manager of Superscope.

★ ★ ★

Robert A. Rufkahr will head the Hollywood office as Western regional manager, Ampeg Co., Linden, N. J. He joined Ampeg in 1968 as manager, St. Louis district. . . . **Bill Frantz** named assistant director of the Coffee House Circuit. He was former director of student activities at Monmouth College. . . . **Gary L. Blakely** named controller of the Chess Records division, GRT Corp. Joining GRT to replace him is **Boyd A. Donaldson** who is appointed director of profit planning and budgets at corporate headquarters in Sunnyvale, Calif. . . . **T. Warren Hampton**, national promotion director of Merson Musical Products Corp., will head up the company's newly created public relations and advertising offices, Hollywood, Calif. . . . **Ed Bland** reappointed director of the Jazz in the Garden summer series of jazz concerts at the Museum of Modern Art, New York.

'Prophecy' Is Hope: Cowsills

NEW YORK — The Cowsills have taken exception to particular aspects of a Billboard story published in the June 7 issue regarding the controversial aspects of the Beatles' Apple single, "The Ballad of John and Yoko," which indicates that the Cowsills' latest MGM release, "The Prophecy of Daniel and John The Divine," may be soon eliciting radio station bans.

Producer Bob Cowsill reiterated the positive aspects of Remo Capra's lyrics, which are based on the prophecies of Daniel and John.

He said, "The Prophecy" does not deal with the destruction of the world but rather with the destructive force within the world and human nature, which has been with us since the be-

ginning, tormenting humanity with wars, greed, vanity, and dissention. "In contrast to the Beatles' release, there is nothing in the song which might possibly be considered offensive or construed as blasphemous. It is not a song of pessimism, but one of hope, a message we thought important enough to want to share with others through our recording of 'The Prophecy.'"

Righteous Bros. Gold

NEW YORK — "The Righteous Brothers Greatest Hits" album on MGM Records has been certified by the Record Industry Association of America as a million-dollar LP.

Dusty Springfield

"WILLIE & LAURA MAE JONES"

Atlantic 2647



Willie and Laura Mae Jones
Were our neighbors a long time back
They lived right down the road from us
In a shack just like our shack
The people worked the land together
We learned to count on each other
When you live off the land
You don't have the time
To think 'bout another mans color

The cotton was high
And the corn was growing fine
But that was another place
And another time

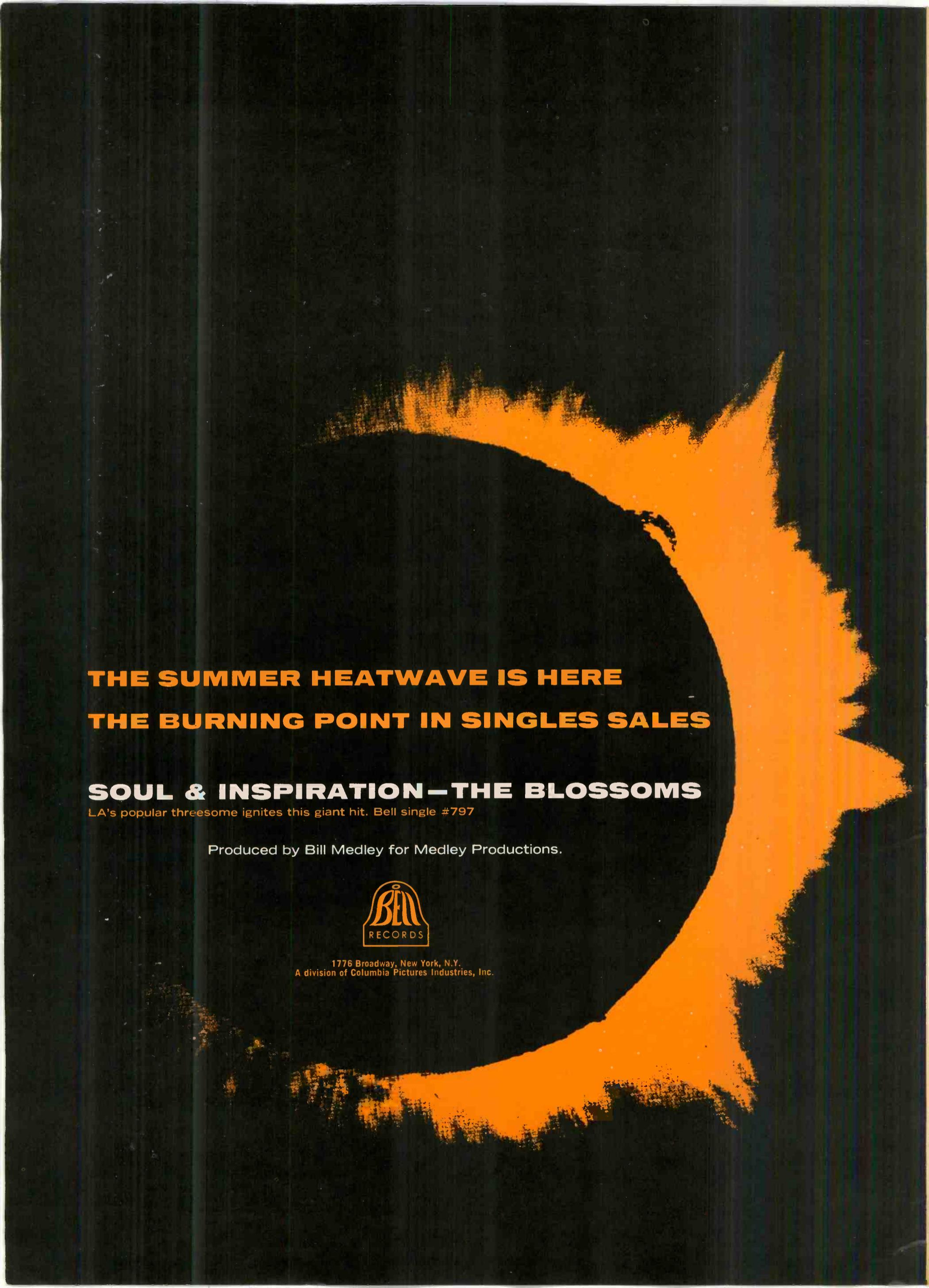
Sit out on the front porch
In the evening when the sun went down
Willie would play and the kids would sing
And everybody would mess around
Dadcy would bring out his guitar
And play on through the night
Now and then Willie would grin
And say hey you play all right
— Made me feel so good —

Now I remember the best times of all
When saturday came around
We all would stop by Willie's house
And say do you all need anything from town
He'd say no, but why don't you all
Stop on the way back through
And I'll get Laura Mae
To cook up some bar-b-cue
— You know that's good —

The cotton was high
And the corn was growing fine
But that was another place
And another time

The years rolled past
The lands n' took back all they had giver
We all knew we had to move
If we was gonna make a livin'
So we a l moved on
And went our separate ways
Sure was hard to say goodbye to
Willie and Laura Mae
— Jones —

The cotton was high
And the corn was growing fine
But that was another place
And another time



**THE SUMMER HEATWAVE IS HERE
THE BURNING POINT IN SINGLES SALES**

SOUL & INSPIRATION—THE BLOSSOMS

LA's popular threesome ignites this giant hit. Bell single #797

Produced by Bill Medley for Medley Productions.



1776 Broadway, New York, N.Y.
A division of Columbia Pictures Industries, Inc.

Tape CARtridge

Consensus: Room for Both Systems

NEW YORK—The rise of the cassette has added substantially to the confusion that characterizes the tape cartridge business. A variety of competing cartridge systems — differing mechanically and in the amount of music they will hold—have battled for supremacy in the market place.

But the realities of the market indicate there is room for each system, with each carving out a distinct market for itself.

Manufacturers and retailers attending the Consumer Electronics Show call it, "Living side by side, with profits for both." Others call it coexistence.

To most showgoers, the cassette obviously has the glamour appeal (simpler to operate, more compact and more foolproof than the cartridge), but 8-track has Detroit and a hefty profit start in the market.

Irwin Tarr, RCA marketing vice-president, said it this way: "The 8-track cartridge and the cassette can and will coexist in the U. S. and the world market for many years to come. The real question is the relative level of that coexistence. It will be the young consumer that will make that determination (8-track or cassette) as they enter the market and decide how to spend their money."

Sal Pitasi, regional sales manager for Craig, also feels the

tape market is stabilizing, with separate markets for cassettes and 8-track.

Oscar Kusisto, Motorola vice-president and general manager, agrees. "I don't believe there is or should be any need for competition between cassette and cartridge systems. I see cassette important in its proper market segment. And I see 8-track in its proper market segment. Each has its specific niche."

But cassette adherents think their system eventually will supersede all others, with or without Detroit, and in spite of a mini 8-track cartridge being developed by Motorola and Lear

Jet's new type 8-track cartridge.

(Lear's cartridge would contain tape for 40 minutes of playing time. It would be on a continuous loop toward the front of the cartridge and be as wide as a cassette when packaged.)

W. L. Zalsman, managing director of Philips Industries, stresses the importance of one system. "We feel the cassette will, in the long run, prove to be the surviving form. It's simpler to operate, more compact and more foolproof than the cartridge."

The coexistence attitude goes one additional step.

Advocates of 8-track are

bridging the configuration gap by moving into areas once off limits, including:

The belated entry of Columbia and RCA into the cassette field via prerecorded tapes has given that system great sales impetus.

Motorola's introduction of its initial cassette unit: a player/recorder.

Lear Jet's involvement with cassettes via a plastics division.

Whether you're supporting 8-track over cassette, or betting on both, the rising consumer interest in the tape industry is just beginning—for both configurations.

Accessories and Supplies Reap in Profits for Mfrs.

NEW YORK — Many manufacturers exhibiting at the Consumer Electronics Show here feel that a related segment of the tape industry—tape accessories and supplies—is the "sleeping giant" of the tape market.

While the list of companies manufacturing tape accessories is growing, firms already established in other tape areas also are creating specialty products.

Ampex, a hardware manufacturer and duplicator, also

produces head cleaners and demagnetizers; TEAC, manufacturer of tape decks, tape recorders, speakers, turntables and amplifiers, has a profitable business in head cleaners; Capitol is involved in display racks and storage cases; GRT, Mercury and 3M Co. produce display racks; Atlas-Rand Corp. puts out a line of head cleaners and demagnetizers; several RCA divisions produce display racks, storage cases and browser boxes, and

Liberty Records is marketing "Pik Paks," a browser cardboard holder.

For the most part, however, specialty companies are manufacturing the brunt of the accessory items, ranging from carrying cases, head cleaners and demagnetizers, display racks, tape caddies, labeling, fixtures and browser boxes.

TDK Electronics Corp. produces browser boxes, display racks, head cleaners and demagnetizers, storage cases, catalog services; Queens Lithographing Co., Robins Electronics Corp., and Fine-Tone Audio Products Co., all produce browser boxes and display racks. Queens Lithographing, Robins, Channel Marketing, Fine-Tone, Recoton and Le-Bo produce storage cases and head cleaners and demagnetizers (except Queens).

Channel, Fine-Tone, Recoton and Le-Bo also put out a full line of display racks for both cassette and 8-track tapes.

"Not much is written about accessory manufacturers and specialists," said one hardware manufacturer, "but the more softgoods (tapes) and hardware equipment on the market, the more demand for accessory products."

Solid Take

Another hardware producer said: "Accessory items and supplies make up a solid financial take in the industry."

No longer are accessory product manufacturers considered a bridesmaid. The demand for accessories and supplies increases as the tape industry thrives.

Today, there are more than 120 custom duplicators, 72 companies specializing in design and artwork, about 30 in packaging and labeling, 56 in printing and lithographing, 13 in cartridge parts manufacturing and more than 15 acting as manufacturers' representatives.

Specialty companies also dominate the display field. There are more than 35 companies making display racks, 17 involved in producing browser boxes, 29 making storage cases and about 15 offering a variety of catalog services. About 45 different firms produce head cleaners and demagnetizers.

While not as glamorous, perhaps, as other segments of the tape industry, firms concentrating in accessory products and supplies are realizing handsome profits in being specialists.

Jobbers Giving More Rack Play To Players in Key Disk Outlets

NEW YORK — Rack jobbers who moved into tapes and cartridges in a big way now are widening their scope by racking tape cartridge players in major record outlets.

Racks are becoming increasingly aware of merchandising tapes and hardware equipment together, and using players as a traffic builder for tapes. In most cases, too, hardware equipment is racked right next to records.

Most appealing to the consumer who shops off racks are players in the under-\$100 price category, said Bill Hall, vice-president of Transcontinental Music Co. and its distributing arm, Transcon Distributing Corp.

Transcontinental, which formed an electronics division,

Superscope Deal With Nippon Col

LOS ANGELES — Superscope Tapes will obtain the bulk of its pop and semiclassical material from Nippon Columbia. Superscope will receive Nippon Columbia's entire library of recorded music under terms of an exclusive eight-year contract.

Superscope plans releasing its first budget priced 8-track and cassette tapes in September.

Additional classical repertoire will be developed from the "Keyboard Immortals" piano roll collection of company president Joe Tushinsky.

Tushinsky estimates he will be doing around \$25 million in tape sales at the wholesale level within the next three to five years.

Western Electronics, to rack hardware equipment, is test marketing the Belair portable 8-track stereo tape cartridge player line at Eastern Electronics Sales in East Hartford, Conn., and in San Francisco.

Sales 'Greater'

Initially, sales at both locations are greater than Transcontinental expected, said Hall. "We've reordered the complete model line at least three times in just two months." Transcon also is Belair's exclusive distributor in Northern California.

Belair, which continues to market product through its own 30-outlet distribution network in the U. S., supplies Transcon with five portable stereo units, including an 8-track with AM/FM radio (model 401), two 8-track stereos (models 400 and 394), a budget 8-track stereo (model 313) aimed at the teen market and a home unit (model 661) with AM/FM radio and multiplex.

"Eventually," said Hall, Transcontinental is planning to broaden its rack hardware line by including non-portable players."

Belair Line

Initially, the rack jobber will handle only the Belair line, but plans call for Western Electronics to eventually carry other brand names, he said.

"Store locations carrying only tapes and not merchandising hardware are missing out on extra profits and on a real in-store traffic builder," said Hall. "Rack jobbers can offer retailers three distinct services in the equipment field: ordering, controlling inventory and setting up displays."

With a multitude of hardware available by a multitude of manufacturers, retailers have limited knowledge and little time to spend on ordering, or knowing what to order, said Hall. The same holds true for tape, where the situation is as complex.

In addition to these services, the rack jobber offers the retailer accessory equipment, in-store promotion materials and display racks.

"Like in tape, the rack jobber is able to offer a hardware merchandising program." What a retailer gets when he takes on a rack jobber is a basic inventory service which the retailer (location) pays for. The rack jobber then comes into the store and sets up the inventory on racks (much like records and tapes). Besides not having to clutter up a warehouse or stock room with hardware, the retailer, does not have to spend time on ordering, maintenance or inventory.

Tone Will Back Retail Operation

MIAMI — Tone Distributing, record distributor here, is entering the tape field by financially underwriting a retail tape operation in North Miami Beach.

Allan's Stereo and Tape Center will merchandise both cassette and 8-track players, both home and auto, and cassette, 4 and 8-track tapes, said Milt Oshins, Tone executive vice-president. Allan Benjamin is store manager.

LEISURE TIME TIPS

by: Larry Finley

Last week's Consumer Electronics Show at the Americana and Hilton Hotels in New York city was by far the most successful of all shows to date. Not only were there a record number of exhibitors, but there were also a record number of distributors and dealers who came from all parts of the world to view the latest in electronic equipment.

The greatest interest in the show was centered around the stereo tape equipment manufacturers, the stereo tape cartridge duplicators and distributors and the stereo tape rack jobbers and distributors who exhibited at the show.

By far the largest crowds attracted were at the NAL exhibit, where NAL introduced its new "budget" line of stereo tape cartridges and cassettes to retail at a suggested list price of \$4.95, with over 40 titles in the "COUNTRY SOUND" and "CRESCENDO" labels. The introduction of these budget lines established NAL as the only company to offer its distributors a complete budget line as well as 40 top labels with the nation's top recording artists to retail at a suggested list price of \$5.95 for the cassette and \$6.95 for the cartridge, as well as a complete line of twin-packs to sell at a price of a single cartridge.

In addition to the tremendous acceptance by the distributors, hundreds of cards were filled out by dealers who had not been in the tape business before who were anxious to have their nearest NAL distributor contact them.

The real "SHOW" stealer was the vending machine introduced by NAL. This attractive vending machine contains 40 different titles with 6 of each title for the consumer's selection. This new concept in marketing and merchandising introduced by NAL will open many new vistas for the sale of stereo tape.

There is no question but that tape was the main center of attraction at the Consumer Electronics Show. If you are a dealer or distributor who would like to know more about America's fastest growing industry, write North American Leisure Corporation, 1776 Broadway, New York, New York 10019.

MUNTZ CART-CHART

New Release & Hit Index

COMPATIBLE 4-TRACK CARTRIDGES

Order	Inventory	Stock No.	Album & Artist
Muntz New Release Index			
	TET-A-120		A Blind Man's Movie—Murray Roman
	TET-A-5100A		8:15 - 12:15 (Part 1) Bill Cosby
	TET-A-5100B		8:15 - 12:15 (Part 2) Bill Cosby
	DOT-Y-25930		For the Love of Pete—Peter Marshall
	DNH-A-50061		Good Feelin's—The Happy Day Choir
	DNH-A-50055		Bubble Gum, Leonade & . . . Something for Mama—Mama Cass
	MT-A-689		Let the Sunshine In—Diana Ross & Supremes
	TET-A-106		Together Again for the First Time! Carol Burnett & Martha Raye
	DNH-A-50058		Suitable for Framing—Three Dog Night
	DNH-A-50059		The Great Oldies Done Hear and Now! The Rock and Roll Revival
	UNI-Y-73054		Good Morning Starshine—Strawberry Alarm Clock
	DNH-A-50060		Early Steppenwolf—Steppenwolf
	DNH-A-50062		Those Who Are About to Die Salute You—Colosseum
	MT-A-685		My Whole World Ended—David Ruffin
Some Current Supersales!			
	4CL-2993		Romeo & Juliet—Soundtrack
	4CL-210		Galveston—Glen Campbell
	GOR-A-939		Cloud Nine—The Temptations
	4FA-1029		My Way—Frank Sinatra

Stereo Dateline Special!

Watch this space each week for late-breaking announcements of Muntz preview hits, new cartridge products and a blockbuster news release of industry-wide significance.



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VAN NUYS, CALIFORNIA 91406
TELEPHONE (213) 989-5000

A WORLD OF STEREO SALES GIANTS FROM THE
4-TRACK GIANT AND ORIGINATOR OF THE
CARTRIDGE CONCEPT.

Tape CARtridge

Track, Cassette Make New Bids for Market Supremacy

• Continued from page 1

eyeing the under-\$30 market, and some manufacturers are predicting their production of cassette equipment in this range will more than double this year.

Substantial Mart

• The popularity boom for the cassette continues because of its pricing, small-size convenience and recording ability. For the most part, however, all agree that there is a substantial market for both tape configurations as more 8-track recording units are produced (for home and auto) and as compatible 8-track and cassette units are perfected.

• And while 4-track auto units continue as the low-price "King of the Teen-age Road," two manufacturers—Lear Jet and Belair—are crowding the Muntz bailiwick with portable 8-track stereo equipment.

• The booming U. S. market for Japanese-made tape equipment, particularly cassette recorder/players and auto cassette units.

The emergence of 8-track cartridge recorder/players by Panasonic, Telex Corp. (model 811-R, \$189.95), Sony, Craig (model 3302, \$139.95), and Lear Jet (model H-360, home, \$289.95; model A-260, auto, \$139.95) might slow the cassette growth pattern.

While the 8-track configuration has not exactly suffered from the lack of a recording capability, this deficiency has developed into a major drawback since the successful emergence of the cassette recorder/player in 1965.

The development and proliferation of 8-track recording units this year signals a response to the cassette boom and may temper predictions that the cassette is destined to kill the market for 8-track.

Because the cassette unit is now capturing much of the under-\$100 player/recorder market, 8-track producers will release under-\$100 units in both the home and automotive fields, too. The 8-track probably will require instructional timing outlines in order for the consumer to fit existing records or off-the-air music onto the cartridge due to a sensing device which will either stop the tape or switch tracks as it comes back to the starting point. It can be solved, however.

In turn, cassette manufacturers are aiming their guns at the auto market, promising improved loading, automatic shut-off and ejection of the cassette.

But there are some who believe that Detroit is committed to 8-track. Others such as Wybo

Semmelink, vice-president of home entertainment products division, feel Detroit will inevitably go to cassette systems although "not overnight, but cassette is the way it will go."

Many feel that if Detroit makes up its mind to put cassette units in as original equipment, the fight will be on.

Long-range thinkers, however, are more inclined to believe that a machine will be devised that will take both 8-track and cassettes.

For the present, manufacturers feel 8-track will continue to dominate in the auto field because of the ease of loading and the continuous loop playback.

And how did the retailer feel about the Consumer Electronic Show? Confused!

The idea of more hardware equipment is damned and praised by retailers. Some just relax and sell it but most just worry about it.

Right now worrying is centered on the overflow supply of equipment, variety of prices, the large number of suppliers and the confusing nature of the products themselves.

The CES provided retailers with merchandising woes, marketing pitfalls, price confusion, retailing headaches and big dollars.

Reasons for Gains in Tape Are Cited by Columbia Survey

By RADCLIFFE JOE

NEW YORK—James Gall, vice-president sales of Lear Jet, disclosed that a Columbia Records study revealed that the popularity of tapes and hardware was due to convenience, ease of handling, high sound quality, greater durability and easier storage than phonograph records.

The survey also showed that most tape equipment owners had both a home and automobile unit. Some 25 per cent of those claimed they bought both units at the same time; 16 per cent said they owned their automotive unit first; 7 per cent first owned a home unit before including one for their car.

Word of mouth recommendations proved to be the best sales booster for the industry, with the survey revealing that 49 per cent of tape equipment owners had purchased their sets through recommendations of their friends while 27 per cent

were motivated by shop window displays and another 22 per cent were lured through advertisements.

The threat posed to phonograph records by tapes was also brought to light by the survey. Consumers interviewed said that they purchased an average of 2.2 cartridges per month as opposed to the 1.6 phonograph records per month bought by them prior to owning a tape player.

About 87 per cent said they would buy a tape in preference to a phonograph record if the tune for which they searched was obtainable on both. Only 6 per cent gave preference to the disk.

On the subject of cartridges,

Oscar Kusisto, vice-president-general manager of the automotive products division of Motorola, said that the real challenge in the tape industry would be to objectively evaluate the applied technology, including innovative feature capability reflected in each of the tape systems.

"We must also phase the appropriate tape product through rational marketing effort into the specific market segment need," he said.

Kusisto said that a controversy is the last thing the tape equipment industry needs. He said that stereo 8 equipment is sweeping the European market and there are indications that

(Continued on page 18)



AUTOMATIC RADIO and Record Supply Co. Inc., of Casselberry, Fla., team to launch one of Automatic's biggest promotion campaigns in the Florida area. A truck load of Automatic Radio equipment and supplies stands ready to roll cross country to supply some 500 dealers. Standing in front of the truck, from left to right are, Charles Housman, Automatic Radio treasure; Joseph Spinale, national sales manager; Richard Stultz of Record Supply Co., Inc.; David Nager, vice-president sales at Automatic Radio; Michael Perpal, the company's controller; James Russo, general sales manager, and Edward Houswan, president.

CRESCEENDO

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The Many Splendored
Guitars of Buddy Merrill 5022

The Seeds 2023

The Best of Joe and Eddie 2032

The Seeds—A Web of
Sound 2033

The Best of Billy Strange 2037

The Seeds—Future 2038

The Seeds—A Full Spoon
of Seedy Blues 2040

Billy Strange—Railroad
Man 2041

Les Baxter—Love Is Blue 2042

The Seeds in Concert 2043

Don Fardon—Lament of
the Cherokee Indian
Reservation 2044

The Challengers—Light My
Fire With Classical Gas 2045

Les Baxter—African Blue 2047

Rene Touzet—From
Broadway to Havana 0822

Rene Touzet—Mr. Cha
Cha Cha 0836

Machito—At the
Crescendo 0858

Joe Loco—Poco Loco 0864

Machito—Greatest Latin
Band 0872

Rene Touzet—Greatest
Latin Hits!!! 0874

Eddie Cano—A Taste of
Cano 0877

The Best of Rene Touzet &
His Orchestra 2000

Tito Puente—Puente Now! 2048

Buddy Merrill—Latin
Festival 5018

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TO RETAIL
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DIFFERENT
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Cap. to Blast Off 13 Tapes On Nets With Apollo 11

LOS ANGELES — Thirteen Capitol tapes will be "space exploited" during the company's \$50,000 ad campaign on the four ABC Radio Networks during the forthcoming Apollo 11 lunar mission in mid-July.

Capitol's merchandising department will promote the series of tapes all with the slogan "Close-up of . . ." on 900 stations in 400 markets.

The ad buy will extend during the 10-day moon mission. Capitol has purchased the openings and closing of ABC's five-minute

ute news reports and one-minute spots in the middle of many of the five-minute spots.

The radio spots mark the first time a tape industry product has been associated with space exploration. The buy is a joint effort of the company's pop and tape merchandising departments.

Capitol's own internal forces will create the spots, according to tape merchandiser Hal Rothberg. The commercials will emphasize three points:

- Promote a giveaway of a Rand McNally moon map at a

retail location. Capitol has purchased 500,000 of the maps which usually sell for \$1.

• Registering at the retail store in a contest to win a pair of seats on the second commercial flight to the moon.

• Promote the 13 "Close-Up" tapes by the Lettermen, Nat Cole, Beach Boys, Frank Sinatra, Jackie Gleason, Nancy Wilson, Buck Owens, Sonny James, Merle Haggard, Lou Rawls, Daniel Barenboim and Jacqueline Du Pre, Sir John Barbiralli and Fritz Wunderlich.

Print media advertising will point to Capitol's sponsorship of the news coverage. The commercials will both be institutional and to the point, according to Rothberg.

Stereo City Plugs Tape At Auto Shows & Races

CHICAGO — Any auto program attracting young people lends itself to stereo tape promotion, said Herbert Levin, managing director, Stereo City.

The firm is using a \$6,000 demonstration trailer at weekend drag races, auto and boat shows, stock car events, rod and custom shows, antique car shows and county fairs to promote product.

The seven-year-old chain also has launched a national franchising program for tape specialty outlets.

Levin's company has built its business on promotion and advertising. Promotions are numerous and profitable.

• The firm holds annual "midnight sales" that appeal to college students.

• A tape club with a membership list of more than 30,000, filed by zip code number. Members are sent product mailings and notices of sales.

Customers are filed on IBM cards and receive two mailings a year reminding them to come in for tape recorder head cleaning.

• Customers' names are engraved free on tape players as an aid in case of theft.

• Use of the demonstration trailer at public events.

The trailer has outside facilities for demonstrating five players simultaneously, and has a bank of six players inside. Browsers can walk through the trailer, or it can be opened in front as an exhibit booth.

An inventory of 200 titles in 8-track CARtridges is available, with smaller quantities of 4-track cartridges and cassettes on display.

After selling tape for some time, Levin feels "people are confused about the different types of players and software configurations available."

"We're too small to under-

(Continued on page 18)

811-R is not just another 8 track play thing -the R stands for RECORDER

THE TELEX 811R RECORDER/PLAYER revolutionizes the 8 track stereo tape cartridge market.

STUDIO-QUALITY engineered for professional recording of classical and contemporary music.

FOUR LOGIC CIRCUITS—two in the record mode allow choice of auto-stop at end of any single program or at end of fourth program. Two additional logic circuits in the play mode for choice of auto-stop at end of fourth program or continuous play.

RECORD/PLAY FEATURES include record gain controls for left and right channels, VU meter, meter switch for left and right channels, logic selector switch, record interlock, record indicator, manual track selector with numerical program reference and on-off pilot light.

PROFITS from TELEX are easy. Five models to sell—all manufactured by America's oldest name in the cartridge industry.



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(8C) M 89299 (4C) X 49299



DAVID'S ALBUM
JOAN BAEZ
(OR) X 9308 (3) (K) X 59308
(8C) M 89308 (4C) X 49308



ILLUMINATION
BUFFY SAINTE-MARIE
(OR) X 9300 (3) (K) X 59300
(8C) M 89300 (4C) X 49300



EVERYTHING IS EVERYTHING
(OR) X 6512 (3) (K) X 56512
(8C) M 86512



THE OPEN WINDOW
(OR) X 6515 (3) (K) X 56515
(8C) M 86515



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Tape CARtridge

NARM Meet Plans Three Seminars

DALLAS — Three tape seminars will be held at the National Association of Record Merchandisers (NARM) tape convention here in the Fairmont Hotel, Sept. 5-7.

John H. Trux, vice-president and general manager of Bell & Howell's video and audio products division, will speak on the home player market. A second seminar on the automobile aftermarket will feature John F. Doyle, Craig's marketing director.

The third meeting will be round-table discussions co-moderated by a wholesaler and a manufacturer. Don Hall, vice-president and general manager of the Ampex Stereo Tapes division, will direct an audio-visual presentation highlighting the industry's problems.

Alan J. Bayley, GRT president, will keynote the conference

(Continued on page 94)

Auto Shows & Races

• Continued from page 16

take an educational type campaign. This is something the manufacturers should have been doing all along."

The eventual direction of the market?

"There will be various configurations. There are many 4-track players around, so this market will have to be satisfied. There's increasing sales of open reel equipment, too, and we intend to expand in the area," said Levin.

"The department stores and speciality (camera) shops are doing a capable job with cassettes, and in the automotive field the 8-track system still predominates."

Columbia Survey

• Continued from page 14

major music people will establish complete duplication services for the Common Market, and urged disciples of doom who are predicting the ultimate survival of only one tape cartridge system, to consider those trends.

Panelists also touched on the new and still experimental field of video tape recorders, standardization of 8 and 4-track and the introduction of tape vending machines to reduce tape pilferage.



ON LEFT is RCA Stereo 8 home cartridge caddy capable of holding 10 cartridges; on right is automobile caddy which holds up to 21 cartridges, thus is called the 21.

Belair and Lear Jet Units Called Sleeper of CES

NEW YORK—The "sleeper" product at the Consumer Electronics Show, according to many retailers, was the portable 8-track and cassette players introduced by Belair and Lear Jet.

Belair, specialists in the portable stereo market, introduced two cassette portables and three 8-track units to its established five player 8-track line.

Lear Jet displayed four 8-track portable models, including two stereo units, ranging from a low-end \$32.95 unit to a \$99.95 high-end player with AM/FM radio.

Portables, only two years old, have done well in areas where 4-track units have been selling, according to several retailers from California, Texas and

Florida. The portable line from Belair received a sales boost recently when Transcontinental Music Co. began racking the product in East Hartford, Conn., and San Francisco.

The new Belair line includes an 8-track (model 314), a two-piece 8-track (model 800), an 8-track with AM/FM radio (model 801), an 8-track with AM/FM radio (multiplex), a cassette with AM/FM radio (model 504) and a cassette player (model 502).

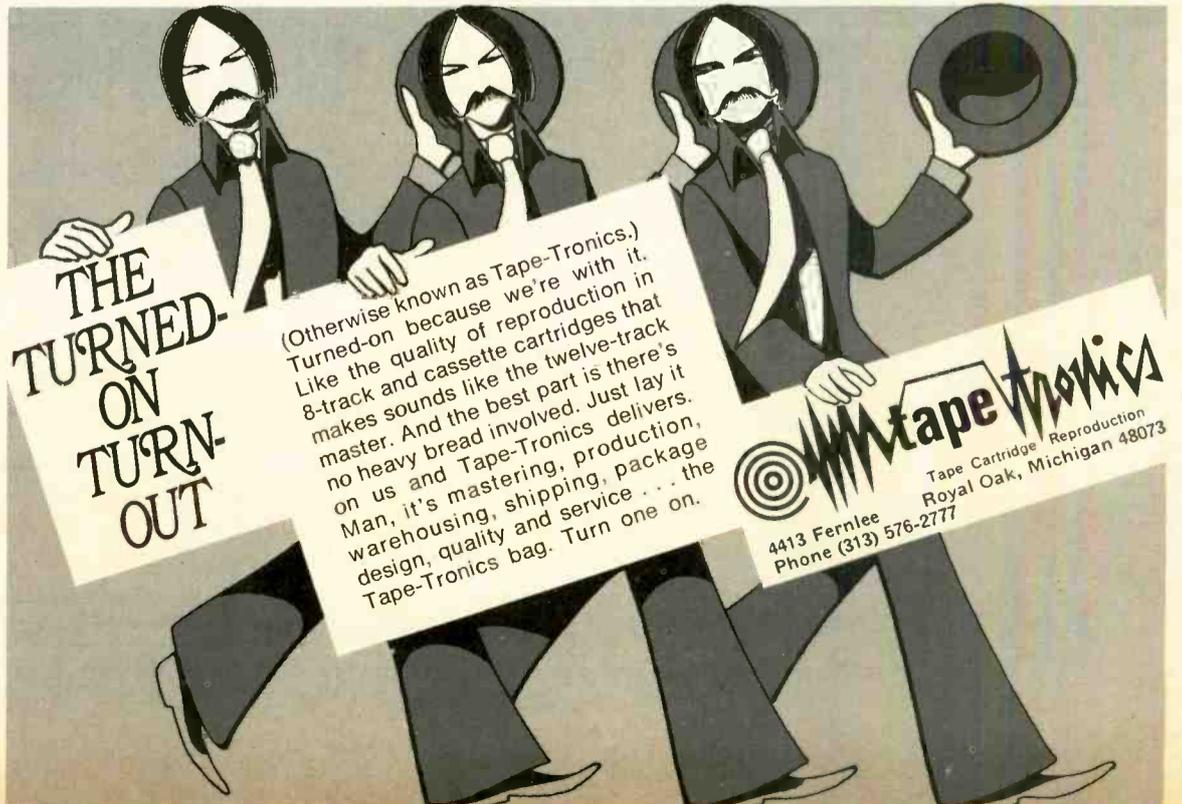
Lear's line includes two monaural 8-tracks (model P-510 at \$32.95; model P-503 at \$49.95), a stereo 8-track (model P-550 at \$79.95) and a stereo 8-track player with AM/FM radio (model P-560 at \$99.95).

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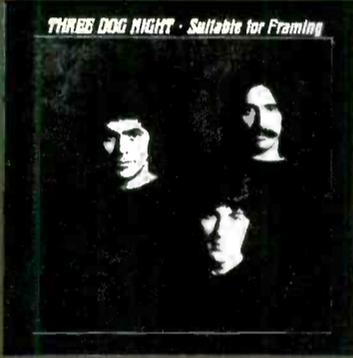
GREAT CONTEMPORARY HITS



VARIOUS ARTISTS

DS-50057

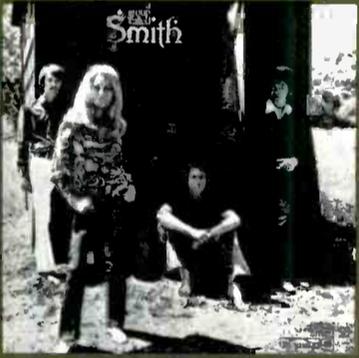
SU TABLE FOR FRAMING



THREE DOG NIGHT

DS-50056

A GROUP CALLED SMITH



SMITH

DS-50056

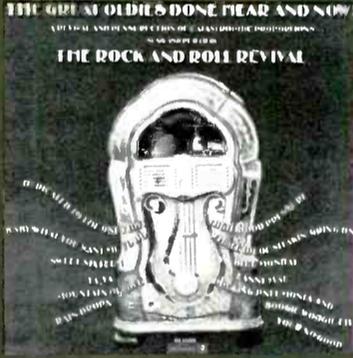
SUNSHOWER



THELMA HOUSTON

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GREAT OLDIES: HEAR AND NOW



ROCK & ROLL REVIVAL

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EARLY STEPPENWOLF



STEPPENWOLF

DS-50060

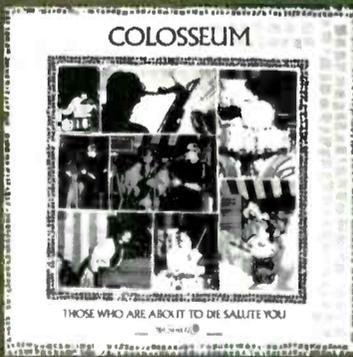
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BOOK REVIEW

'The Rock Revolution' Tells How It Was & Is—Exactly

NEW YORK—Arnold Shaw, in his new book "The Rock Revolution" (Crowell - Collier \$4.95), pinpoints the immediate origin of rock. In the spring of 1954, when Shaw was vice-president and general profession-

al manager of Hill & Range Music, he picked up a half interest for \$6,000 in a song, "Sh-Boom" recorded by an unknown group, the Chords on Atlantic. The author discovered the record by accident—he

heard it was outselling top artists in Los Angeles.

"Sh-Boom" was covered by the Crew Cuts on Mercury, who had a big hit with it. This, claims Shaw, was the exact start of the Rock Revolution.

Shaw's book is industriously researched and full of facts. He takes a look at the major artists in the rock business from the 1950's to the psychedelic and the electronic bags.

And Shaw points out the effects of this Revolution on the

older generation's musical form. Among the effects: control is now in the hands of under 30's producers. The traditional division of labor has been broken down as instrumentalists sing, and singers play instruments. The recording studio has become an instrument to rock groups. Rock has brought back the bardic tradition—Cohen, Dylan, Simon and Lennon are poets singing rather than reciting their verses. The death of romanticism. **IAN DOVE**

Felsted Gains Rights to Two Euro Winners

NEW YORK—Felsted Music, London Records' BMI publishing subsidiary, has acquired the U. S. rights to "Troubadour" from Holland and "Bonjour Bonjour" from Switzerland. Both were award winners at the recent Eurovision song contest in Madrid. Felsted Music of Canada, Ltd., was assigned Canadian rights for the songs.

The "Troubadour" by David Hartsema and Lenny Kuhr was published in The Netherlands by Editions Altona. Kuhr, who performed the number at the contest, has recorded on Philips for U. S. and Canadian distribution.

"Bonjour Bonjour," with music and French lyrics by Henry Mayer and Jack Stark and English lyrics by Marcel Stelman, was published by Musikvertrieb of Switzerland.

Felsted also acquired the U. S. rights to "Lindbergh" from Gamma Publishing Co. of Canada, which was written by Robert Charlebois and Claude Peloquin. The song will be entitled "Grace Is Gone" with English lyrics by Will Holt. London plans a U. S. release of the original Canadian version by Louise Forestier and Charlebois.

Okeh Prod. Office in Chi

CHICAGO — The CBS/Columbia Records group has opened a production office here for Okeh Records, one of the label group's oldest brand names, and views the move as an important expansion into the r&b market, according to Richard Parker, who will head the office here. "This will be Okeh's main office and will involve production, the leasing of masters, discovering new writers and publishing.

"This move definitely marks the expansion of CBS into the r&b field and the recognition that Chicago is a good r&b creative area," said Parker, formerly affiliated with Vee Jay Records here and a producer-writer involved with Little Richard and various Motown artists.

The Okeh office is located at 230 North Michigan Avenue where Parker said facilities for rehearsing activities will be handled at CBS's separate and re-

LRB Acquires Reservation

NEW YORK—The Levine-Resnick-Berkman music production, recording, publishing combine, has acquired "The Reservation," a music complex headed by Jimmy Calvert and Norman Marzano.

"Reservation includes Marzano-Calvert Productions, Big Hawk Music, Inc. (BMI), Little Fox Music, Inc. (ASCAP), White Cloud Management, Inc. and "the first professional pop and contemporary studio band on the East Coast."

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



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- Two year head warranty on pro-rata basis.

	Operating Hours	Programs ²	Equipment Investment	Retail Sales ³
Basic System with 1 slave	8	1824	\$ 30,000	\$ 10,944
	16	3648	30,000	21,888
	24	5472	30,000	32,832
with 5 slaves	8	9120	65,000	54,720
	16	18,240	65,000	109,440
	24	27,360	65,000	164,160
with 10 slaves	8	18,240	109,000	109,440
	16	36,480	109,000	218,880
	24	54,720	109,000	328,320

(2) 8 Track, 30 minute cartridges (3) Based at \$6.00 per cartridge. Note: For C-30 cassette production, reduce the number of programs and retail sales dollars by 50 percent.



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8-TRACK

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	BLOOD, SWEAT & TEARS Columbia	5
2	2	HAIR Original Cast, RCA Victor	5
3	4	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	5
4	3	GALVESTON Glen Campbell, Capitol	5
5	5	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	5
6	6	GREATEST HITS Donovan, Epic	5
7	10	3 DOG NIGHT Dunhill	5
8	13	JOHNNY CASH AT FOLSOM PRISON Columbia	5
9	17	TIME PEACE/GREATEST HITS Rascals, Atlantic	2
10	—	LIVE Tom Jones, Parrot	3
11	12	CLOUD NINE Temptations, Gordy	5
12	8	ASSOCIATION'S GREATEST HITS Warner Bros.-Seven Arts	5
13	—	COWSILLS IN CONCERT MGM	1
14	7	NASHVILLE SKYLINE Bob Dylan, Columbia	4
15	20	HAWAII FIVE-O Ventures, Liberty	3
16	18	FEVER ZONE Tom Jones, Parrot	5
17	11	LED ZEPPELIN Atlantic	5
18	—	AGE OF AQUARIUS Fifth Dimension, Soul City	1
19	9	WICHITA LINEMAN Glen Campbell, Capitol	5
20	15	MY WAY Frank Sinatra, Reprise	3

CASSETTE

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	GALVESTON Glen Campbell, Capitol	5
2	6	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	5
3	3	HAWAII FIVE-O Ventures, Liberty	3
4	2	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	5
5	5	WICHITA LINEMAN Glen Campbell, Capitol	5
6	—	HELP YOURSELF Tom Jones, Parrot	3
7	7	TOM JONES—LIVE Tom Jones, Parrot	2
8	4	BEATLES Apple	5
9	—	AGE OF AQUARIUS Fifth Dimension, Soul City	1
10	10	CLOUD NINE Temptations, Gordy	5
11	8	ASSOCIATION'S GREATEST HITS Warner Bros.-Seven Arts	5
12	9	TIME PEACE/GREATEST HITS Rascals, Atlantic	4
13	13	GOODBYE Cream, Atco	4
14	—	MY WAY Frank Sinatra, Reprise	1
15	11	GENTLE ON MY MIND Glen Campbell, Capitol	4

4-TRACK

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	2	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	5
2	1	BLOOD, SWEAT & TEARS Columbia	3
3	3	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	5
4	4	GALVESTON Glen Campbell, Capitol	5
5	5	3 DOG NIGHT Dunhill	4
6	6	NASHVILLE SKYLINE Bob Dylan, Columbia	3
7	8	JOHNNY CASH—AT FOLSOM PRISON Columbia	3
8	7	STEPPENWOLF—BIRTHDAY PARTY Dunhill	3
9	10	LED ZEPPELIN Atlantic	3
10	9	JOHNNY RIVERS—GOLDEN GREATS Imperial	2

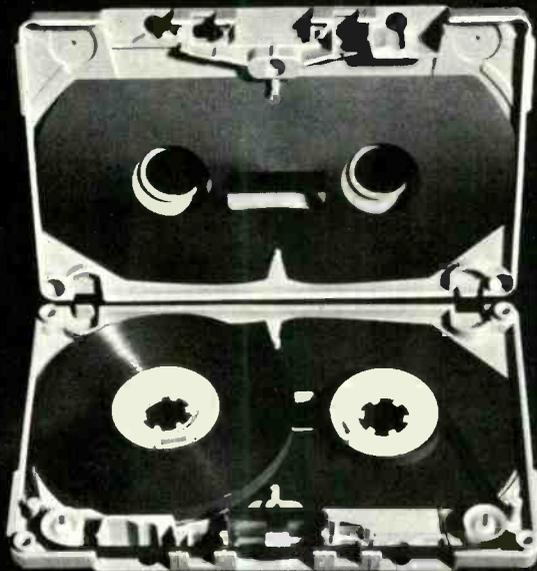
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It's All Arranged: Chicago Clicks

NEW YORK — Chicago, an exceptional seven-man pop band, clearly was the most successful act at the first of four weekend shows at Fillmore East on June 13. The seven-man group, with some of the finest arrangements in today's pop scene, deservedly drew the only encore on the bill headed by the Mothers of Invention. Some good work also was turned in by the Youngbloods, who opened with a jazzy set.

An example of the unique arrangements by Chicago, which is known as Chicago Transit Authority on its two-LP debut album on Columbia, was the Spencer Davis Group's "I'm a Man." Here, drummer Dan Seraphine's excellent solo was backed by Terry Kath, who sang the number, using guitar as rhythm, while the other five members played assorted rhythm instruments in an infectious pattern rather than leaving the stage as usually happens with drum solos of most other groups.

The group also boasts a strong brass section in trumpeter Lee Loughnane, saxist Walt Perry, and trombonist Jim Pankow, who's responsible for most of the first-rate arrangements. Numbers such as the lengthy instrumental "Liberation" afforded Kath an opportunity for superior guitar display as he utilized a wide range of guitar techniques. His singing also was strong as were the vocals of organist Robert Lamm, espe-

cially in such selections as "A Poem for the People" and "Listen." Curiously, the septet carried the evening despite a severe handicap. Bass guitarist Pete Cetera, who usually shares the vocals, was unable to sing because of a wired jaw, which prevented the inclusion of such big numbers as "Questions 67 and 68," one of the best in Chicago's repertoire. This group doesn't have to wait for tomorrow: they have it now.

The Mothers, whose material approaches genius, did only three numbers, two of which were exceptionally long classically oriented pieces. The second of these was the instrumental "King Kong," which takes up an entire side of the 10-man group's latest Bizarre album, a two-LP set. This intricate number was long on musicianship and ideas, but trying on the audience.

In the opening selection, which Frank Zappa, the head Mother, introduced as "Part Three of the Mothers of Invention Bassoon Concerto," there was some clowning by non-playing members of the group to relieve the repetitive selection.

Only in "Valerie," a take-off on Top 40, were the Mothers at their biting best as Zappa shared vocals with bass guitarist Roy Estrada, whose high vocalizing and sobbing was remarkable as usual.

The Youngbloods, a sound musical trio, also have the good folk-style vocals of bass guitarist Jesse Colin Young and the pop vocals of Banana, who played guitar and piano. He

was especially good on the latter. Drummer Joe Bauer also was a steady influence, while Young's playing was exceptional.

Among their better songs were two numbers from their latest RCA album: the bluesy "Darkness, Darkness" and the folksy "Rain Song." Chuck Berry's "Monkey Business" was done in fine boogie style.

FRED KIRBY

Atlanta Fest July 4 & 5

ATLANTA — The two-day Atlanta Pop Festival will begin at 1 p.m. on July 4 at Atlanta International Raceway and will run for 12 hours. The next day, attractions will begin at 11 a.m. and will continue for 13 hours.

Scheduled for July 4 are Booker T. & the M.G.'s, Canned Heat, Butterfield Blues Band, Johnny Winter, Creedence Clearwater Revival, Pacific Gas & Electric, Ian & Sylvia, Johnny Rivers, Ten Wheel Drive, Dave Brubeck and Gerry Mulligan, Sweetwater, and Delaney, Bonnie & Friends.

July 5 attractions include Janis Joplin, Led Zeppelin, Joe Cocker, Tommy James and the Shondells, Staple Singers, Spirit, Chuck Berry, Pacific Gas & Electric, Ten Wheel Drive, Chicago Transit Authority, Sweetwater; Blood, Sweat and Tears; and Delaney, Bonnie and Friends.

Thelma Houston Serves Up Tempting Entertainment Dish

CHICAGO—At first, Thelma Houston may strike people as just another good girl vocalist, particularly from the rather gimmicky way she opened her date at the Playboy Club here by walking through a dimly lit room to a completely darkened stage. But the excitement of her style built steadily, to a point where it's easy to realize why songwriter Jim Webb labored so long over the dozen songs he wrote for her debut Dunhill album.

Opening with such proven songs as "Aquarius/Let the Sunshine In," "Gentle on My Mind" and "Son of a Preacher Man,"

she also gave the impression that she was placing quite a bit of reliance on strong, familiar material. But she quickly worked into the Webb tunes and a very strong version of "Sittin' on the Dock of the Bay."

Her improvisation on lyrics was quite entertaining, and "If This Was My Last Song," her latest single recording, served to round out a fast-paced act that left people wanting more.

Webb reworked several of the songs in "Sunshower," Miss Houston's debut LP. The package, scheduled for January 1969 release, is just now being shipped.

EARL PAIGE

Dr. John Gives Out Right Prescription: Hot Medicine

NEW YORK — Dr. John, the Night Tripper, an engrossing performer, had an exceptional first set at Ungano's on Sunday (15) as the Atco artist offered his blend of rock, soul, Cajun and other Caribbean music.

Dressed colorfully, Dr. John's dry soul voice rocked through "Mama Roux" and "Got My Mojo Working" and was Caribbean in such numbers as "Danse Fambaux" and "I Walk on

"Guildded Splinters." The latter was a rhythmic tour de force for the backup quintet's three drummers, two on conga drums and one using mallets on regular drums.

The biting "Patriotic Flag Waver" made use of sections of rhythmic speaking. "Gris-Gris Gumbo Ya Ya" was a lilting introduction to Dr. John. Dr. John also displayed good guitar technique during the set and whistled in "Big Chief."

The 10 numbers in the set formed an interesting unit for this unusual performer. Also on the bill was John Braden, A&M's fine young folk singer.

FRED KIRBY

Aretha Conquers Caesars Palace

LAS VEGAS — Aretha Franklin joined the growing ranks of contemporary blues shouters working here when she debuted June 13 in the main showroom at Caesars Palace.

Illness forced the vocalist to miss her first two shows. So a weekend crowd sat in on her second opening night and with nary a glimpse of any illness—or loss of vocal prowess—Miss Franklin scored an impressive local debut.

For 45 minutes she sang full-throated and with the same zest and soulful conviction that are her trade-marks. She was accompanied by her own 25-piece brass band conducted by Donald Tones, with two female quartets alternating as her subtle cushion, the Sweet Inspirations and Sweet Hearts of Soul. Poor miking all but obliterated anything these gals did.

Miss Franklin's voice was able to stand out in front of the four saxes, three trumpets and two trombones, however, and the audience, a mixture of young people and adults, appreciated her efforts strongly.

Thirteen songs comprise the dinner show. The most impres-

sive one was "Ain't No Way," written by her sister, Caroline. Accompanying herself at the piano, Miss Franklin drew out slow, gospel chords, her voice inspirational and full of sadness.

She also sang such favorites as "Satisfaction," "Try a Little Tenderness," "Don't Lose This Dream," "Night Life," "Say a Little Prayer," "You Send Me," "Chain of Fools" and "Respect."

Quite often Miss Franklin sang in unison with the horns. There was a pickup string section which was not needed at all, nor heard too clearly. The dynamic force of her voice and the gutbucket drive of her roaring band set the tone for the evening.

ELIOT TIEGEL

Signings

George Wein and his Newport All Stars Band to Bob Thiel's Flying Dutchman Records. . . . The Grand Funk Railroad, Michigan group, to Capitol. . . . The Blue Velvet Band to Warner Bros. Records. . . . Ronnie Dyson to Columbia Records. . . . Priscilla Paris to Happy Tiger Records, a Los Angeles firm. . . . The Baby, new quintet, to Dunhill. . . . Mel Carter joined Amos Records. . . . The Straight A's to Kapp. . . . Steve Feldman to Livine-Resnick-Berkman as producer-songwriter. . . . Milkwood, new Canadian-English group, to Polydor. . . . John Stewart, Capitol artist, to International Famous Agency for representation in TV, films and nightclubs. . . . Mike Curb to the Charles Stern Agency for radio and TV commercials representation. . . . Steve Baron Quartet to Tetragrammaton. . . . Stack, rock group, to 3rd Enterprises for management and record placement. . . . Lovelace Watkins and the Blue Notes to Uni. . . . The Phynx to Warner Bros.-Seven Arts. . . . The Unusual We to Pulsar Records, Los Angeles-based firm. . . . Neil Diamond, Uni vocalist, to Universal Pictures for screen assignments.

Creedence to Begin Key U. S. Tour; TV Dates on Tap

NEW YORK — A host of major dates have been booked for Creedence Clearwater Revival which will carry the Fantasy Records group through early September. The dates include several key TV showcasings. The group has also just picked up its fourth gold record, the latest being for "Bad Moon Rising."

Dates in Denver and St. Louis are on the docket for Saturday (28) and Sunday (29) with concerts in Fairfax, Va., Atlanta, Mobile and Tampa on tap for July 2, 4, 5 and 6, respectively. A Northwest circuit swing is set for July 11, 12 and 13 in Vancouver, Seattle and Portland, with a return engagement (the fourth) scheduled for Fillmore East July 18-19.

A Midwest go-round is upcoming for Indianapolis, Cleveland and Detroit, July 23, 25 and 26, followed by a one-night-only date at the Atlantic City Pop Festival on Aug. 2.

In Hollywood, the group will tape its debut appearance on the

"Andy Williams TV Show" Aug. 15. The group also just completed taping the Johnny Cash show in Nashville, a segment set for airing in early September.

Following back-to-back weekend dates at the Woodstock (N. Y.) Pop Festival and the Camden County Music Fair, Haddonfield, N. J., Aug. 16-17, the group will round out the month with concert spots in Minneapolis, Kansas City, Mo., Chicago, Davenport and Des Moines.

G. MacRae Opens Club in Seattle

SEATTLE—A new supper club, here, the Westlake Room in the Washington Plaza Hotel opened Saturday (21) with Gordon MacRae as the headliner.

The room will open Monday through Saturday. Following MacRae will be Jaye P. Morgan and Billy Eckstine, both in for week stands.

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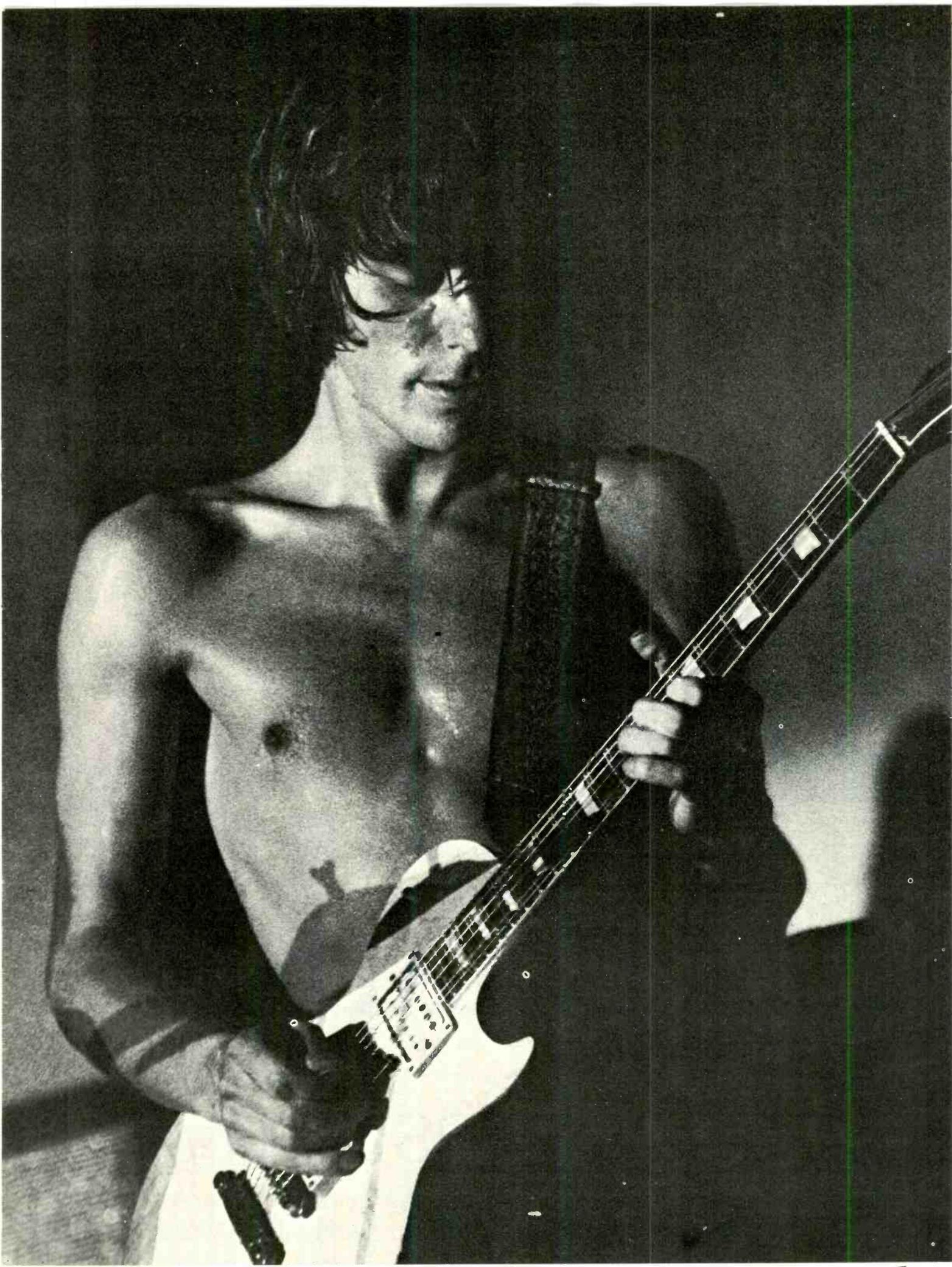
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Big, better, Beck.

Beck-Ola is Jeff Beck's long-awaited second album. Now that's something you've heard before. But when it comes to Jeff Beck, we can tell you just who it is that was a-waiting. The same fans that Robert Shelton of the New York Times described as "... standing and cheering at the Fillmore East." The same fans who jammed the Boston Tea Party night after night and wouldn't let the Jeff Beck Group off the stage. The ones that,

"by the time he got to his last number . . . were in a state of pandemonium the likes of which hadn't been witnessed since the Beatles hit town." The plain fact is that there's a Jeff Beck cult happening. Reviewer after reviewer compares him with Eric Clapton, and his group as the successor to Cream. And now Jeff Beck's second album, Beck-Ola, is here. And the Jeff Beck Group is about to begin a U.S. tour. And a new single, "Plynth," 5-10484 has just been released. Everything is ready. Are you?



Alice Cooper Drives Its Message Home

NEW YORK—Alice Cooper, a musically driving and visually exciting act, had a strong first set at Steve Paul's Scene on June 12. The Straight Records artists, performing in gaudy outfits to a psychedelic light show, overpowered their material at times, but were always interesting.

The evening also saw the return of Slim Harpo to the club. The Excello artist sang some of his top numbers, including the rhythmic "I'm a King Bee" and the country blues "Rainin' in My Heart," always one of his best numbers, not only for his singing, but also for his expert work on harmonica. He was backed by a new group, House, which opened the set with three numbers.

It's difficult to tell how much of Alice Cooper is put-on, although in "Nobody Likes Me," the put-on was obvious. Here, the lead singer, who also calls himself Alice Cooper, bemoaned his fate while singing through the grill of a door, while guitarist Mike Bruce and bass guitarist Dennis Dunaway argued to the contrary.

Even this essentially slower number had hard elements, a major instrumental ingredient of the quintet, which also drove itself through "Swing Low Sweet Cheerio," "B. B. On Mar," "Reflected," and "No Longer Umpire," which are on Straight. Bruce shared vocals with Cooper, with the al-

bum's "Reflected" being a good duet for them. However, the vocals often were obscured by the unit's big sound.

The group offered one long number, "Don't Blow Your Mind Like We Did Last Summer," to end up. This afforded good solos for lead guitarist Glen Buxton and Bruce. Drummer Neal Smith's solo was a wild affair. Smith's strong beat on a double drum set was vocal throughout. But here he pounded at his instrument, rose

'Palace' Producers To Do Brass TVer

LOS ANGELES—Nick Vanoff and Bill Harbach, who have been producing the "Hollywood Palace" for five years, will produce the next TV special for Herb Alpert and the Tijuana Brass. The air date is Oct. 29 on NBC, with the show pre-empting the "Kraft Music Hall."

and beat the cymbals to submission before collapsing at the front of the stage. Cymbals and part of the light show apparatus went over. It was a wild ending for a wild group.

FRED KIRBY



TOM JONES, center, receives two gold record awards for his Parrot LP's "Fever Zone" and "Help Yourself" from Herb Goldfarb, left, London Records national sales and distribution manager, and Walt Maguire, London's single sales and a&r manager.

Kenney Show Is Hawaii in Its Most Elegant Dress

HONOLULU — Dignity and authenticity abound in the Ed Kenney Show, possibly the most Hawaiian show in town.

The Decca Records star—in his debut as producer of his revue—has fashioned a striking turn-back-the-clock kind of a Polynesian show in the prestigious Royal Hawaiian Hotel Monarch Room.

In recent years, it has been more or less traditional for rooms such as the Monarch to go big and fancy. Kenney's does it simply as he has a dandy Hawaiian fling with the bare essentials.

If the show is extravagant, it's big where it counts—in personnel. Kenney is supported in the revue by his dancing wife, Beverly Noa; singer Marlene Sai, a Makaha Records star; Sonny Kamahale, a Sounds of Hawaii star; and an ensemble of mobile dancers well-schooled in Polynesian dances.

Quite unusually but nevertheless quite appropriately, Kenny launches the show with the traditional singing of "Hawaii Pono," the State anthem. Then he unveils a series of varied, low-keyed, but elegant numbers—from a paddling medley involving dance, to a stunning costumed piece when Miss Noa dances to Kenney's rich baritone vocal, "Palissa."

Miss Sai and Kenney, co-stars of a local production last summer, "Thank Heaven for the Heathen," do a duet on one of the tunes from the Bob Magoon Jr. score, "Christianity," which spoofs religion in ancient Hawaii.

There are chants, traditional hulas, and traditional vocals, all rendered in a setting of fresh flowers and foliage. "Aloha Oe," the traditional goodbye song, rounds out the evening of elegant simplicity and old-fashioned style.

WAYNE HARADA

Markham Doesn't Make Very Impressive Mark

LOS ANGELES — Junior Markham and the Tulsa Revue is a new brass and reed-type rock band which has been "getting itself together" at the Whisky A Go Go.

The nine-piece aggregation records for Tower and will shortly go into the studio to record. In person the musicians

show great potential but are far from offering anything different.

The two trumpets and two saxes are not used properly, which hinders their impact. They merely play riffs and simple figures and while this is fine for building a solid wall of sound for dancing, the instruments are

(Continued on page 26)

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Produced by Dick Glasser

From The Music Capitals of the World

(DOMESTIC)

NEW YORK

Atlantic's **Freddie Hubbard** played *Slug's* from Tuesday (17) through Sunday (22). Impulse's **Chico Hamilton** follows on Tuesday (24) for six days. Other *Slug's* attractions are **Roy Haynes**, July 1-6, and **Bobby Hutcherson-Harold Land**, July 8-13. Hamilton opens a three-week stint at Plaza 9 on July 28. . . . **The Serendipity Singers** play San Juan's *La Concha*, July 11-23. . . . MGM's **Erroll Garner** celebrated his birthday while playing Vancouver on Sunday (15). He will be feted in Milwaukee on Sunday (22), when he will perform at the Lake Front Arts Festival. . . . **The Americana Brass** made their New York club debut on Tuesday (17), when they opened a two-week stint at Plaza 9.

RCA's **Jose Feliciano** appeared with Columbia's **Cleveland Orchestra** under **Michael Charry** at the Blossom Music Center on Tuesday (17) and Cleveland's Public Auditorium on Wednesday (18). A country program at the Music Center on Thursday (19) featured Dot artists **Hank Thompson**, **Roy Clark**, **Mary Taylor**, the **Brazos Valley Boys**, and **Curtis Potter**. Columbia's **Dave Brubeck** appeared with the **Cleveland Orchestra Pops** under **Louis Lane** on Friday (20) at the Public Auditorium, while **Duke Ellington** appears with Charry and the orchestra on Saturday (21) at the Music Center. . . . **Joseph P. Muniz** will head the **Plaza Youth Group**, a division of Plaza Group, Inc.

GWP Records' **Pazant Brothers** and **Betty Barney** kick off the "Jazz in the Garden" series at the Museum of Modern Art on Thursday (26). . . . **The Free Design**, Project 3 artists, appeared on both CBS-TV's "Mike Douglas Show" and Metromedia's "Merv Griffin Show" on Tuesday (10). . . . **Lesley Gibb**, who plans a solo singing career, joined her brothers **Barry** and **Maurice Gibb** with Atco's **Bee Gees** at a recent London TV show standing in for another brother **Robin Gibb**, who has been ill. . . . **Helen Keane**, producer and manager of Verve's **Bill Evans**, will serve on the panel of judges for the Montreux Jazz Festival in Switzerland on Wednesday (18) through Sunday (22).

The **Benny Powell Quintet** played the *Village Vanguard* on Saturday (21). The **Billy Cobham Quintet** follows on Saturday (28) with other dates including the **Pete LaRoca Quartet**, July 5; the **Substructure**, July 12; **Ruth Brisbane**, July 19; and the **Gary Bartz Quartet**, July 26. **Frank Foster** appears at the Vanguard every Sunday in June with **Warren Smith** slated for July Sundays and **Woody Shaw** listed for Sundays in August. . . . **Dunhill's Steppenwolf** has an upcoming booking at Amsterdam's *Paradiso Club*. . . . Novelist **Max Wilk** will write the pilot script of "The Kowboys," which will be produced by **Ernie Pintoff** and **Don Kirshner** in collaboration with 20th Century-Fox for NBC.

Jerry Jeff Walker will tape a half-hour TV special at New York's WPIX-TV on Sunday (22). . . . **Toxey French** produced the Group's "A Famous Myth" for Bell. French's name was accidentally omitted from a previous story. . . . **Jubilee's Oliver** appeared on ABC-TV's "Happening '69" on Saturday (21). . . . MGM's **Julie Budd** will tape a CBS-TV "Jim Nabors Show" next month. . . . RCA's **Al Hirt** will do a 32-college tour in the fall. . . . Associated Resorts Hotels Inc. have booked Reprise's **Sammy Davis**, Warner Bros.-Seven Arts' **Don Rickles**, Motown's **Diana Ross & the Supremes**, Capitol's **Sandler and Young**, **Jimmy Durante**, and London's **Caterina Valente** for the 1969-'70 season. . . . MGM's **Orpheus** played *New Rochelle's Fountainhead* on Friday (20).

Tower's **Main Attraction**, **Lou Donn** and his orchestra, and the **Ross Carnegie Jazz Duo** open at the *Riverboat* for one month on Monday (23). . . . Verve/Forecast's **Patrick Sky** and Vanguard's **Paul Geremia** open at the Main Point of *Bryn Mawr, Pa.*, Wednesday (25). . . . BluesWay's **B. B. King**, Epic's **Roy Hamilton**, and Chess' **Muddy Waters** appear in Newark's *Symphony Hall* on Sunday (22) in a benefit for the Tri-City Citizens Union for Progress. . . . Australian composer **Bob Young** will score Motion Picture International's "Return of the Boomerang," which will be released by Warner Bros.-Seven Arts. . . . Columbia's **Johnny Mathis** began a 10 day South American tour on Friday (20). Appearances are listed for Rio de Janeiro, Sao Paulo, Porto Alegre, Montevideo, and Buenos Aires.

Atco's **New York Rock & Roll Ensemble** play the *Bitter End* through Monday (30), except for Tuesday (24), when they do a return engagement at the annual Paris Review Press Party Benefit, where Cotillion's **Mr. Flood's Party** shares the billing. . . . Already signed for the July 25-27 Seattle Pop Festival are Mercury's **Chuck Berry**, Atlantic's **Black Pearl**, Elektra's **Tim Buckley**, Columbia's **Chicago Transit Authority**, A&M's **Flying Burrito Brothers**, Columbia's **Flock**, RCA's **Guess Who**, A&M's **Lee Michaels**, **Santana**, Columbia's **It's a Beautiful Day**, and **Charles Lloyd**. . . . Vanguard's **Larry Coryell** played the *Barn* in Rio Nida, Calif., on June 13 and 14.

The Broadway revival of the Ben Hecht-Charles MacArthur "The Front Page" was recorded as the Theater Guild's first presentation. The cast is headed by **Robert Ryan**, **Peggy Cass**, **Bert Convy**, **Katherine Houghton**, **John McGiver** and **Julia Meade**.

Jose Feliciano will headline the Schaefer Latin Music Festival at Randall's Island on July 26-27. Other artists include **Mongo Santamaria**, **Tito Puente**, **Ray Barretto**, **Ricardo Ray**, **Willie Bobo**, **Joe Quijano**, **Vincentico Valdez**, **El Gran Combo**, **Celia Cruz**, **Monquito Santamaria**, **Lucecita Benitez**, and **Chu Chu Avellanet**. . . . **Roman Hussakowsky**, father of **Adam Hussakowsky**, national promotion co-ordinator for Peer Southern Publishers, died on June 7. . . . Imperial's **Classics IV** have added saxophonist **English White**, making their membership six.

Morty Wax, president of Morton D. Wax & Associates, spoke before 200 delegates representing 300 member schools of the Coffee House Circuit at Lincoln Center's Forum Theater on Monday (16). . . . The **Mission**, who now record for Tribute Records, appeared on the ABC-TV "Joey Bishop Show" on Thursday (19). **FRED KIRBY**

MEMPHIS

Ray Brown, president of National Artists Attractions, 6 Danny Thomas Boulevard, has signed singer-songwriter **Charlie Rich** to a writing and booking contract. Brown also signed the **Gentrys** to a booking contract. . . . The **Gentrys** are under recording contract to Amy-Mala-Bell.

The **Accommodations** flew in from Detroit for a session directed by **Sam Phillips** for Holiday Inn Records. Phillips recorded them at his Sun Record Co. **Wayne Fowler**, of Radio WHER, has finished construction on his Rollin' Radio, built into a Volkswagen and equipped for radio broadcast from the scene. . . . **Phil Levine**, has formed his Cobra Talent Agency at 92 North Avalon. Levine, president of the agency, has been booking the **Short-Kuts**, **Pepper** artists; **Flash & the Board of Directors** and

Motions Are Musical Excitement in Motion

NEW YORK — The Motions, a Dutch rock group recording on the Philips label, made an exciting American debut at Steve Paul's Scene, Friday (12). Heavily influenced by American blues, but at their best when performing hard rock material, the quintet seemed tense as they forced their way through their opening number, "Harlem Shuffle." After a few numbers, however, they relaxed and provided an electrifying evening, building to a seemingly spontaneous rock climax, while turning out gem after gem with a professionalism that is rarely found.

One of the biggest things in the group's favor was the together way that they played. Much of the Motions' performing power comes from lead singer **Ricky Bennett** and organist **Bobby Green**. Bennett, appearing at times almost diabolical, shaking maracas, and sweating as he souled through the set, is one of the most exciting rock personalities to cross the Atlantic since Mick Jagger, whom he resembles in appearance and style. Green is the other half of the group's charisma as he contributes via organ and vocal harmony. While he doesn't have as strong a voice as Bennett's his wild manic stare, and virtuoso keyboard work will make him a favorite of fans. Other Motions are drummer **Han Cooperville**, who played a wild percussion while keeping the beat throughout and, adding another fiery presence to the group; bassist **Paul Metzen**, who did not contribute to the stage antics but played forcefully and with a musicianship that left nothing to be desired, and lead guitarist **Leo Bennink**, who, while unspectacular, proved competent in rounding out the group's sound.

About half of their material was from their forthcoming album, "Electric Baby," but they have apparently progressed greatly in style and content since recording the LP. Included in both the album and the perform-

Tom Dooley, the white singer who sounds like **Otis Redding**. . . . **Jim Steward**, president of Stax/Volt/Hip, is expected to sign **Toni Mason**, to a recording contract. The New York singer attended the W. C. Handy Memorial Concert in Memphis, where Steward auditioned her for possible consideration.

Chips Moman and **Herbie O'Mell**, management of Scepter's artist, **Ronnie Milsap**, picked three tunes from the catalog of **Madelon Baker's** publishing firms written by **Jimmy Webb**. . . . **Mark James** and **Tommy Cogbill**, producers at American, worked the **Eternity Children** and **B. J. Thomas**. Thomas has been getting a lot of material in shape at American recently as he prepares to open at Copacabana in New York Sept. 1. . . . **Willie Mitchell** at Hi Record Co. has been putting together an album on **Crazy Horse** that will be among the releases scheduled by Hi during their convention in July. . . . **Bobby Bryan** will open the 22d season of summer concerts at the Overton Park Shell in Memphis Tuesday (24). Others to be on the summer series include **Nancy Tatum**, **Katherine Osborne** and **George Osborne** and the Memphis pop ensemble will be led by **Willie Mitchell**. . . . **Betty Berger**, president of Continental Artists, is filling dates on the **Bar-Kays** rhythm and blues group for fall college concerts. **JAMES D. KINGSLEY**

ance were the eerie "Wedding of the Hundred Brides," on which Green sang lead; the bluesy "As Long as I Have You," and the humorous and outstanding "Shilly Shally." Included also was a fine sprinkling of other artists' material. On "You Made Me So Very Happy," Bennett rushed the lyric but the piece proved an excellent showcase for his vocal powers. The same could be said of Percy Sledge's "When a Man Loves a Woman." But these were overshadowed by an extraordinary rock version of Janis Ian's "Society's Child," which added as much to the song as it took, and an extended reading of "Colored Rain," which has become something of an underground standard. The Motions' dramatic treatment of the Winwood classic, making it last seemingly forever, much to the delight of the audience, overcame the familiarity of the material.

The highlight of the evening was Bennett's soul-powered interpretation of "Summertime," which makes Janis Joplin's seem tame by comparison. As Green and Cooperville joined on the vocals, the unique arrangement featured wild drumming, stunning organ solos, a narrative on Africa, and some freaky animal sounds. Bennett's vocal was an out-and-out scream, which provided a superb and unexpected climax to an exciting debut. Their version definitely merits recording. If the Motions can sustain the frantic pace they set at the Scene, they should have no trouble becoming an American success.

DANIEL GOLDBERG

Impressive Mark

• Continued from page 24

held back. The band also employs two conga drummers who were not miked, thus lost in the din of the horns and regular percussion set.

Leader **Junior Markham** plays trumpet and harmonica and sings. He takes some time to warm up vocally but does have a nice blues voice. The real standout vocalist and most impressive is the bassist, **Atley Yeager**, who wails with spirit and emotion. He has a hard, gutsy quality which stands out.

The group's material is generally its own, unknown and not very distinctive. When they went into "Funky Broadway" with Yeager's vocalizing leading the attack, the number was outstanding. **ELIOT TIEGEL**

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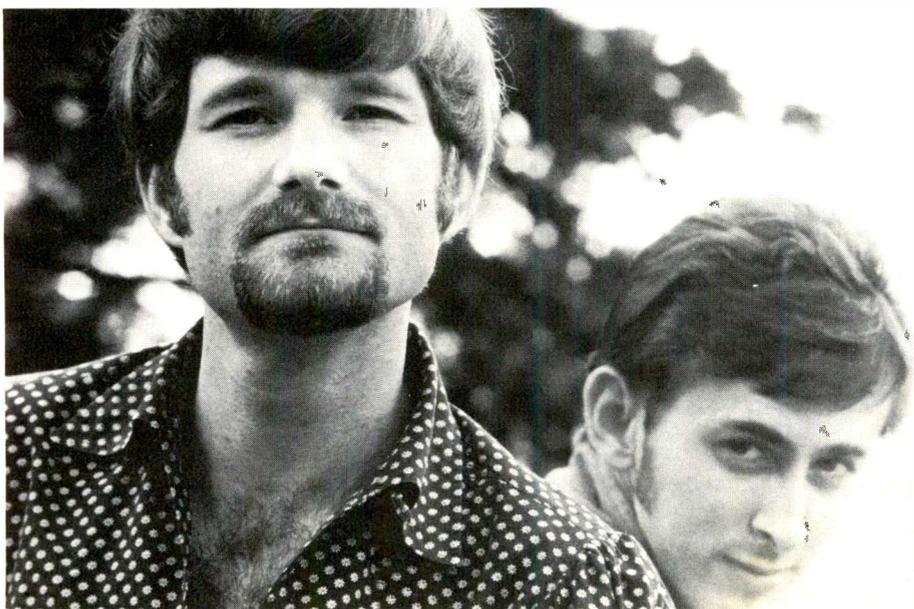
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Apathy by Industry Is Putting Commercial on Skids: Morris

By RITCHIE YORK

TORONTO — "Commercial production in Canada is now at its lowest ebb in years, and the tragic thing is that no one who can do anything about it seems to realize this. The problem is urgent, and if steps to alleviate the current situation are not taken soon, there won't be any commercials industry left in Canada," said Richard Morris of Toronto's Quartet Productions and one of Canada's most respected creative musical talents functioning in the commercials field.

"The problems are many," he said, "but basically they boil down to this. The Canadian industry is being forced to compete on an equal basis with the much larger and more sophisticated American commercials industry because it can get no protection whatsoever from the Canadian government. As it stands now, some 30 per cent to 40 per cent of the commercials currently being aired on TV in this country are of American origin. And that percentage is rising all the time. If the government doesn't act soon, it will be 100 per cent. This is ridiculous. Every other country provides economic protection for its domestic industries. Australia enforces a 100 per cent Australia-only policy for commercials, and likewise England allows no foreign-made

commercials on its TV screens. Canada seems to be unique in not caring what happens to its industry, and the result is that it's dying.

"There is no tax on the importation of foreign commercials now. There is a tax on importing music on raw tape, but not on the commercials themselves. I've been to the Department of Customs and Excise in Ottawa to ask about this, but they say that it would take a decision of the Supreme Court to apply a tax to commercials. It's not in the Customs Act as it now stands. And furthermore, they said that if they did threaten a tax on commercials, the Broadcasters of Canada would counter it by having commercials, as well as spot I. D.s and jingles, beamed across the border via microwave. And there's nothing that could be done about that.

"The ad agencies here would also tie in with this microwave idea. I don't particularly blame them for this or for their present habit of bringing commercials across the border. Canadian subsidiary companies of American parents naturally want to use the ready-made commercial pool that the American head offices have already paid for. Many of these American commercials apply exactly to the Canadian market as well

as the American and require no alteration at all. Others need just minor changes. One can't blame the ad agencies for wanting to save their clients money.

"The problem is cost. It should be cheaper to produce commercials at home in Canada than in the United States. But in fact it really isn't because of the Musicians' Union's ludicrous rule of wage parity on Canadian recording sessions. Canadian musicians in recording studios must get the same scale as their American counterparts. But whereas the American market will support these high wages, the Canadian market won't. Musicians don't get parity in any other area of performing in Canada, not for live appearances or for TV work. Just for recording work. The only area of commercial production which is cheaper in Canada then is the creative talent, the writers and composers. And believe me, speaking for this group, we resent it.

"Then there's the old problem of the Canadian inferiority complex. People here still tend to believe that if it's made in Canada, it can't be any good. So if the price is the same in New York, and they think they will get a better product there, naturally the commercial producers will go there and ignore their domestic industry. Either that or they'll just use the same standard commercial as their American parent company.

"So there it is. The musicians' wages drive prices up and the government refuses to do anything about providing us with any kind of economic protection. No wonder the commercials industry is slumping. And it's a slump that will never right itself without a lot of help. The talent drain in the industry right now is enormous. There soon won't be anyone here capable of writing a commercial jingle. There's hardly anyone now. The only part of the Canadian commercials industry that isn't slumping now is the French-Canadian market and it's only saved by the language."

Richard Morris has almost given up hope for the commercials industry in Canada and he's preparing to join that talent drain himself. "I'm the fellow who wrote 'A Place to Stand,' the Ontario song for the Expo film. Listen to the lyrics. I just don't believe them any more."

Man Plays July 4-5 Date at Fillmore

NEW YORK — Man, the five-member Columbia Records group, have been set for a July 4-5 engagement at Fillmore East on a bill with Iron Butterfly. The group was featured on Ed Sullivan's CBS-TV show Sunday (22) and, at the same time, were appearing "live" at the Toronto Pop Festival.

Sonny & Cher Date

LAS VEGAS — Sonny and Cher make their local debuts July 3 at the Flamingo. It marks the pair's first club booking in 18 months.

Selling Sounds

What's doing among the major music houses. Items should be sent to Debra Kenzik, Billboard magazine, 165 W. 46th Street, New York, N. Y. 10036

WEEK OF 16-20 JUNE

STEVE KARMEN PRODUCTIONS, INC., New York—212; 889-3424 (Steve Karmen reporting)

- National Insurance for Ogilvy & Mather, Inc.; Scott Samuels was the agency producer for these radio & TV spots. There were six spots recorded at National studios.
- Raleigh Cigarettes for Post Keyes and Gardner Advertising, Inc., through Drew Lawrence Productions; Arnie Stone was the producer. This original jingle was recorded at National studios.
- Belair Cigarettes for Post Keyes and Gardner Advertising, Chicago, through Drew Lawrence Productions. It was a TV jingle recorded at National studios.

MBA MUSIC, New York—MU 8-2847 (Richard Simon reporting)

- Celanese (fabric) for Grey Advertising; the producers for this TV spot was Hal Randleman & Jan McArthur. It was recorded at MBA.
- Oldsmobile for DP Brothers, Detroit. It is a TV spot that will be for the 1970 car announcements.

GRANT & MURTUGH, New York—581-4000 (Patricia Geisinger, Administrative Assistant, reporting)

- Hertz "Lonesome Traveler" for Carl Ally; Janine Marjolet was the agency producer. It was a TV demo recorded at A&R studios.
- Good Season Salad Dressing "Making a Fresh Salad" for Ogilvy & Mather. It was a TV spot recorded at A&R studios.

DAVID LUCAS ASSOCIATES, New York—581-3970 (Roberta Cuber reporting)

- Fanta (soft drink from Coca-Cola) for Marschalk; Dick Barlow & Bob Desley were the producers. It was an International Radio spot recorded at A&R studios.
- Trevira (Fabric) for Marschalk; Dick Barlow was the agency producer. David Lucas & Ed Kalehoff created this new TV spot for Trevira.

TINTINNABULATION, INC., New York—758-5606 (Ronnie Edmonston, General Manager, reporting)

- Niagra Tile for Hicks & Greist; Richard King was the agency producer. It was a TV spot recorded at Bell studios. Ron Frangepaine was the writer for the music.
- Gatorade for Wells, Rich & Green; Jack Hubler was the agency producer. It was a TV spot recorded at Century studios. Ron Frangepaine was the writer for the music.
- Tang for Young & Rubicam; Robert Ewing was the agency producer. It was a TV spot recorded at Century studios. Ron Frangepaine was the writer for the music.
- Texaco for Benton & Bowles; Ed Anderson was the agency producer. It was a radio & TV spot recorded at Aura studios. Ron Frangepaine was the writer for the music.
- Mobil for Doyle Dane & Bernbach; Lou Pupola was the agency producer. It was a TV spot recorded at Bell studios. Ron Frangepaine was the writer for the music.
- Coca-Cola for McCann-Erickson; Bob Houston was the agency producer. It was a TV spot recorded at Bell studios. Ron Frangepaine was the writer for the music.

La Lupe Gives Royal Act As the Latin Music Queen

NEW YORK—La Lupe, one of the Western Hemisphere's most magnetic personalities, was in fine form at Carnegie Hall on Saturday (14) as she sang, danced, joked, and carried on dynamically.

The Cuban artist, who easily makes most of today's gal singers pale by comparison, spoke mainly in English, but sang mostly in Spanish, although she did some numbers in English and sang "Fever" and "Once We Loved (Se Acabo)" in both languages. The latter is from her latest album on Roulette, which is in English including "Don't Play That Song," which she did.

One of the two numbers she performed with her husband, William Garcia, also was in English: the Lennon-McCartney "Yesterday." "Going Out of My Head" was another exciting English-language selection.

But it was in the Spanish numbers, such as the dramatic "Ti Vuelves Tu" and "Puro Teatro" that she was at her best. Her banter with the audience was a show in itself as she kidded her husband, members

of the Pete Bonet orchestra, who ably backed her.

Her wild stage antics included beating on, then pushing the piano, putting her foot up on the conga drum while it was being played, forcing the conga drummer to knock his drums over, knocking a cymbal off its base, and kneeling on-stage while singing. Most of her recent material is on the Tico label of Roulette. La Lupe is a true phenomenon with wide appeal beyond the Latin market as the composition of her enthusiastic audience demonstrated. Her introduction as the "Queen of Latin Music" appeared justified.

FRED KIRBY

Finkel to Perform At Harlem Fest

NEW YORK — Todd Finkel, singer who just cut his first disk for RCA Records, will be one of the featured performers with the Fifth Dimension and host Tony Lawrence at the Harlem Cultural Festival at Mt. Morris Park on Sunday (29). The program will be televised nationally over CBS-TV July 28.

Ad Notes

By CLAUDE HALL
Radio-TV Editor

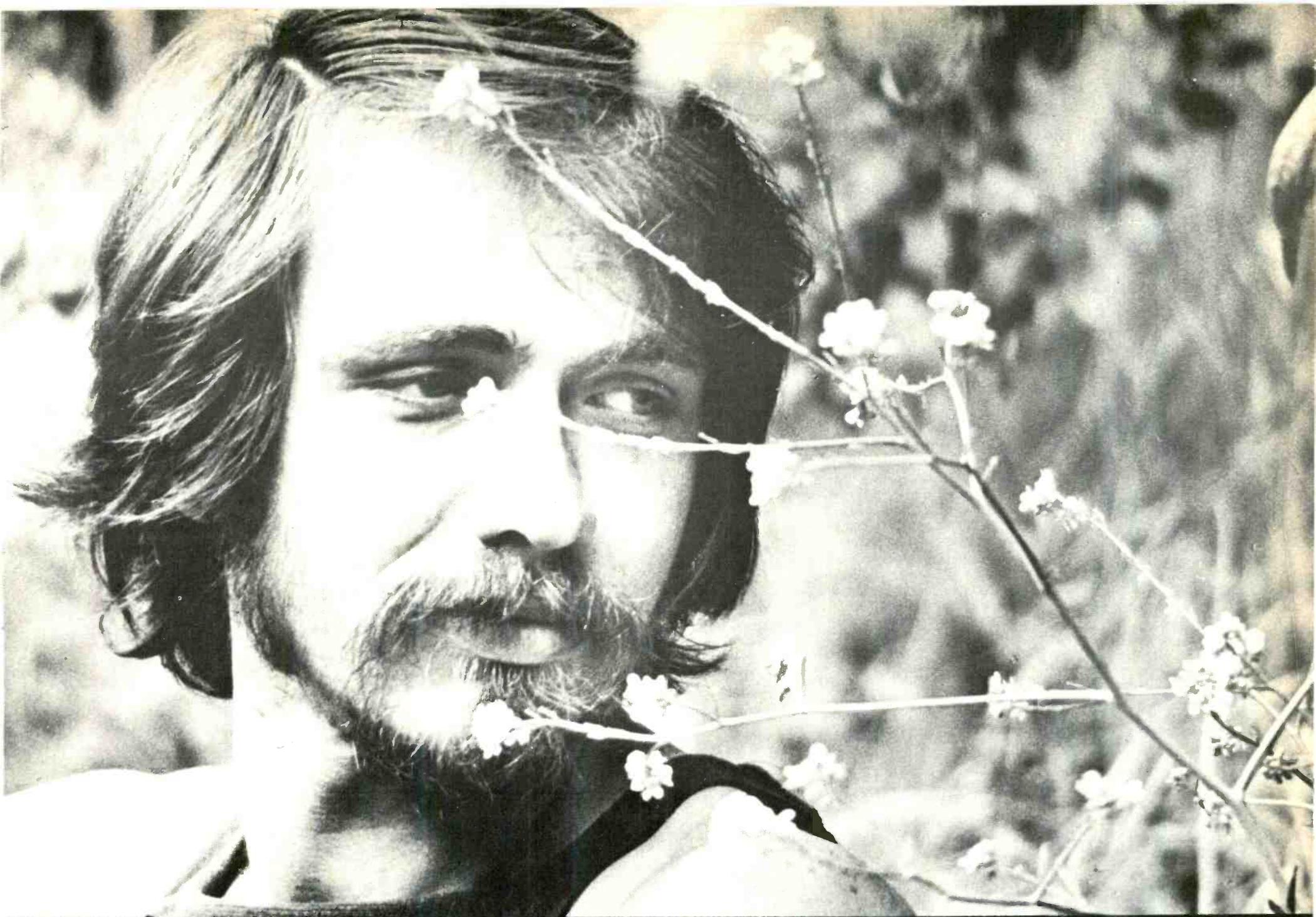
Tarryton Cigaretts is wising up some; they've finally realized that the concept behind the commercial has flaws you could drive a multimillion-dollar account through (and right out the window). The idea implied in the commercials saturating TV is that if you put their filter on your cigaret, you'd have a better cigaret than Tarryton. Saw a short 10-second spot last week that corrected this impression somewhat (it may be too late to do a first aid job) by telling that Tarryton, with filter, is better than whatever you're smoking. However, my personal opinion is that not even music could save this commercial idea to start with, and the firm had better switch than fight.

★ ★ ★

National Recording Studios seems to be really swinging. Among those lining up before its mikes in the past couple of weeks have been Peter Nero, Ferrante & Teicher, Dizzy Gillespie and Doc Severinson for Ted Bates; Victor Borge for Milodren and Feuseman; Al Hirt for Leo Burnett; Louis Armstrong for Continental Airlines, and Julie Newmar (does she sing?) for Wyn Jarvis. . . . Vanguard Records will rerelease an album of electronic music by Jean Jacques Perrey and Gershon Kingsley to be called "Kaleidoscopic Vibrations." The LP contains No-Cal's campaign theme of 1968 written by Perrey called "The Savers." Campaign theme earned Perrey a Clio Award. . . . Mort Ascher, president of Emil Ascher, Inc., should be getting back about now from a junket to Europe setting up taping sessions for more music.

★ ★ ★

Oliver, one of the artists in the Bob Crewe Productions stable, has been set to record a Ban deodorant commercial. . . . Al Hirt (him again?) is the spokesman for Miller High Life Beer for the next five years and he's got his first assignment—deep sea fishing off Honolulu. While drinking beer, of course. . . . Who needs radio-TV? Standard Oil Co. of Indiana has launched a sales campaign whereby customers can purchase 8-track auto playback tape CARtridge machines for a reduced price when purchasing four tires from a Standard gas station. Liberty-United Artists Custom Entertainment produced a 20-minute cartridge tape with a sales message and you can hear the message at tape cartridge machines in midwest Standard stations. Norelco is using cassette players with five spot announcements to reach people in department stores and record shops. Liberty-UA also did the production chores on this, according to Dick Blase, director of premium sales for Liberty-U.A.



"LONG JOHN"

#774

**HANK
SCHIFTER**



b/w How or When
Produced by
Johnny Rivers
and Mike Rubini



Soul City Records 

Entertainment from
Transamerica Corporation

Radio-TV programming

Top 40 Radio Giving Top DJ Priority to Personality

• Continued from page 1

Howard Kester and program director Dick Starr have specific times when the deejays are encouraged to talk. Tom Campbell at KYA is the type of personality who communicates, as does Chuck Knapp at WIXY in Cleveland, both of whom are evening deejays and who aim basically at the younger set. Bruce (Cousin Brucie) Morrow on WABC in New York, is one of the few who weathered what has been called the "time and temp syndrome" in Top 40 radio the past couple of years. Largely, the move to less and less personality was spurred by programming consultant Bill Drake and Drake imitators. Drake's concept is that the deejay can talk as long as he has something to say. He also believes that his personalities can be personable much quicker . . . that they can project personality in one or two lines.

Loosening Up

In the past couple of weeks, there has also been a loosening up of the deejays at the various Drake-consulted stations. Charlie Van Dyke, who transferred from Drake-consulted CKLW in Detroit, to Drake-consulted KFRC in San Francisco, is using

KDAY Oldies On Weekend

LOS ANGELES — With KRLA emphasizing albums on weekends, KDAY, the city's newest mod rocker, has switched to an oldies policy for its weekend programming.

The Rollins Broadcasting outlet decided to program past hits after a contest drew a large amount of letters indicating interest in this kind of music.

Program director Bob Wilson hand picks all the songs which date back to 1954. The station averages 17 songs an hour, according to Wilson, who has relinquished his afternoon air trick to concentrate on administration. His replacement is Lee Duncan, formerly with KYNO in Fresno.

The station promotes its oldies sound as a "KDAY Great Weekend."

NATRA Meet Aug. 13 to 17

WASHINGTON — The annual convention of the National Association of Television and Radio Announcers will be held at the Washington Hilton Hotel Aug. 13-17. Del Shields, executive secretary of the Soul deejay organization, said, "If there was ever a time that NATRA was in a fish bowl, it will be this year. We will be on the steps of the Capitol; we will stand there for all the world to see whether or not NATRA can take care of business." NATRA is requesting that all credit arrangements be made in advance with all other services paid on demand.

a little more personality than the usual deejay on his stations. WRKO was last week seeking a deejay with personality, KHJ is supposed to be loosening up.

Jimmy Rabbit at KRLA in Los Angeles is being allowed to personalize. Dick Summers, who's consulting WMEX in Boston, reported a couple of weeks ago that he'd "taken the shackles off" of his deejays.

One of the reasons for the move back to a personality approach is that "personalities" tie in better in influencing people to buy product advertised.

An interesting theory on "personality" was offered last week by Joe O'Brien, a former deejay on WMCA in New York. He is now with WNBC. O'Brien believes that "sooner or later, non-music radio cannot survive." with a total-talk format, the advertising client is always afraid his commercial is going to come in the middle of a conversation about cancer or something similar, O'Brien said. Yet, people can listen to their records at home. To appeal to people, personalities with music is the answer.

The format that will be sprung in a day or so on KTLN (soon to be KTLK) in Denver, is probably the only basically new programming concept that has developed since progressive rock radio got its start a couple of years ago.

Finan will blend records by the Beatles, the Fifth Dimension, and other Top 40 groups with talk via telephone conversations with listeners. General manager Chapman had plans of special jingles for the unique station being cut by the Fifth Dimension on a custom basis. The station is represented for national advertising by Edward Petry & Co.

Using an hour "wheel" pattern, two-way talk will be slated just like records and about the same length, Finan said. Talk will be "formatted" at four minutes after the hour, 21 minutes, 36, and 55 minutes after. Deejays who'll be involved in this new type of programming will be Finan from 6-10 a.m., Gary Robertson 10 a.m.-2 p.m., Joe Redburn, Jeff Starr and Chuck Logan. Redburn just reported to KTLK from a Las Vegas station and Starr comes from WORC in Worcester, Mass.

The combination of talk-music, Finan said, comes from his experience at WIXY. "I hadn't been near a record in five years when the WIXY owners — Norman Wain, Joe Zingale, and Bob Weiss—convinced me we could put talk with a record and come up a winner. I was fearful at first that we'd lose the kids. But we soon found out that not only were they staying with us in spite of the fact that I wasn't a 23-year-old bottle baby, but we were getting older listeners. We became No. 1 in the morning there and WIXY may expand that type of programming with the deejay who took my place and the mid-day personality."

In all of the time Finan was at WIXY, a year and a half, he said he only got three complaints about the music from

the adult listeners he built up. "I told the listeners that if they wanted to lick the generation gap, our show was the opportunity." Most adults found they liked the music, he said.

KTLN had, at one time, become No. 2 in the Denver market, but it recently had sunk back to about ninth. Talking of gall bladders and Social Security proved to be a handicap, Finan said, and pointed out that this is a basic flaw with the pure talk format—it attracts an old audience. Too old.

But two-way talk also offers that personal contact with listeners you just don't get in any other form of radio en masse.

"You've got to compete . . . to put dynamism and entertainment back into radio," he said. Two-way talk, for the personal involvement and Top 40 to attract young adults and teens, is the answer.

KQXI Sheds Top 40 —Staff Shifts Made

DENVER — With a flurry involving both records played and unplayed—and a proclamation from general manager Richard P. McKee, KQXI abandoned its Top 40 format June 16 to program country music. The programming change brought virtually a new staff into the operation; new program director is Bill Stevens, Tom Watson has been brought over from KLZ-FM in the city, Nick St. John remains with the station, and a local college student, Johnny Rider, has been added.

Stevens, who'd been with the station only about two months after coming from KDVA in Pueblo, Colo., said KQXI will expose as many new country records as possible. On the current playlist, he has 11 hit-bounds and 18 extras, plus the usual list of 40.

"The change to country music was sudden and probably precipitated by 'The Ballad of John and Yoko.' Former program director Ron Huntsman had been playing it and resigned 'because it was the last straw' when ordered to pull it. The format change came a few days later, along with a printed statement to advertisers from McKee that while KQXI 'has been a contemporary music station for the past year, we have been exposed rather thoroughly to the modern music scene with all its vulgarities. We have heard lyrics better left unsung! We have screamed ridicule and protest; we have seen nude album covers, covers done by people high on drugs.' He went on to say that he knew pop music's 'crudeness, its attempts to reform youth to hedonistic morality. And we are not proud to be a part of it.'"

"It is our firm belief that no radio station can serve the public interest, necessity, and convenience and provide moral uplifting entertainment with it stresses today's contemporary music." He said that current rock is not love music, but a

TV REVIEWS

2 Shows Riddled By Bad Writing

NEW YORK—The two new television music shows that hit the air during the past week both suffered from the same ingredient—writing. In one case, the new "Hee Haw" country music show, featuring Buck Owens and Roy Clark, was an attack on the intelligence of its listeners. One New York critic classified it as a pale imitation of "Laugh-In," but he was being kind. The corny quick takes and the bad taste things such as an outhouse turning over and two track stars running out left little chance for the music to have any impact. Charley Pride did an excellent job on "Kaw-Liga" and "I Can't Help It If I'm Still in Love With You"; Loretta Lynn was charming on "Your Squaw's on the Warpath Tonight"; and Buck Owens did well on "Johnny B.

Goode." But Owens and Clark and Archie Campbell and Junior Samples were horrible mistakes at comedy.

The "Carol Burnett Presents the Jimmie Rodgers Show" bowed June 16 and it, too, was an example in how not-to-write-a-TV-show and cliché corn, although, at least, CBS-TV took this one out of the cow pasture. The show started with the house group — the Burgundy Street Singers singing on a mock-up of a bus, then Rodgers tossing off a medley of "Gentle on My Mind," "By the Time I Get to Phoenix" and "Honey," among others, like they were some salad. When Rodgers teamed up with Wayne Newton for "Dreams of an Everyday Housewife," the show got a little better, although it never really climbed to its feet until guest artist Dana Valery sang "Surround Yourself With Sorrow." This was absolutely the high point of the show and the only part that had any sign of production and finesse.

However, even her outstanding performance of that one song was brought with a thud back to earth (or below it) by the dull, dim gimmick of an "Americana Corner" and an "overground movie." Both ideas were from hacksville.

Joe Hamilton is executive producer of "Carol Burnett Presents the Jimmie Rodgers Show," a production of Burngood Inc.; co-producers are Robert Wright and Ernest Flatt. As an act of kindness, we'll skip the writers' names. Same goes for "Hee Haw."

CLAUDE HALL

able to compete against KIMN, a long-time, full-time rocker in the market. Now, it goes up against a long-time country station—KLAK.

How You Play Is Key To Success: Graham

JACKSONVILLE, Fla.—The key to programming an easy listening station successfully, according to Jerry Graham of the consulting firm of Graham, Ruttenberg, Inc., "is not what you play, it's how you play it."

Speaking before a convention here of the Florida Association of Broadcasters June 8-10, Graham said "there is no such thing as middle-of-the-road music, only middle-of-the-road stations. Presentation is the key for these stations. Station managers cannot become prisoners of rules. The basis of middle-of-the-road programming success is knowing what the audience will take without being chased away.

Tom Morgan of Capitol Records, another speaker at the meeting, called for closer working relationships between broadcasters and record companies and suggested that stations devote more time to albums be-

cause progressive rock radio stations devote more time to albums because progressive rock radio stations are finding a receptive audience to longer songs.

Today's Top 40 broadcasters must be in tune with the audience, said Stan Kaplan, president of WAYS in Charlotte. Twelve to 15 years ago it was relatively easy to play the top 40 tunes with some basic order of repetition and find success, but "planning is all-important today."

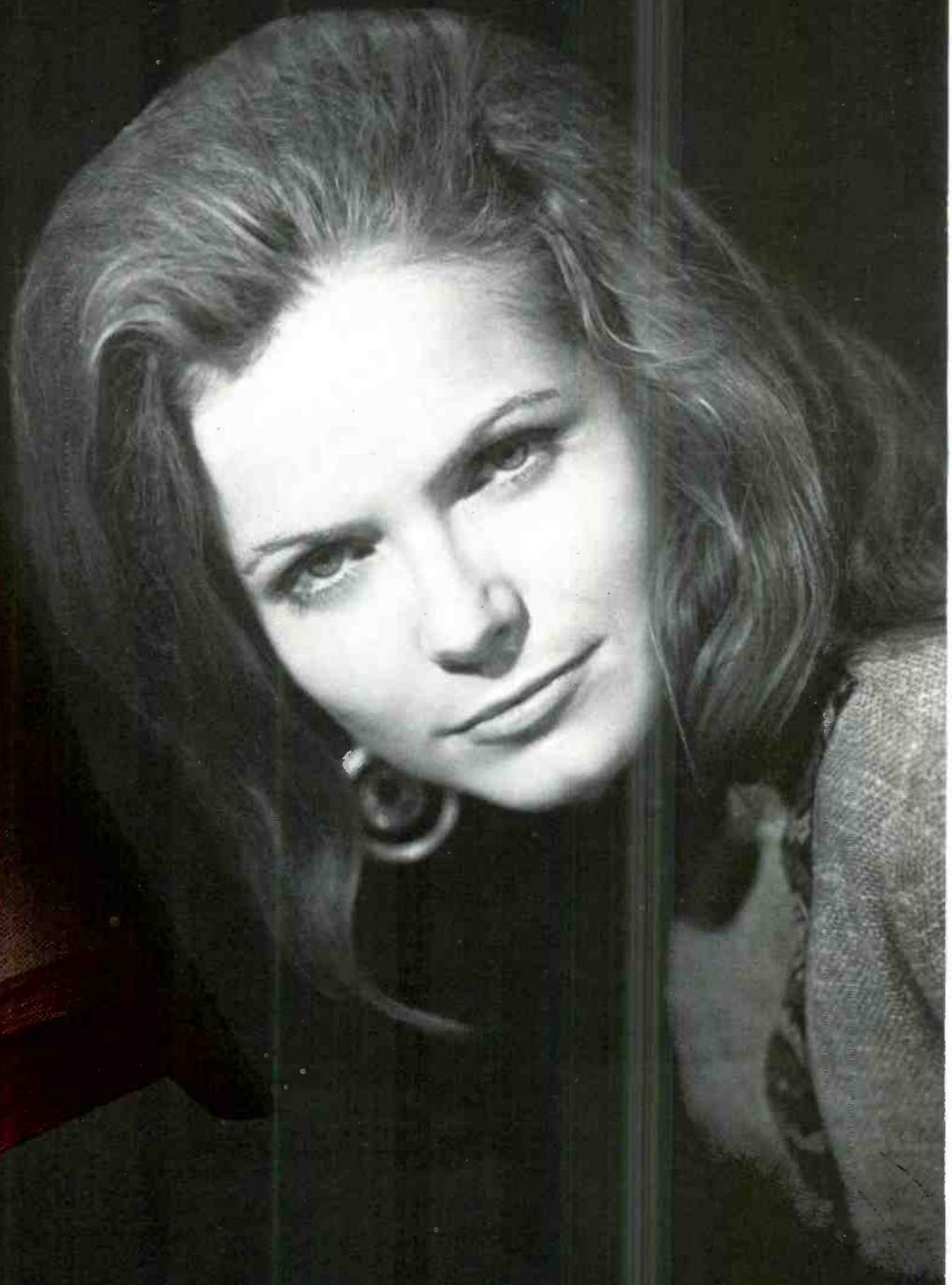
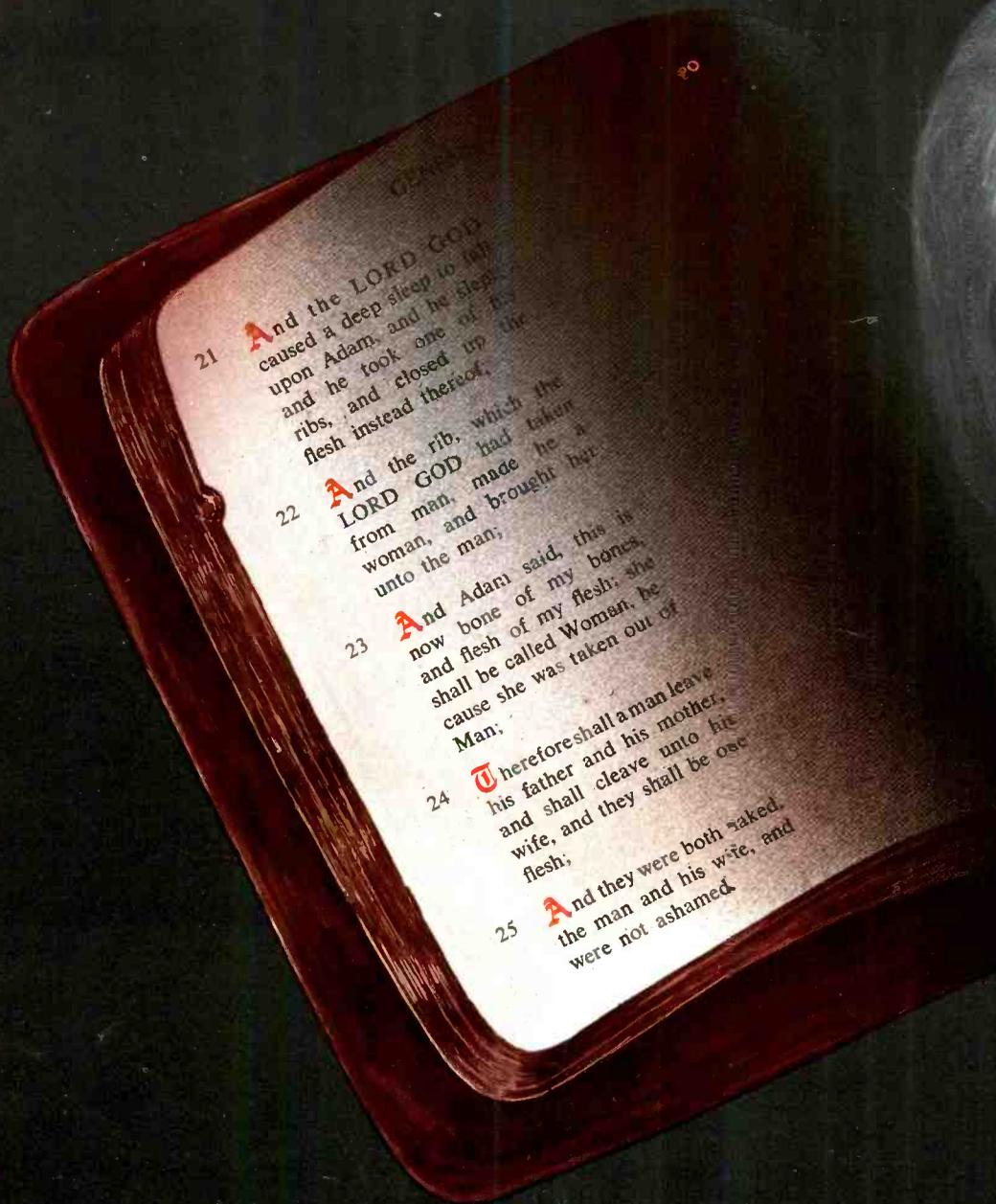
Jack Gardiner, former program director of country-formatted KBOX in Dallas, said if he had his way he would remove "country" from the term "people music." Other speakers at the meeting included FCC commissioner Kenneth Cox and Douglas Anello, general counsel of the National Association of Broadcasters.

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Billboard Album Reviews

JUNE 28, 1969



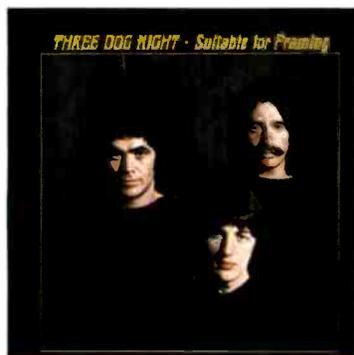
SOUNDTRACK
SOUNDTRACK—Popi. United Artists UAS 5194 (S)

The success of a soundtrack album usually goes hand-in-hand with the success of the film. "Popi" looks like a big picture so its soundtrack counterpart should have no trouble getting a sales ruboff especially because of Dominic Frontiere's bouncy score and Norman Gimbel's snappy lyric contribution to the title tune.



POP
HERB ALPERT & THE TIJUANA BRASS—Warm. A&M SP 4190 (S)

Alpert and the Brass capture another brass ring in this LP that contains their hit, "Without Her" and a fast moving "Zazueira." Alpert's trumpet softly rides through "Warm," "The Sea Is My Soul" and "Pretty World" as that Latin rhythm beats out Solidly in "Sandbox" and "Ob-La-Di, Ob-La-Da."



POP
THREE DOG NIGHT—Suitable for Framing. Dunhill DS 5005B (S)

One of the hottest groups in the country, currently riding high with a top 10 single and a top 20 album, continue their commercial, soul-flavored, underground sound, in this follow-up. Outstanding are "Easy to Be Hard," from "Hair," "A Change Is Gonna Come" and "Celebrate," but every cut has power in this forthcoming sales giant.



POP
COUNTRY JOE & THE FISH—Here We Are Again. Vanguard VSD 79299 (S)

In their fourth album, Country Joe and the Fish reach an artistic peak, and the result is by far their most commercial ever. They score in the ballad, "Here I Go Again," the hard-rock "Crystal Blues," and the political "Doctor of Electricity." In McDonald's "I'll Survive," and Melton's "Baby You're Driving Me Crazy," the Fish replace their early funky sound with a sophisticated rag-time.



POP
JOHNNY CASH AT SAN QUENTIN—Columbia CS 9827 (S)

A little over a year ago, Columbia released "Johnny Cash at Folsom Prison," and it remains enormously popular. This recording of Cash's gig at San Quentin should enjoy identical success; his repartee with the audience shows his empathy and understanding, and the musical program, including reprises of "Folsom Prison Blues" and "I Walk the Line," features "San Quentin," written by Cash especially for this occasion.



POP
BURT BACHARACH—Make It Easy On Yourself. A&M SP 4188 (S)

The multi-talented composer, arranger, musician made a considerable chart dent with his first A&M outing, "Reach Out." This package has all the ingredients to spiral him right up to the top part of the LP chart. His instrumental, with occasional vocal treatments of some of the best Bacharach material, is unbeatable. Highlights are his current singles success "I'll Never Fall in Love Again" and "Promises, Promises."



POP
DEEP PURPLE—Tetragrammaton T-119 (S)

Deep Purple's consistent album track record should continue with this fine latest effort. Included is a different version of the British group's single "Bird Has Flown" and an extended classically oriented number: "April." Good rockers include "Chasing Shadows" and "Why Didn't Rosemary?"



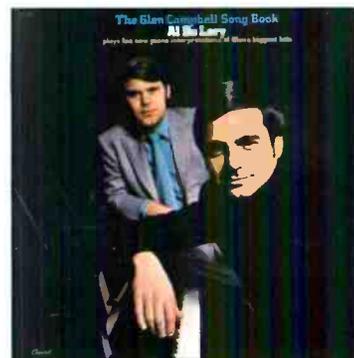
POP
CAROL BURNETT & MARTHA RAYE/Together Again For The First Time. Tetragrammaton T-106 (S)

A dynamite package of performances that should prove a bonanza in sales. The unique, exceptional stylings of Miss Raye are tops in "Those Were the Days" and "Little Lady Make Me Believe." Miss Burnett excels with her treatment of "I Gotta Be Me." They come on strong as a team with "Let Go," "A Big Beautiful Bell," "Whatever Happened" and the title tune.



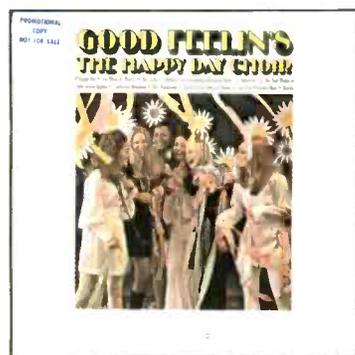
POP
THE FROST—Frost Music. Vanguard VSD 6520 (S)

Frost's album debut should be a big one as the group not only is sound vocally and instrumentally, but has some exceptional material here. Essentially rock, this quartet has a winner in "Mystery Man," while "Who Are You?" and "Stand in the Shadows" should have appeal through their fine extended instrumental sections. Sam Charters produced, another endorsement.



POP
AL DE LORY—The Glen Campbell Song Book. Capitol ST-226 (S)

Relaxing dinner-style music keyed by the fascinating piano of Al De Lory, who produced the many hits of Glen Campbell and here produces several hit-quality tunes featuring himself. Material includes "Gentle on My Mind," "By the Time I Get to Phoenix" and "Galveston."



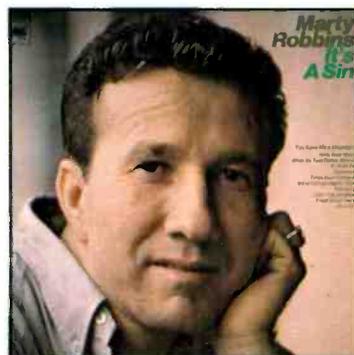
POP
HAPPY DAY CHOIR—Good Feelings. Dunhill DS 50061 (S)

This new group is power packed with bursting, socking rocking voices and driving gospel-flavored arrangements. A combination that can hardly lose. Individual voices stand out in "Words," "California Dreamin'" and "Son of a Preacher Man." The feelin's joyful throughout. A 7-minute "Hey Jude" is a standout.



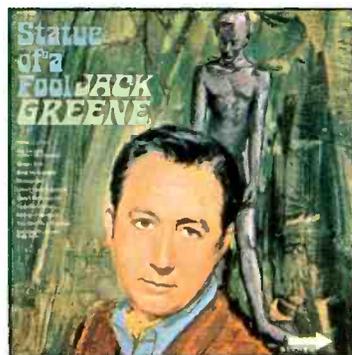
POP
THE NASHVILLE STRINGS PLAY GREAT COUNTRY HITS, VOL. 2—Columbia CS 9830 (S)

Lush, plus arrangements centering around countless violins. Instrumentals include "Wichita Lineman," "My Elusive Dreams" and "My Woman's Good to Me." The outstanding cut on the album, however, is "Stand by Your Man," which is high, wide and handsome in musical splendor.



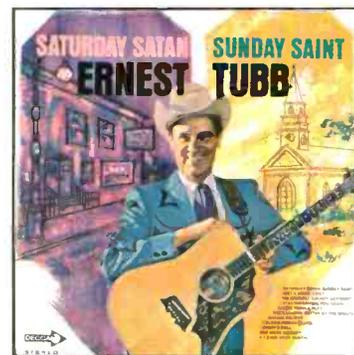
COUNTRY
MARTY ROBBINS—It's a Sin. Columbia CS 9811 (S)

Marty Robbins is a perfectionist and every side in this package reflects the skill and care he brings to every performance. The material is carefully chosen, and each song has something valid to say, including the hit single, "It's a Sin," "Hello Daily News," "You Gave Me a Mountain" and others. Must merchandise.



COUNTRY
JACK GREENE—Statue of a Fool. Decca DL 75124 (S)

Keying on his hit single of "Statue of a Fool," Jack Greene unlocks a zingy "Bring Me Sunshine," a charged "Ribbon of Darkness," and a plaintive "Hungry Eyes." As usual, class "A" entertainment all the way by an established hit-maker.



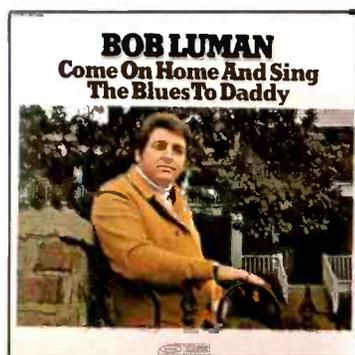
COUNTRY
ERNEST TUBB—Saturday Satan, Sunday Saint. Decca DL 75122 (S)

Ernest Tubb, a master of the country ballad, weaves together a superb entertainment package, led, of course, by "Saturday Satan, Sunday Saint." But some other crowd-pleasers are "Games People Play," "The Carroll County Accident."



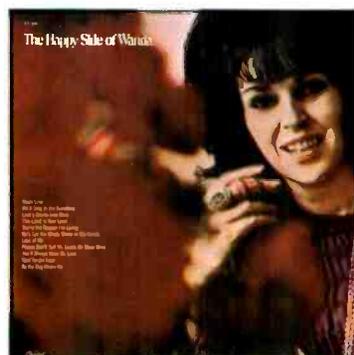
COUNTRY
FERLIN HUSKY—That's Why I Love You So Much. Capitol ST 239 (S)

His current hot single is the basis for this exceptional and commercial package. Husky has merged the new with the old beautifully as he weaves through the current "Let's Put Our World Back Together," with classic oldies such as "San Antonio Rose" and "Tennessee Waltz." The Husky reading of "Until My Dreams Come True" and "Faded Love" are other highlights.



COUNTRY
BOB LUMAN—Come On Home and Sing the Blues to Daddy. Epic BN 26463 (S)

Luman delivers his performances on this package with a world of style and showmanship. Included are the hit, "Come On Home and Sing the Blues to Daddy," "Big, Big World" and "Guitar Man." Fine production values here.



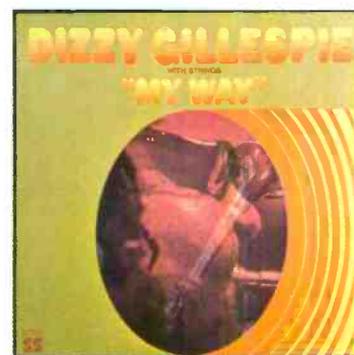
COUNTRY
WANDA JACKSON—The Happy Side of Wanda. Capitol ST 238 (S)

Wanda Jackson, a favorite in country music nightclubs coast to coast, is broadening her base of appeal to include folk-flavored material like "This Land Is Your Land," but the emphasis is on country music like her own tune of "Your Tender Love" or the "Love's Gonna Live Here" hit of Buck Owens.



COUNTRY
JIM & JESSE—Saluting the Louvin Brothers. Epic BN 26465 (S)

Jim and Jesse were always close to the Louvin Brothers, and country fans will get a kick out of hearing their interpretations of songs associated with the Louvins. These include "Knoxville Girl," "I Don't Believe You've Met My Baby" and "When I Stop Dreaming." True country flavor.



JAZZ
DIZZY GILLESPIE—My Way. Solid State SS 18054 (S)

This is Gillespie's trumpet backed with a swirl of strings, a few French horns and rhythm section, and some polite arrangements of currently familiar material ("Games People Play," "Aquarius," "Galveston"). The combination should present the modern jazzman's talent to a wider audience than usual. Gillespie's trumpet work is naturally clean, clear-cut, full of new wrinkles.

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jazz and South Side Chicago
blues-power behind him.
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b/w "Season Of The Witch"
from his album "The Way It Was, The Way It Is."

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This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:

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No. 1 rated station in top-30 market wants First-Phone, all-night Jock. Mature "Top-40" type or bright, brief good-music personality. \$7,500 to \$8,500 plus. Exceptional opportunity with large radio/TV chain. Write: Billboard, Box 098, 165 W. 46th St., New York, N. Y. 10036.

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Note to all applicants: If you're sending resume tape, and/or other material to a box number, please enclose a stamped envelope. We will address it to the proper radio station.

Major market operation with immediate opening for a strong (Top 40) personality with production ability. Salary open. Send tape and resume. Write: Billboard, Box 0102, 165 W. 46th St., New York, N. Y. 10036.

1,000-watt, 24-hour country music station in excellent market needs a personality. Pay is good. Working conditions are friendly. This is a modern country music station that aims to be bigger and better. Located in Missouri-Illinois-Kentucky area. Contact Claude Hall, Billboard, Box 00.

Tight board personality in a small medium market ready to move up. Earn top money, plus talent, with the No. 1 station as midday man. Must be at present job at least one year, first ticket, good production and references. Join a group with a good record and a great future. Contact Don B. Williams, KLEO, 316-943-0255, Wichita, Kan.

Experienced Salesman wanted to sell advertising for TV station in Northeastern U. S. Excellent salary, plus benefits. Call on national and local accounts. Write: Box 0127, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036.

First Phone needed immediately for top contemporary station in Midwest with excellent working conditions, fringe benefits, chance for advancement. Prosperous company, expanding. Will talk salary. Contact program director Jim Stagg, WJPS, Evansville, Ind. 612-425-2221.

\$130 per week to top 40 personality. Willing to take someone whose exp. is limited (college radio) as long as they know music. No ticket needed. You'll be doing a six-hour evening show, six nights a week. Nice area to live. Sta. No. 1 in market. Contact Ron Stratton, gen. mgr., WBEZ, Pittsfield, Mass. 413-448-8292.

Drive time personality needed for Louisville country music station. Excellent working facilities. Good pay. Send tapes and resume to general manager Tom Moore, WINY, Fincastle Bldg., Louisville, Ky. 40202.

WIBM is searching for two men—a deejay with a third ticket and a news director. Up to \$125 per week, plus car and expenses for qualified newsmen. Tape and resume in a hurry for either position to program director Jim Yost, 2511 Kibby Road, Jackson, Mich. 49203.

WRKO, Gov't Center, Boston, Mass. 02114, seeking a professional air personality with "personality." Tape and resume to Mel Phillips, program director. Only experienced professionals need apply. Top salary for a man with top qualifications.

Wanted: Heavy morning man good at production Top 50 Midsouth market. Send tape and resume to Billboard, Box 0136, 165 W. 46th St., N.Y. 10036.

OPEN NOW—First phone D.J.—midnight to 6 a.m.—Modern Country Music Station. Send tape, resume, photo to KHOS Radio, Box 5945, Tucson, Ariz.

Two sharp country-politain personalities needed for WIOD, Toledo. Should be professionals, good on prod. Contact program director Don Williams as soon as possible, 419-385-2507.

First Ticket personality needed immediately for Top 40 formatted WLEE, Box 8765, 6200 W. Broad Street Rd., Richmond, Va. 23226. Send tape and resume to program director Lee Arbuckle.

Two good, young personalities needed for 1,000-watt, daytime WBZE. Send resume and aircheck to general manager Frank Sweeney, WBZE, Broadcast House, P.O. Box 1470, Wheeling, W. Va. 26003.

WSPR, Springfield, Mass., has opening Aug. 3 for utility man for both MOR music and news shift. Must have two years' exp. \$125 to start. Send tape, news writing samples, resume to program director Budd Clain, WSPR, Springfield, Mass. 01103.

KTSA, 4050 Eisenhower Road, San Antonio, Tex. 78218, seeks Top 40 personality capable of the "Drake" approach, but flexible. Good station, good staff. Send tape and resume to program director Kahn Hamon.

First ticket needed for WEEL, Washington area. Contemporary or Top 40 exp. in medium or major market necessary. Good pay on station soon to go 24-hour. Contact program director Jack Alix, 703-273-4000.

WROV Radio, Box 4005, Roanoke, Va. 24015, is looking for a Top 40 personality. They are more interested in the personality than the voice, but a voice wouldn't hurt either. Looking for someone who doesn't dig the confinement of a Drake format. Send resume and information to Operations Manager Bob Baron.

Need DJ for afternoon drive slot in medium Gulf Coast market. Pulse rated #1 Mod Country operation. We want someone who is ambitious, looking for opportunity to move up and is settled. Benefits include completely paid life, health, dental insurance; Christmas bonus, profit sharing. Also needed: Newsmen—must have some basic knowledge of building a good news department. Good voice, willing to work. Write Billboard, Box 0133, 165 W. 46th St., N.Y. 10036.

RARE OPPORTUNITY—Clean Channel, 50 kw, is looking and listening for that spark of friendly sincerity that makes you interesting and fun to hear. You've mastered the technique of communication your personality with few words, and have the combo timing necessary to make format move. Off mic you're aware of your community, well educated, knowledgeable, responsible.

WE HOPE THIS IS YOU—If so, one of the nation's great facilities is interested. First step: resume of personal/professional background, "reduced" air-check. No calls. Alan Wilson, Administrative Assistant in

Employee Relations
WHAS, Inc.
520 West Chestnut Street
Louisville, Kentucky 40202

WVLK, 5,000-watt Top 40 station, needs both a newsmen and a deejay. Send tapes and resume to station manager Bill Stakelin, WVLK, Box 1559, 120 East Main St., Lexington, Ky. 40507. Excellent pay, working conditions, with alert, forward-thinking radio chain. Established professionals may call 606/254-1151.

WAMS, Top 40 station in Wilmington, Del., needs three air personalities immediately. One should have a first phone, the others can have third tickets. This is a Rollins Broadcasting station with excellent opportunities for young, alert radio men. Send tapes and resumes to operations manager, WAMS, Box 3677, Wilmington, Del. 19807.

POSITIONS WANTED

Modern country music program director and air personality available. Currently employed in top 50 market. Proven track record. Can supply exciting, creative air sound to any radio station looking for high ratings and good profit picture. Contact Claude Hall, Box A, Billboard Magazine.

Wayne Joell, 215-TU 4-1578, 3d endorsed, 26, married, one child, two years jazz background, one year of progressive rock on WDAS-FM, Philadelphia. Studied Temple University school of communication. References. Seeking position with progressive rock or Top 40 station.

Heavyweight major market morning man looking. Experienced with "drake" and heavy personality formats, top 40 or MOR. Creative copy and production. Married, vet, college, no problems and excellent references. Tape and resume to major markets on request. Write: Billboard, Box 0100, 165 W. 46th St., New York, N. Y. 10036.

Contem. Pro. Dir.: Have been top jock in three major markets, p.d. in one of them. College degree. Currently employed with the nation's most exciting medium market chain. Looking for p.d. or operations dir. opportunity. \$15,000 mon. Top references. Write Box 088, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Is \$15,000 too much to pay for a pro? If not, maybe I'm your man. 14 years' experience include sales, programming, production, continuity, traffic, 8 yrs. this market. Looking for challenging position with future. Write Billboard, Box 095, 165 W. 46th St., New York, N. Y. 10036.

Young, bright-sounding personality, 2 yrs. experience, is seeking rock or MOR station in D.C., Md., Va., Pa. area. Tight board—excellent production. No military obligations. 3rd endorsed. Contact Claude Hall, Billboard, Box 094, 165 W. 46th St., New York, N. Y. 10036.

"Need an experienced newsmen for the summer?" Journalism major with desire to move up to a good market. Authoritative voice, strong delivery. 1 year more in college. Would go anywhere if the job is right. Dependable, unmarried, and willing to dig. For tape and resume, write: Box 0101, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Announcer with three years' experience with MOR station seeks employment at MOR station within the Southeastern U. S. Tape and info available upon request. Looking for small market. Contact: Randy Gallier, 3907 Angol Place, Jacksonville, Florida 32210, or call: (904) 771-2905.

Small market program director would like to move up. Have been in my present position four years. 29 yrs. old. Married, three children. Good reputation. Stable, reliable. Only a stable station will be considered. Contact Claude Hall, Box R, Billboard.

Enthusiastic, creative D.J. seeks job with progressive East Coast station. Six years' experience in the Top 40, mod and c&w. Prefer metropolitan area. 24 years old. 3rd phone. Contact: Billboard, Box 0107, 165 W. 46th St., New York, N. Y., or phone: 301-896-9157 after 5 p.m. (EDT).

First phone, 25-year-old announcer with two years of college, seeks progressive rock position at a station regardless of the locale. Have extensive knowledge of good rock, blues, and trippy music. Will send tape and resume on request. Write Bill Eden, 5400 Landham Sta. Rd., Lanham, Md. 20801.

Top-notch Jock at a top station in a major market quitting. Looking for a Jock Shift in a comparable market or a P. D. position in a smaller one. Will go anywhere if right gig comes along, in rock, MOR, or progressive. Married, first phone, draft exempt. No calls. Write Box 087, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Looking for Program Director position or major market deejay job. Exp. on WJBK in Detroit, WIFE in Indianapolis, and WOHO in Toledo, among others. 31, married, college communication grad. Contact Claude Hall, Box B, Billboard.

Want a children's program but can't find qualified personality? Male, 28, taught school 7 years. 4 years 2nd grade, 2 years 1st grade, 1 year preschool. Excellent references. Some TV experience. Contact Billboard, Box 0110, 165 W. 46th St., New York, N.Y. 10036.

Major market radio program consultant is looking for medium market AMers and medium and major market FMers as clients. Proven format ready to get ratings and billings in the right markets. Management with foresight can get the full story in writing or detailed market analysis can be made of your station and your competition. More information is available by writing in confidence to Box 096, Billboard, 165 W. 46th St., New York, N. Y.

20-year-old, clean-cut Negro disk jockey with exciting sound. Draft exempt, ready to cook at pop or r&b station. Four and a half years' exp. at WJMO in Cleveland and WKLR in Toledo. I will relocate to any market if the money is right. For tape, resume, etc., call Charlie Chandler, 216-921-8714, or write 3706 Avalon Rd., Cleveland, Ohio 44120.

Need someone with knowledge of progressive rock, jazz, with radio experience, first phone, and draft free? I'm 23 and will go to any city, east or west. Am presently employed. Write Billboard, Box #0137, 165 W. 46th St., N. Y. 10036.

23-year-old off-air programming/production man seeking job with Top 40 station. Seven years' exp., three with current station. Money or location secondary; new challenge vital. Contact Frank Gould, 514-637-7578.

Jerry Bright, 35 years old, former program director of No. 1 Top 40 station featuring the "Drake" concept. Have also considerable experience in the personality concept of Top 40 radio. I am available, willing, and eager to program your station to the top of the market. Call 703-583-2282.

Ex-Drake employee and boss radio program director wishes to relocate. Tapes of station supplied on request. Single, young, draft exempt. No. 1 stations are my bag. Let me put your station in that category. Results guaranteed! Write to Claude Hall, Box U, Billboard.

Lose a pig? Maybe we can help. DJ-Comedy two-man show for radio 7 TV. Nonsensical, satirical, mature, contemporary. Background in all phases. Will double in brass. Reasonable salary requirements. Write: Box 0122, Billboard, 165 West 46th St., New York, N. Y. 10036.

First Fone 7 years commercial experience, solid engineer, good announcer. College student desires month of August in vacationland recip me a good motel. Any position, locale considered. Fred Highman, 9 Paterson Ave., Warwick, R. I. 02886.

Announcer available, early June. Experience: No. 1 show on the No. 1 station in this small market. First job, now want to move up, with sports a possibility. Three years college R-TV. Married, draft exempt. Prefer near college. Air check available. Contact: Claude Hall, Box X, Billboard.

If your station can challenge my mind, I'll be glad to send you a tape and resume. Four years of exp., first phone, tight board. Single, 24, draft exempt, and prefer up-tempo format. I have the desire to be the best and will. Call 309-797-3626.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Don't know what radio station in Kansas City, Mo., it was or who the disk jockeys were, but the discharge of three air personalities there was upheld by the Labor Board. They'd refused, according to the ruling, to follow proper order from employer to read promotional one-liners during a labor dispute. Labor dispute or no labor dispute, Board says, the job of a deejay is to broadcast the radio station's words, not his own.

★ ★ ★

Chubby Howard, country music personality at KAYE in Pyallup, Wash., is off for five weeks of personal appearances as a singer in Ohio, but will be back at the mike in early August. Needs product from Kapp, Dot, UA, and Musicor. . . . James R. (Johnny Richards) Chirumbolo has exited as program director at WICB in Ithaca, N. Y., to do a country music show at WVBR in Ithaca.

Bob Rudnick and Dennis Frawley have a controversial rock show on WABX-FM, Detroit, integrating music with the words of Malcolm X, John Sinclair, Eldridge Cleaver, Lenny Bruce, etc. Their show is called the "Elektric Kokaine Karma" and it used to be on WFUM-FM, East Orange, N. J.

★ ★ ★

I hope Mr. Ed Fitzgerald at KZAP-FM, Sacramento, reads this column. I did do a story on KZAP-FM, Ed. And I also had you on a list of progressive rock radio stations that is now being used by some 40 Madison Avenue advertising agencies, plus every record company of importance, many publishers, and even publishers and record companies in England. Where do you think your national and record company businesses were coming from? I'm now starting to up-date this list.

Young, bright-sounding Top 40 Personality looking for a chance to move up. 3 years' experience. Would prefer the Pennsylvania, Maryland, West Virginia area. No military obligations. 3rd phone, endorsed. Contact: Billboard, Box 099, 165 W. 46th St., New York, N. Y. 10036.

"College student seeking summer employment in radio. Three years in a market of 100,000 people. Currently with No. 1 MOR station in four-station market. Third-endorsed. Am looking for a position with a large station to gain experience to coincide with my college studies and with my planned career development in radio." Write: Billboard, Box 097, 165 W. 46th St., New York, N. Y. 10036.

Available Immediately: Top-notch "Pro" top 40 man. 10 years' experience, excellent references, age 25. Real strong on news and production, experienced in copy writing and sales. Good voice, strong personality, has "Major Market Sound." For tape and resume call (601) 483-5029.

My only requirements are decent pay, a chance for advancement and security. Single, 27 yrs. old, three yrs. college, navy vet, program/music director exp. at stations such as KFOX, KDOL, WGAW. Excellent references. 3rd ticket. Call. Contact Claude Hall, Box V, Billboard.

If you're a rocker who hires on performance and ability, plus years in the business, and are willing to pay \$175, then I'd like to show you what I can do. 23, married, Brown grad., 1st phone, company man, military completed. I have the desire to be the best, and I will. Contact Box Y, c/o Claude Hall, Billboard.

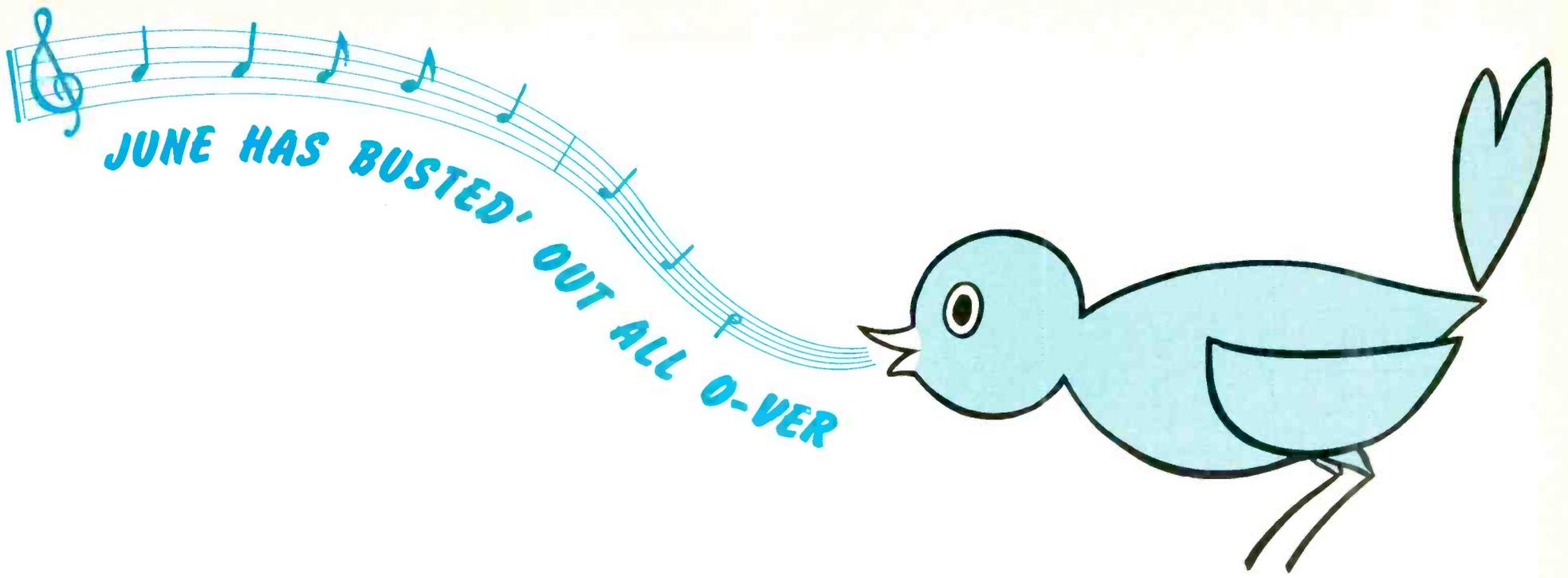
Jim Martinson, former vice-president and general manager of WWOK in Charlotte, N. C. 704-536-0805. After taking WWOK from a \$60,000-a-year operation to \$250,000 in three years and making the station a salable item, that is exactly what happened. And the new owner has his own manager. So, now I'm available for a program director's position in a top 20 market, but prefer the job as an over-all manager. By the way, rating at WWOK under my supervision went from a 3 to a 14, according to Pulse. Call or write: 5109 Amity Place, Charlotte, N. C. 28212.

R&b program director and personality, a veteran, 27 yrs. old, stable. Seeking similar position. Now in a Southeast top 50 market. Contact Box Z, c/o Claude Hall, Billboard.

All progressive rock radio stations that would like to be included, please send me a complete rundown on the station, including manager, program director, rates, etc. . . . Would you believe that Hal Martin of CKLW in Detroit is an old Tyler, Tex., boy? I did a brief survey the other day (I interviewed Ted Atkins) for my source of facts and discovered that 92.7 per cent of all men in radio came from Texas or once worked in Texas. The other 7.3 per cent is Bill Drake, who came from Georgia, and Georgia doesn't count.

★ ★ ★

Gary Corry has been named program director of WQXI in Atlanta; he'd been with WUBE in Cincinnati. Recent deejay additions to WQXI include Simon Trane from KRUX in Phoenix and Neale Blase from KOMA in Oklahoma City. . . . A note from program director John Garry, WGH, Norfolk, Va.: "I hate to see that issue get pounded into the ground, but hey! Larry O'Brien has been granted as much freedom on the air at WGH as any jock I know of, anywhere. He is not permitted to swear or endorse breaking the law, but beyond that he's his own man on the air here, and has been since he arrived in March 1968. Re: Mr. Ladd's comments in your column of June 14, Larry's mind is, if anything, quicker than it was back in those murky Toledo days. WGH is a personality radio station, totally and irrevocably. Larry, like all of us, even me (maybe even you), has bad days. You must have caught him on one, Claude. Whatever it was, management control it wasn't." Whew, John, I just thought of something: We keep (Continued on page 36)



AND SO HAS

“RECONSIDER ME”

Written by MYRA SMITH and MARGARET LEWIS

BY

JOHNNY ADAMS

Produced By:
Shelby S. Singleton, Jr.

**THANKS TO
BOB MITCHELL
WTIX
NEW ORLEANS
FIRST TOP 40
TO BREAK
THIS HIT**

225,000 Sales and just beginning

SSS 770



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Programming Aids

Programming guidelines from key, pacesetter radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

New York, N. Y. (WOR-FM)

Sebastian Stone, Program Director
 BP: "Sweet Caroline," Neil Diamond, Uni. BLFP: "Good Old Rock 'n Roll," Cat Mother, Polydor. BH: "Spinning Wheel," Blood, Sweat & Tears, Columbia. BLFH: "Black Pearl," Sonny Charles, A&M.

Altoona, Pa. (WFBG)

John Anthony, Program Director
 BP: "Color Him Father," Winston, Metromedia. BLFP: "In the Year 2525," Zager & Evans. BH: "Ballad of John & Yoko," Beatles. BLFH: "Medicine Man," Buchanan Bros.

Babylon, L. I., N. Y. (WBAB), Mike

Jeffries, Music Director, Personality
 BP: "Love Me Tonight," Tom Jones. BLFP: "Bit by Bit," Merging Traffic. BH: "Sweet Caroline," Neil Diamond. BLFH: "Put a Little Love in Your Heart," Jackie DeShannon.

Biddeford, Me. (WIDE)

Bob Dumais, Program Director
 BP: "The Girl I'll Never Know," Frankie Valli, Phillips. BLFP: "Suzanne," Nina Simone, RCA Victor. BH: "It's Getting Better," Mama Cass, Dunhill. BLFH: "The Minotaur," Dick Hyman, Command.

Coffeyville, Kan. (KGGF)

Greg Meredith, Music Director
 BP: "Moonlight," Vic Venus, Buddah. BLFP: "Ruby, Don't Take Your Love to Town," Kenny Rodgers & the First Edition, Reprise. BH: "My Cherie Amor," Stevie Wonder, Tamla. BLFH: "Dock of the Bay," Sergio Mendes and Brasil '66, A&M.

Columbia, Mo. (KTGR)

Tom West, Music Director
 BP: "Miss Georgia," Don Cooper, Roulette. BLFP: "She's Afraid to Cry," The Spirit of St. Louis, Fona Records. BH: "Love Theme From Romeo and Juliet," Henry Mancini, RCA. BLFH: "Let's Dance," Ola and the Janglers, Crescendo.

De Kalb, Ill. (WLBK), Jerry Halasz

BP: "Bad Moon Rising," Creedence Clearwater Revival. BLFP: "Moments to Remember," The Vogues. BH: "Crystal Blues Persuasion," Tommy James and the Shondells. BLFH: "Black Pearl," Sonny Charles & Checkmates.

Delaware, Ohio (WDLR)

John Bowles, Program Director
 BLFP: "Give Me Your Love," Jon and Robin, Abnak. BH: "Sugar, Sugar," The Archies, Colgems. BLFH: "Ruby, Don't Take Your Love to Town," Kenny Rodgers and the First Edition, WB-Reprise.

Hanover, N. H., WDCR

Paul Gambaccini, Station Manager
 BP: "Doggone Right," Smokey Robinson & Miracles, Tamla. BLFP: "Put a Little Love in Your Heart," Jackie DeShannon, Imperial. BH: "Good Morning Starshine," Oliver, Jubilee. BLFH: "Yesterday When I Was Young," Roy Clark, Dot.

Middletown, N. Y. (WALL)

Larry Berger, Program Director
 BP: "Muddy River," Johnny Rivers, Imperial. BLFP: "Good Old Rock 'n Roll," Cat Mother & the All Night News Boys, Polydor. BH: "Spinning Wheel," Blood, Sweat & Tears, Columbia. BLFH: "Crystal Blue Persuasion," Tommy James & the Shondells, Roulette.

Milwaukee, Wis. (WOKY)

George Wilson
 BP: "I Can't See Nobody," Marbles, Cotillion. BLFP: "Birthday," Underground Sunshine, Mercury. BH: "Good Morning Starshine," Oliver, Jubilee. BLFH: "In the Year 2525," Zager & Evans, RCA.

Muncie, Ind. (WERK)

Big Joe London, Associate Program Dir.
 BP: "I'd Wait a Million Years," Grass Roots, Dunhill. BLFP: "Pass the Apple Eve," B. J. Thomas, Scepter. BH: "Ballad of John and Yoko," Beatles. Apple. BLFH: "One," Three Dog Night, Dunhill.

Orangeburg, S. C. (WORG)

Ted Bell, Music Director
 BP: "Sweet Caroline," Neil Diamond, Uni. BLFP: "In the Year 2525," Zager & Evans, RCA. BH: "Grazin' in the Grass," Friends of Distinction, RCA. BLFH: "The Girl I'll Never Know," Frankie Valli, Philips.

Phoenix, Ariz. (KRIZ)

Steve Martin, Personality
 BP: "Choice of Colors," Impressions. BLFP: "Everybody Knows Matilda," Duke Baxter. BH: "Let Me," Paul Revere. BLFH: "In the Year 2525," Zager & Evans.

Pittston, Pa. (WPTS)

Rick Shannon, Personality
 BP: "Pass the Apple Eve," B. J. Thomas, Scepter. BLFP: "These Days," The Buoy (local group), Scepter. BH: "My Little Chickadee," Foundations, Uni. BLFH: "Did You See Her Eyes," Illusion, Steed.

Portland, Ore. (KPOK)

BP: "Mrs. Robinson," Booker T. & the M.G.'s. BLFP: "Put Love in Your Heart," Jackie DeShannon. BH: "Romeo & Juliet," Henry Mancini. BLFH: "Quentin Theme," Charles Randolph Greane Sounde.

Rochester, N. Y. (WHFM), Jim Taylor

BP: "Come Back and Shake Me," Clodagh Rodgers, RCA. BLFP: "Good Old Rock 'n Roll," Cat Mother, Polydor. BH: "No One for Me to Turn To," Spiral Staircase, Columbia. BLFH: "The Color of My Love," Jefferson, Decca.

San Angelo, Tex. (KWFR)

Danny R. Wilson, Program Director
 BP: "Sweet Caroline," Neil Diamond, Uni. BLFP: "Playing Games of Love," Gene Pitney, Musicor. BH: "In the Ghetto," Elvis Presley, RCA. BLFH: "Love Theme From Romeo & Juliet," Henry Mancini, RCA.

Savannah, Ga. (WSGA), Jerry Rogers

BP: "Moments to Remember," Vogues, Reprise. BLFP: "The Cat," Corkey, 123. BH: "On Campus," Dickie Goodman, Cotique. BLFH: "Did You See Her Eyes," Illusion, Steed.

Scranton, Pa. (WSCR), Jim Drucker

BP: "These Days," The Buoy, Scepter. BH: "Israelites," Desmond Dekkar & the Aces.

St. Louis, Mo. (KSHE), Dick Richards

BP: "The Weight," Rotary Connection, Cadet, Concept. BLFP: "Good Old Rock 'n Roll," Cat Mother and the All Night News Boys, Polydor. BH: "New Day," Jackie Lomax, Apple. BLFH: "Save the Country," Julie Driscoll, Brian Auger and the Trinity, Atco.

Syracuse, N. Y. (WOLF)

Howie Castle, Personality
 BP: "Good Old Rock 'n Roll," Cat Mother, Polydor. BLFP: "In the Year 2525," Zager & Evans, RCA. BH: "My Pledge of Love," Joe Jeffrey Group, Wand. BLFH: "Ballad of John & Yoko," Beatles, Apple.

Troy, N. Y. (WTRY), Mike Mitchell,

Music Director/Personality
 BP: "I'd Wait a Million Years," Grassroots, Dunhill. BLFP: "Quentin's Theme," Charles R. Greane Sounde, Ranwood. BH: "The Ballad of John & Yoko," Beatles, Apple. BLFH: "Leanin' on You," Joe South, Capitol.

Waterbury, Conn. (WWCO-AM)

Jerry Wolfe, Music Director
 BP: "I'd Wait a Million Years," Grassroots, Dunhill. BLFP: "Oh Sweet Love," Gideon, Harbor. BH: "In the Year 2525," Zager & Evans, RCA. BLFH: "Because We Got Love," Nuclear Vision, Skee.

Wichita, Kan. (KEYN-AM & STEREO-FM)

Greg Dean, Program Director
 BP: "Break Away," Beach Boys, Capitol. BLFP: "Rain," Jose Feliciano, RCA. BH: "Color Him Father," Winstones, Metromedia. BLFH: "Everybody's Got a Hang Up," Bobby Freeman, Double Shot.

RHYTHM AND BLUES

Memphis (WDIA), Bill Thomas

BP: "Doggone Right," Miracles, Tamla. BLFP: "Where the Soul Tree Grows," Arthur Prysock. BH: "Too Busy Thinking About My Baby," Marvin Gaye, Tamla. BLFH: "Empty Words," Variations, Okeh.

Welch, W. Va. (WOVE)

Arnell Church, Music Director
 BP: "Grazin' in the Grass," Friends of Distinction, RCA Victor. BLFP: "We All Make Mistakes," Rick Thompson, Columbia. BH: "Too Busy Thinking About My Baby," Marvin Gaye, Tamla. BLFH: "Color Him Father," the Winstones, Metro.

COLLEGE

Brooklyn, N. Y. (WBCR)

Lenny Bronstein, Music Director
 BP: "I Walk on Guided Splinters," Cher, Atco. BLFP: "Your Playing With Fire," The Wheels, Laurie. BH: "Crosby, Stills & Nash," LP on Atlantic. BLFH: "In the Year 2525," Vager & Evans, RCA.

PROGRESSIVE ROCK

Eau Gallie, Fla. (WTAI)

Pete Jackson, Music Director
 BP: "Tell All the People," Doors, Elektra. BLFP: "What You Hear," Jacobs Creek, Columbia. BH: "The Minotaur," Dick Hyman, Command. BLFH: "Thumbin' a Ride," Jackie Lomax, Apple.

Worcester, Mass. (WORC-AM)

Jeff Starr, Personality
 BP: "We Got More Soul," Dyke & The Blazers, Original Sound. BH: "Baby," The Joneses, MGM.

EASY LISTENING

Atlanta, Ga. (WSB-Radio)

Chris Fortson, Music Librarian
 BP: "Moments to Remember," Vogues, Reprise. BLFP: "Let Me Into Your Life," Frank Ifield, Hickory. BH: "Good Morning Starshine," Oliver, Jubilee. "Quentin's Theme," Charles Randolph Greane Sounde, Ranwood. BLFH: "Just a Melody," Young-Holt Unlimited, Brunswick. "Mrs. Robinson," Booker T. & The M.G.'s, Stax.

Niagara Falls, N. Y. (WHLD)

Chris Cage, Personality
 BP: "Don't Let the Sun Catch You Cryin'," Trini Lopez. BLFP: "The Prophecy of Daniel & John," Cowells. BH: "Romeo & Juliet," Henry Mancini. BLFH: "The Minotaur," Dick Hyman.

Norwich, Conn. (WTCH)

Bob Craig, Program Director
 BP: "Sweet Caroline," Neil Diamond, Universal. BLFP: "Muddy River," Johnny Rivers, Imperial. BH: "What Does It Take," Jr. Walker, Soul. BLFH: "Color Him Father," Winstones, Metromedia.

San Antonio, Tex. (WOAI)

Art Gliner, Personality
 BP: "Frozen Orange Juice," Peter Sarstedt. BLFP: "In the Year 2525," Zager & Evans. BH: "Ruby, Don't Take Your Love to Town," Kenny Roberts & First Edition. BLFH: "Quentin's Theme," C. R. Greane Sounde.

So. Lake Tahoe, Calif. (KTHO-AM-FM)

Bill Kingman, Program Director
 BP: "Moments to Remember," Vogues, Reprise. BLFP: "Summer Won't Be Summer," Four Aces, Radnor. BH: "Put a Little Love in Your Heart," Jackie DeShannon, Imperial. BLFH: "Quentin's Theme," C. R. Greane Sound, Ranwood.

Tulare, Calif. (KBOS-FM)

Steven Behar, Music Director
 BP: "Sincerely," Paul Anka, RCA. BLFP: "Forever," Mercy, Warner-7 Arts. BH: "Love Me Tonight," Tom Jones, Parrot. BLFH: "Young & Hopeful," Young-Holt Unlimited, Brunswick.

Springfield, Mass. (WSPR)

Budd Clain, Program Director
 BP: "Forever," Mercy. BLFP: "Today Has Been Cancelled," Billy Mershel. BH: "The Dock of the Bay," Sergio Mendes & Brasil '66. BLFH: "Quentin's Theme," Charles R. Greane.

COUNTRY

Ashland, Ky., & Huntington, W. Va. (WTCR), Mike Todd,

Program Director, Personality
 BP: "Everyday I Have to Cry Some," Bob Luman, Epic. BLFP: "Young Love," Nat Stuckey & Connie Smith, RCA. BH: "The Days of Sand and Shovels," Waylon Jennings, RCA. BLFH: "Canadian Pacific," George Hamilton IV, RCA.

Bowling Green, Ohio (WMGS)

Jeff Rice, Program Director
 BP: "Lovin' Season," Bill Willbourn & Kathy Morrison. BLFP: "Talk," Jerry Inman. BH: "Statue of a Fool," Jack Greene. BLFH: "Your Lovin' Takes the Leavin' Out of Me," Tommy Cash.

Chester, Pa. (WEEZ), Bob White,

Music Director, Personality
 BP: "The Rib," Jeannie C. Riley, Plantation. BLFP: "It's You," Jimmy Velvet, Royal American. BH: "Down to My Last I Love You," David Houston. BLFH: "All I Have," Charley Pride, RCA.

Cincinnati, Ohio (WUBE)

Bob Tiffin, Music Director
 BP: "The Rib," Jeannie C. Riley, Plantation. BH: "Kau Liga," Nashville Brass, RCA. BLFP: "Don't Let Me Cross Over," Jerry & Linda Lewis, Smash. BLFH: "Just One Way to Keep a Truckin' Man Happy," Sharon Smith, Dot.

Flint, Mich. (WKMF), Jim Harper

BP: "Young Love," Connie Smith & Nat Stuckey, RCA. BLFP: "Give Me One More Day," Don Fortune, Desiree. BH: "Yesterday When I Was Young," Roy Clark, Dot. BLFH: "I'm Dynamite," Peggy Sue, Decca.

Radio Profits & Revenues Up in '68; See Better 1969

WASHINGTON—The typical radio station last year made a before-tax profit of \$12,700 in 1968, compared with only \$9,000 in 1967, according to a report just released by the National Association of Broadcasters. Both profits and revenues were up.

The typical radio station made an 8.74 per cent return on its sales and had total revenues of \$145,700 in 1968, compared with \$132,100 in 1967—an increase of 10.3 per cent. \$19,800 of the time sales of a typical radio station came from national and regional advertising accounts.

Program costs amounted to \$27,900; administrative and general expenses came to \$21,200, representing an increase from \$25,600 and \$19,400 respective-

ly in 1967. Also interesting was the fact that 8.9 per cent of the stations responding to the NAB survey predicted further increase this year in revenues of 8.9 per cent.

Vox Jox

• Continued from page 34

going with this thing about Larry O'Brien and he'll become as famous as Ted Atkins, then Rick Sklar will hire him for WABC in New York. I'll bet you an apple core that this very minute Rick Sklar is taking notes about Larry O'Brien and popping them into that little black box that he keeps in the third righthand drawer of his desk.

★ ★ ★

WOOO-FM in Daytona Beach, Fla., has added Corky Davis, formerly of WMFJ in Daytona Beach, to play sophisticated Top 40 records, jazz, and easy blues. Station otherwise features MOR. . . . Program director Bob Reich and music director Gary Kines ask for better record service for Top 40-formatted WGOW, 410 West 6th Street, Chattanooga, T. n. 37401. The station recently couldn't play "Day Is Done" by Peter, Paul & Mary because they couldn't even buy a copy of the single in the town. . . . Got a call from Bernard (Spider) Harrison of WTOC, the Indianapolis soul station. He's a New Yorker and says the Midwest is wide open for beginners in radio. See you in Washington, Spider, for the August convention of the National Association of TV-Radio Announcers.

★ ★ ★

Jim Mack of WGEE in Indianapolis didn't go to WIFE there after all. Some kind of local foul-up that kept him from going anywhere. . . . Jerry Bishop, who'd been with KFMB in San Diego has gone to KFI to do the mid-morning show. . . . After five years as news director of WIZE in Springfield, Ohio, Ron Allen has joined news staff of WHLO in Akron. . . . Jim Drucker has departed WSCR in Scranton, Pa., to become the all-night man at WAVZ in New Haven. Started June 24. . . . Would you guys like an interesting telephone number? How about 203-346-6987.

A note from program director Jerry Lee of WHK, Cleveland: "I'm sure you don't want to get into a ratings debate with WJW and WHK, but I'd hate for you to think we deceived you or your readers in any way. The article (one by Ken Gaines in a recent Billboard) was written in late January and early February, and the ratings mentioned referred to the following December/January Hooper figures for the 7 a.m.-7 p.m. period: WHK 14.7, WJW 13.8, WERE 13.6, WGAR 11.6, WIXY 11.4, WKYC 5.4. I'm admitting we dropped in the February/March survey, but bounced back in April/May, ahead of WJW, I might add."

★ ★ ★

Dave Backman at KLYK-FM, Longview, Wash., asks me to mention the staff: Station manager Dotty Bayton, program director Jay Bratton, and deejays Jack Hunzeker and Dave Wakin. And they need good music albums. . . . Bill Todd at WMID in Atlantic City is now Johnny Williams, too, at WIBG in Philadelphia: doing both jobs and tearing up the highway between the two cities. Ah hah! Perfect chance for some highway patrolman to meet his weekly quota of tickets. . . . Marty McNeeley, formerly with WWJ, Detroit, has joined WGN in Chicago to host the "Saturday Night in Chicago" show 6:30-8 p.m. and will be a radio-TV staff announcer.

(Continued on page 42)

Many are called, but few are chosen.
Many are made, but few are sold.

Ask Detroit, ask Chicago, but don't ask me,
because I'm telling you, damn it!

The biggest selling album to date.
"HOT BUTTERED SOUL"

What Detroit is telling you, what Chicago
is telling you, and what I'm telling you today . . .
tomorrow the whole world will be telling you.
Sure there are only four tracks. Certainly they are long
tracks. But I bet you won't dare play just one!



"Hot Buttered Soul" Isaac Hayes Enterprise ENS 1001

Al Bell

A handwritten signature in cursive script that reads 'Al Bell'.

U. S.-Mexican Pact Near Inking

By ELIOT TIEGEL

LOS ANGELES — Thirty American radio stations stand to benefit if the U. S.-Mexican AM Radio Treaty is signed in the fall. In many cases, such outlets like KIEV, a local country daytimer, will be allowed to

increase their power significantly.

The governmental document which has to clear a number of federal hurdles on both sides of the border, will allow stations—including 20 in Mexico

—to boost their signal even though the boost will cause some interference in the neighboring nation.

Bill Beaton, owner of KIEV for the past eight years, says the station has been applying

for a power boost for 20 years, but has been unable to increase its signal because of the lack of permission from both governments.

KIEV is presently broadcasting with 500 watts sunrise to sunset, but has the potential to become a 50,000-watt clear-channel station in the years to come. First, it wants to go 5,000 watts.

Beaton, who has been to Mexico to attend meetings for the passage of the treaty, indicates there is a chance for approval this September. The U. S. Senate's foreign affairs committee has already passed the proposal with final approval required of the full Senate, followed by the President's signature.

The concern over signing the treaty to allow such special case stations like KIEV to boost their wattage is based on the amount of interference the increase would cause to other stations. Beaton says the Mexican government has acknowledged that it will accept the slight interference which KIEV's proposed new signal would produce. Mexico's Senate does not meet until September.

U. S. broadcasters would also have to accept some interference from Mexican station which beam into the States.

- * A Sensation on the First Johnny Cash Show
- * Six Record Labels Got Hot After Him
- * Not Wanting to Be Disappointed, He Signed with Us

DOUG KERSHAW

Debuts on Warners with a Single That's a Mover

"YOU FIGHT YOUR FIGHT"

Warners Single 7304



WGOV Into Heavy Soul

VALDOSTA, Ga. — WGOV has moved into a heavy soul format, reports program manager Paul F. (Buck) Paulsen. WGOV-FM, a 100,000-watt stereo station, has launched a soft Top 40 format. Air personalities on the FM station include Don Day, Tiny Williams, Chuck Cunningham, Paulsen, and Cal Fuller. The station will soon be operating around the clock. The only problem WGOV now has, says Paulsen, is "we have a complete country music library that we would like to trade for an r&b or combination r&b and Top 40 library."

Letters Changed By WGBS-FM

MIAMI — WGBS-FM has dumped its old call letters to become WJHR-FM, reports new station manager Kirby Brooks. With a new set of jingles, the stereo station also abandoned its old-style block programming and will become a formatted middle-of-the-road station that features happy, good arrangements of hits like "Hey, Jude" such as performed by Peter Nero. Some vocals are also featured. Music is programed in segments, with records in that segment announced in advance.

WELB Is Bought

ELBA, Ala. — Doug Holderfield and Jimmy Follis, both former deejays, are the new owners of WELB and, on Tuesday (1), will switch the station to a country music format. Holderfield formerly worked at WZOB in Fort Payne, Ala. Follis formerly was a deejay at WFKN in Franklin, Ky.

The charts tell the story —
Billboard
has
THE CHARTS



THEY'VE BEEN CALLED GREAT.
WE ONLY KNOW THEM AS OUR FRIENDS.
WE RESPECT THEM, AND PEOPLE ALL OVER THE WORLD LOVE THEM.
THREE TOP 10 RECORDS IN A ROW

"SOUL LIMBO"
"HANG 'EM HIGH"
"TIME IS TIGHT"

NOW, WE MUST ADMIT MODESTLY THAT THIS TIME THEY
OUTDID THEMSELVES.
A 2-SIDED HIT.

"MRS. ROBINSON"
AND

"SOUL CLAP '69"

WE DON'T HAVE TO TELL YOU - YOU ALREADY KNOW. IT'S

BOOKER T. AND THE M.G.'S

STAX STA 0037

STAX RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION



Rhythm & Blues

BEST SELLING Billboard Rhythm & Blues Singles

Billboard SPECIAL SURVEY For Week Ending 6/28/69

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	TOO BUSY THINKING ABOUT MY BABY Marvin Gaye, Tamla 54181 (Jobete, BMI)	9	26	19	IT'S MY THING (You Can't Tell Me Who to Sock It To) Marva Whitney, King 6229 (Dynatone, BMI)	6
2	12	COLOR HIM FATHER Winstons, Metromedia 117 (Holly Bee, BMI)	4	27	24	I WANT TO TAKE YOU HIGHER Sly & the Family Stone, Epic 10450 (Daly City, BMI)	6
3	2	DON'T LET THE JONESES GET YOU DOWN 5 Temptations, Gordy 7086 (Jobete, BMI)	5	28	31	THE MINOTAUR Dick Hyman, Command 4126 (Eastlake, ASCAP)	2
4	13	MOODY WOMAN Jerry Butler, Mercury 72929 (Hold Forever/Parabot, BMI)	4	29	—	CHOICE OF COLORS Impressions, Curtom 1943 (Camad, BMI)	1
5	6	WHAT DOES IT TAKE TO WIN YOUR LOVE 5 Jr. Walker & the All Stars, Soul 35062 (Jobete, BMI)	5	30	30	I LOVE YOU Eddie Holman, ABC 11149 (Damian/Virtu/Schoochiebug, ASCAP)	2
6	18	MOTHER POPCORN James Brown, King 6245 (Dynatone, BMI)	2	31	34	RECONSIDER ME Johnny Adams, SSS International 770 (Singleton, BMI)	2
7	3	SO I CAN LOVE YOU Emotions, Volt 4010 (Pervis/Staples, BMI)	9	32	32	FAREWELL Ethics, Vent 1006 (Selassie, BMI)	4
8	9	I TURNED YOU ON Isley Brothers, T Neck 902 (Triple 3, BMI)	4	33	22	MY WIFE, MY DOG, MY CAT Betha the Maskmen & the Agents, Dynamo 131 (Catalogue/Clairborne, BMI)	9
9	10	LOVE IS BLUE (Can Sing a Rainbow) Dells, Cadet 5641 (Croma/Mark VII, ASCAP)	5	34	—	DON'T TELL YOUR MAMA (Where You've Been) Eddie Floyd, Stax 0036 (East/Memphis, BMI)	1
10	5	GRAZING IN THE GRASS Friends of Distinction, RCA Victor 74-0207 (Chevis, BMI)	13	35	35	INSTANT GROOVE King Curtis & His Kingpins, Atco 6680 (Dakar, BMI)	2
11	16	THE POPCORN James Brown, King 6240 (Golo, BMI)	4	36	23	I'VE BEEN LOVING YOU TOO LONG Ike & Tina Turner, Blue Thumb 101 (East/Time/Curtom, BMI)	7
12	8	BLACK PEARL Sonny Charles with the Checkmates, Ltd., A&M 1053 (Irving, BMI)	7	37	—	MRS. ROBINSON Booker T. & the M.G.'s, Stax 0038 (Charing Cross, BMI)	1
13	15	WHY I SING THE BLUES B. B. King, BluesWay 61034 (Pamco/Sounds of Lucille, BMI)	9	38	—	EVERYTHING I DO GONH BE FUNKY Lee Dorsey, Amy 11055 (Marsaint, BMI)	1
14	14	GOTTA GET TO KNOW YOU Bobby Bland, Duke 447 (Don, BMI)	8	39	40	IT'S YOUR THING Senor Soul, Whiz 611 (Brothers Three, BMI)	6
15	7	WE GOT MORE SOUL Dyke & the Blazers, Original Sound 86 (Drive-In, BMI)	10	40	33	APRIL FOOLS Dionne Warwick, Scepter 12249 (Blue Seas/Jac/April, ASCAP)	5
16	11	(I Wanna) TESTIFY Johnnie Taylor, Stax 0033 (Groovesville, BMI)	8	41	41	LOVE THAT A WOMAN SHOULD GIVE TO A MAN Patti Drew, Capitol 2473 (Morris, ASCAP)	4
17	17	LOVE MAN Otis Redding, Atco 6677 (East/Memphis/Time Redwal, BMI)	5	42	42	THAT'S NOT LOVE Dee Dee Warwick, Mercury 72927 (Downstairs/Bellboy, BMI)	2
18	25	NO MATTER WHAT SIGN YOU ARE Diana Ross & the Supremes, Motown 1148 (Jobete, BMI)	4	43	49	THE PRICE YOU HAVE TO PAY Brenda & the Tabulations, Dionne 512 (Beecoll, BMI)	2
19	4	OH HAPPY DAY Edwin Hawkins Singers, Buddah 20001 (Kama Ripa/Hawkins, ASCAP)	8	44	44	CRY TO ME Betty Harris, Jubilee 5653 (Mellin/Progressive, BMI)	4
20	26	MY CHERIE AMOUR Stevie Wonder, Tamla 54180 (Jobete, BMI)	3	45	45	YOU MADE ME A BELIEVER Ruby Andrews, Zodiac 1015 (Wilric, BMI)	3
21	36	I'D RATHER BE AN OLD MAN'S SWEETHEART Candi Staton, Fame 1456 (Fame, BMI)	3	46	48	FOLLOW THE LEADER Major Lance, Dakar 608 (Dakar, BMI)	2
22	21	CISSY STRUT Meters, Josie 1005 (Marsaint Music, BMI)	11	47	—	GIRL YOU'RE TOO YOUNG Archie Bell & the Drells, Atlantic 2644 (World War Three, BMI)	1
23	—	DOGGONE RIGHT Smokey Robinson & the Miracles, Tamla 54183 (Jobete, BMI)	1	48	—	MEMPHIS UNDERGROUND Herbie Mann, Atlantic 2621 (Mann, ASCAP)	1
24	38	LOLLIPOP Intruders, Gamble 231 (Gil/Shifting Flowers, BMI)	3	49	50	JUST A MELODY Young-Holt Unlimited, Brunswick 755410 (Carl Davis & Eugene Record)	2
25	29	FRIEND, LOVER, WOMAN, WIFE O. C. Smith, Columbia 4-44859 (B-N-B, ASCAP)	2	50	—	I'M STILL A STRUGGLING MAN Edwin Starr, Gordy 7087 (Jobete, BMI)	1

Soul Sauce



BEST NEW RECORD
OF THE WEEK:
"HOW LONG CAN
THIS LAST"
DEBBIE TAYLOR
(GWP)

By ED OCHS

SOUL SLICES: Summer festivals are featuring the best (talent) of both worlds, but soul seems to be taking a back seat to the multitude of rock rallies springing up across the country. Since "Soul Bowl '69" has apparently left only its clever name to think about, rhythm and blues is without a major summer showcase, leaving only a handful of black artists—mostly from the pop underground—scattered through the rock affairs. "Newport '69" (not affiliated with the folk or jazz festivals) this past weekend featured the **Edwin Hawkins Singers, Ike & Tina Turner, Marvin Gaye and Booker T. & the M.G.'s**, while locally the **Isley Brothers** hosted an evening at Yankee Stadium, Saturday (21) with the **Five Stairsteps & Cubie**, the **Edwin Hawkins Singers**, the **Clara Ward Singers** and others. **James Brown** brings his show to Madison Square Garden, July 4, spotlighting the **Young-Holt Trio, Nipsey Russell, the UNIFICS and Tyrone Davis**, while the next day the Schaefer Music Festival brings to Central Park **Hugh Masakela and Willie Bobo**. **Eddie Harris** appears for Schaefer July 11 and **Chuck Berry** with **John Lee Hooker** on July 12. But despite what appears to be liberal doses of soul music throughout the many summer functions, showcases for solid soul in the ghetto areas are lacking. . . . **Ike & Tina Turner**, threatening to outnumber **James Brown** disks on the charts, are in Memphis recording for Blue Thumb. Producing the duo is Hi instrumental whiz **Willie Mitchell**. . . . Part of the proceeds for the **Isley Brothers'** extravaganza at Yankee Stadium will be donated to the **Minisink Women's Corp.** and the **Bivins Fund** for education. . . . Atlantic is readying a heavy release highlighted by LP's from **Otis Redding, Aretha Franklin, Eddie Harris, Joe Tex, Clarence Carter** and the **Sweet Inspirations**. . . . **Lou Rawls** is preparing a benefit for the **Hollywood Bowl** on July 20. . . . **Wilson Pickett**, still picking his material from outside the soul market, should surpass his "Born to Be Wild" letdown with his latest "Hey Joe," a good pop tune for translation into soul. . . . The **Masqueraders** on AGP has flipped to "Say It." The label is also makin' smoke with **Chuck Brooks'** "Bye Bye Blackbird." . . . Oh yes, the **Ann Arbor Blues Festival**, billed as "an incredible convention of blues musicians, is set for Aug. 1-3. Blues buffs who make the trek to Ann Arbor, Mich., can also attend workshops and seminars, as well as digging the blues of **B.B. King, Clifton Chenier, Sleepy John Estes, Howlin' Wolf, Arthur Crudup, Magic Sam, T-Bone Walker, the great Lightnin' Hopkins** and many others. . . . **David Ruffin's** album debut is a smash success, while **Marvin Gaye's** "M.P.G." LP has made the big jump to No. 1.

★ ★ ★

FILETS OF SOUL: **Sly Stone**, now a full-fledged supercat, will open offices for his **Stone Flower Productions** in Los Angeles on Tuesday (1). **Stone**, alias **Sylvester Stewart**, will not only broaden his production, management and publishing activities, but will also form his own label to be distributed through a major manufacturer. Along with **Daedalus Productions' Dave Kapralik**, **Sly Stone** will

(Continued on page 42)



JOE JEFFREY, center, Wand's latest pop-soul discovery with "My Pledge of Love," charts his disk strategy, with Chris Jonz, right, Scepter's national r&b promotion director, and co-producer Jerry Meyers, left. Al Klein, not shown, also produces the Portland, Ore.-born singer-guitarist, appearing at the Three Coins club in Buffalo, N. Y.

Handy Show Is Winner & Loser

MEMPHIS — The first annual W. C. Handy Memorial Blues Concert, held at the Memphis Mid-South Coliseum June 8, was an artistic success and a financial bomb.

The show that featured costly talent and cost \$20,000 to produce, lost money.

Headliners included Columbia's **Johnny Winter**, Stax's, **Booker T & the M.G.'s**, **Bar-Kays**, **Albert King**, **Rufus Thomas**, **Carla Thomas**, Epic's **Brenda Patterson**, and gospel singer **Cassietta George**, blues

(Continued on page 42)



LITTLE ANTHONY and the Imperials rehearse their latest United Artists single, "Out of Sight, Out of Mind," with their new producer Bob Skaff, Liberty/UA vice-president. Looking on, second from left, is George Greenberg, East Coast artist relations director. The group has recently returned to their original working name familiar with their million sellers and hits.

capitol



Joe South takes you back to replay old games under Atlanta's trees. Once the sideman, now he's the singer and the seller. His sound: simple, authentic...lingering in the country but looking ahead to new cities.

"Birds of a Feather" the hit single.

Billboard SPECIAL SURVEY For Week Ending 6/28/69

BEST SELLING
Rhythm & Blues LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	M.P.G. Marvin Gaye, Tamla TS 292 (S)	4	26	22	LIVE AT THE COPA Temptations, Gordy GS 938 (S)	15
2	3	CLOUD NINE Temptations, Gordy GLPS 939 (S)	16	27	27	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	26
3	2	AGE OF AQUARIUS Fifth Dimension, Soul City SCS 92005 (S)	4	28	26	RAW BLUES Johnny Taylor, Stax STS 2008 (S)	8
4	4	IT'S OUR THING Isley Brothers, T-Neck TNS 3001 (S)	10	29	38	BOOKER T. SET Booker T. & the M.G.'s, Stax STS 2009 (S)	3
5	16	MY WHOLE WORLD ENDED David Ruffin, Motown MS 685 (S)	2	30	30	T.C.B. Diana Ross & the Supremes with the Temptations, Motown MS 682 (S)	26
6	8	STAND Sly & the Family Stone, Epic BN 26456 (S)	9	31	31	FOOLISH FOOL Dee Dee Warwick, Mercury SR 6122 (S)	2
7	6	ICE MAN COMETH Jerry Butler, Mercury SR 66188 (S)	25	32	32	ODELL BROWN PLAYS OTIS REDDING Cadet LPS 823 (S)	2
8	9	SOULFUL Dionne Warwick, Scepter 573 (S)	13	33	29	YOUNG MOD'S FORGOTTEN STORY Impressions, Curtom CRS 8003 (S)	8
9	10	UPTIGHT Soundtrack, Stax STS 2006 (S)	21	34	28	LOVE'S HAPPENING Five Stairsteps & Cubie, Curtom CRS 8002 (S)	9
10	12	GRAZIN' IN THE GRASS Friends of Distinction, RCA Victor LSP 4149 (S)	8	35	—	MEMPHIS QUEEN Carla Thomas, Stax STS 2019 (S)	1
11	5	LET US GO INTO THE HOUSE OF THE LORD Edwin Hawkins Singers, Pavilion BPS 10001 (S)	7	36	36	I'M ALL YOURS BABY Ray Charles, ABC ABCS-675 (S)	8
12	7	SOUL '69 Aretha Franklin, Atlantic 8212 (S)	20	37	37	WHO'S MAKING LOVE Johnny Taylor, Stax STS 2005 (S)	23
13	13	SWEET SOUL SHAKIN' Young Hearts, Minit LP-24016 (S)	5	38	40	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)	10
14	11	25 MILES Edwin Starr, Gordy GS 940 (S)	7	39	44	GREATEST HITS Dells, Cadet LPS 824 (S)	3
15	14	FOR ONCE IN MY LIFE O.C. Smith, Columbia CS 9756 (S)	15	40	33	ALWAYS TOGETHER Dells, Cadet 822 (S)	18
16	24	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522 (S)	6	41	43	CHOKIN' KIND Joe Simon, Sound Stage 7 SSS 15006 (S)	3
17	17	THE WAY IT WAS/THE WAY IT IS Lou Rawls, Capitol ST 215 (S)	4	42	35	LIVE AT THE APOLLO, VOL. 2 King 1022 (S)	43
18	18	GETTIN' DOWN TO IT James Brown, King KSD 5-1051 (S)	6	43	34	16 BIG HITS, VOL. 10 Various Artists, Motown MS 684 (S)	7
19	15	MOTHER NATURE'S SON Ramsey Lewis, Cadet LPS 821 (S)	17	44	45	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)	30
20	20	SAF IT LOUD—I'M BLACK AND I'M PROUD James Brown, King 5-1047 (S)	12	45	47	SOPHISTICATED CISSY Meters, Josie JOS 4010 (S)	2
21	19	CAN I CHANGE MY MIND Tyrone Davis, Dakar SD 9005 (S)	16	46	46	OUTTA SEASON Ike & Tina Turner, Blue Thumb BTS 5 (S)	2
22	21	STONE SOUL Mongo Santamaria, Columbia CS 9780 (S)	17	47	41	SOUND OF SEXY SOUL Delphonics, Philly Groove LP 1151 (S)	19
23	—	LET THE SUN SHINE IN Diana Ross & the Supremes, Motown MS 689 (S)	1	48	48	THE SOUL VIEW NOW! Bettye Swann, Capitol ST 190 (S)	3
24	25	MARVIN GAYE & HIS GIRLS Tamla TS 293 (S)	3	49	49	BOUND TO HAPPEN William Bell, Stax STS 2014	2
25	23	PROMISES, PROMISES Dionne Warwick, Scepter SPS 571 (S)	27	50	—	LIVE AND WELL B. 8. King, Bluesway BLS 6031 (S)	1

Soul Sauce

• Continued from page 40

occupy the site that formerly housed Epic Records at 1777 North Vine Street. . . . **The Shades of Brown** has signed with Cadet and will be produced and managed by **Bobby Miller**, who also produces the **Dells**. . . . Cotillion still has high (chart) hopes for **Brook Benton's** "Nothing Can Take the Place of You," while Atlantic is trying to raise **Gloria Walker's** "Walking With My New Love" out of the South. . . . **The Temptations'** contemplated move from Motown probably won't materialize, though the group still wants to set up their own record company while recording for Motown with the UNIFICS' manager-producer **Guy Draper**. . . . Thank you, **Bill Futterer** of WAYN in Rockingham, N. C., for your kind words about **Soul Sauce**. Deejays and soul folk who have anything nice to say about **Soul Sauce** are encouraged to write very long letters. Those opposed should talk to themselves. Or call me, **Ed Ochs**, at (212) 757-2800. . . . Atco has bought "Funky Virginia," by **Sir Guy & The Rocking Cavaliers** on the D.P.C. label out of Virginia, where it hit the top spot. . . . **Curtis Mayfield & the Impressions** will appear at the finals of the "Miss Black America Beauty Pageant 1969" Aug. 22 at Madison Square Garden. Mayfield will write the theme song and the Impressions will sing it to the winner. . . . Bell has bought distribution on **Clifton Chenier's** "Black Gal," formerly on the Bayou label. The disk has been scoring in Texas and Louisiana. . . . Another purchase by Atlantic: "Non Support," by **Ironing Board Sam**. . . . **Clarence Carter** opens at Mr. Kelly's in Detroit, July 25-28. . . . New market entries by: the **Soul Notes** with "How Long Will It Last" on the MGM-distributed Way Out label; **Jimmy Randolph** with "Let's Work Together" on Rama Rama; and **Charlie McClendon & the Magnificents** with "We're Gonna Hate Ourselves in the Morning" on **Jerry Ross'** Bell-distributed Colossus label. . . . **Bobby Poe**, editor of **Soul Music Survey**, reads **Soul Sauce**. Do you?

Phila. Tour of Europe Set

PHILADELPHIA—The Philadelphia Orchestra, under music director Eugene Ormandy, will make its fourth tour of Europe next spring. Arrangements have been completed for Ormandy and the Philadelphia to perform 20 concerts in a four-week tour covering 12 European cities and seven countries.

The tour will open in Italy's Florence Festival on May 12 and 13. Other cities to be visited include Milan, Hamburg, Bonn,

Wuppertal, Vienna, London, Rotterdam, Monte Carlo, Lisbon and Oporto.

Ormandy and the orchestra last toured Europe in 1958, performing in 27 cities and 14 countries including the Soviet Union. Other European tours were in 1949 and 1955. The last foreign tour made by Ormandy and the Philadelphia was two years ago when they made their first tour of Japan.

Vox Jox

• Continued from page 36

There's a deejay job open with WIND in Chicago, but you'd better hurry if you want it. . . . **Pat West** has resigned as manipulator of the Record Company Relations Department of the Intercollegiate Broadcasting Systems to join **Everette Hayes Jr.** and Associates in Chicago. Congratulations, Pat. . . . **K. E. Spengler**, general manager of WCVS, 3055 South Fourth Street, Springfield, Ill., has about 3,000 old 78-r.p.m. records, some of which date back to the middle 1930's, that are beginning to create a storage problem. He asks: "Is there any organization, publication, or the like that is interested in them. To be quite frank, I am not sure whether we have a pile of junk or something of considerable value." He likes to hear from people interested in the records.

★ ★ ★

Mal Faris has joined CFRW in Winnipeg, Canada; he'd been with CKWL, Calgary. . . . Re: Getting better record service, a note from program director **Jim Travis** at WHMA in Anniston, Ala.: "About two years ago, Billboard ran an excellent article by WLAC's music director (I don't remember his name, but the article was saved). He said, more or less, write and ye shall receive. Ever since, I've been writing and receiving—from Warner Bros./Reprise, A&M, Liberty, etc."

★ ★ ★

Vernon Winslow, also an assistant professor at Dillard University, has racked up his 20th anniversary as **Doctor Daddy-O** with WYLD, New Orleans. He's on 7-10 p.m. nightly. My sincerest compliments, Vernon. . . .

Carl W. Vandagriff, general manager of WOWO in Fort Wayne, Ind., has been promoted to vice-president of Group W. . . . The new line-up at WKPE-FM, a stereo rock station at Cocoa, Fla., goes: **Bill Baker**, **Al Radlein**, **Tony Raven**, and program director **Rick Morton**. Station is automated 10 p.m.-6 a.m. with non-stop rock. . . . **Ron Huntsman**, program director of KQXI in Denver, evidently quit over a management decision not to play that "Ballad of John and Yoko" single. **Mark Riley**, **John Vezmar**, and **Joe Primrose** are also gone in a format change by the station (see story). **Stan Johnson** of KQXI had already left to join KIMN in Denver.

★ ★ ★

Frank Young, air personality at WCAO in Baltimore, writes: "What has happened to **Big Jackson Armstrong**? I refer to the original—**John Larsh**. A good friend of mine. I spoke with him about two weeks ago. He had not found a job at that time. What's the matter? Hasn't New York or Chicago heard him yet. I have. Believe me, brother, there is no stronger night jockey in the county. To hear Jack is to hear what a rocker should sound like at night. Maybe it's about time WABC gave his sound a listen. Jack is ready for New York. Question is: Are they ready for him? I get dragged when I think of such a great guy as Jack, with all that talent, being out a job." Me, too, Frank. **Jack Armstrong's** phone is: 919-482-3085. The line-up at WCAO, now, goes **Robert C. Allen** 6-10 a.m., **Gene Creasy** 10-noon, **Allen Field** noon-3 p.m., **Johnny Dark** (not another one!), **Frank Young** 7-midnight, and **Big Jack Edwards** midnight-6 a.m.

Another Major TAPE Event . . .

the 3rd Tape Cartridge Forum

Sponsored by
Billboard and Merchandising Week
 August 3-6, 1969

Hotel Mark Hopkins, San Francisco, California

Handy Show Is Winner & Loser

• Continued from page 40

singer **Bukka White**, **Sun Smith**, and the **World's Greatest Jazzband**.

However, only about 2,000 persons attended the concert that climaxed three days of the **Memphis Country Blues Festival** at **Overton Park Shell**.

The **Handy Memorial Concert** is expected to become an annual event here.

when answering ads . . .
 Say You Saw It in
Billboard

"PUT A LITTLE LOVE IN YOUR HEART"

#66385



by JIMMY HOLIDAY,
RANDY MYERS &
JACKIE DE SHANNON

Think of your fellow man
Lend him a helping hand
Put a little love in your heart
If you see it's getting late
Oh please don't hesitate
Put a little love in your heart

CHORUS

And the world will be a better place
And the world will be a better place
For you and me
You just wait and see
Take a good look around and
If you're lookin' down
Put a little love in your heart
I hope when you decide
Kindness will be your guide
Put a little love in your heart
And the world will be a better place
And the world will be a better place
For you and me
If you just wait and see
Put a little love in your heart

Another day goes by
And still the children cry
Put a little love in your heart
If you want the world to know
We won't let hatred grow
Put a little love in your heart
And the world will be a better place
And the world will be a better place

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JACKIE DE SHANNON

Produced by: VME

Imperial Records 
Entertainment from
Transamerica Corporation

Country Music

British Promoter Conn Sets Up U. S. Label; Forms Talent Tour

NASHVILLE — British Promoter Mervin Conn, who promoted the successful country music show at Wembley Pool, London, on Easter Saturday, now has established an American label and other operations in New York, Los Angeles and here.

Conn, on his most recent trip, also made arrangements to represent Capitol artists in Europe, lined up new talent for British tours, and finalized plans for participation in the CMA-sponsored International Seminar during the "Grand Ole Opry" birthday celebration next October.

Finally, Conn set up his Second International Festival of Country Music, a two-day program established for next March 27-28, which will include at least two of the artists who went over so well this year, Loretta Lynn and George Hamilton IV. Conn said this year's show, also at Wembley Pool, would be seen on the ABC television network here. Plans for European distribution also are being made, all of it in color.

Conn said his first English tour would include cities in which country music has not played before. The artists listed for the tour are Conway Twitty, Loretta Lynn, George Hamilton IV and an English act called the

Orange Blossom, currently signed to Epic. The Sept. 25 to 28 tour will cover London, Birmingham, Grenada, Southampton, Sheffield and Belfast. The tour will then move on to Liverpool and Manchester.

The next tour, beginning Nov. 1 at Liverpool, will feature Marty Robbins and John Wesley Ryles I. On consecutive days the tour will play the London Paladium, Glasgow, Dublin, Belfast, Manchester, Walthamstow and Bristol.

Tour number three features Buck Owens, starting Nov. 19,

going to Dublin, Belfast, Glasgow, Liverpool, and a "London venue not yet decided."

Conn said he is in the process of opening a New York office, to be known as Chandos, Inc., a part of Dandy Productions, Ltd., in London. His records, featuring English country artists, will be on the Carnaby Label. His promotions will be handled in Nashville through Emily Bradshaw of Promotions by Emily, who has handled all his arrangements here. Distribution of his records likely will be done on the West Coast.

Country Stations Polled On Programming Methods

NASHVILLE—Results of a radio station survey conducted by Dal-Hart Enterprises among stations programming only country music are substantially the same as an independent survey recently taken for Billboard which includes stations of all types.

Questionnaires were mailed using the Country Music Association's latest list and lists of various disk jockeys.

"Authenticity of the survey tabulation can be seen in a correlation of percentages as re-

ceived in another independent survey conducted by Readex, Inc.," the Dal-Hart report stated. "The results of similar questions about trade publications were almost identical . . ." the survey pointed out. The return sampling came from all areas of the U. S. and Canada.

In addition to the other findings, the Dal-Hart survey showed that in 66 per cent of the stations, only one person selected new music; 58 per cent of the stations published a survey of hit records, and only 2 per cent of those would not mail the survey upon request. The largest percentage promote live country shows and also like artist recorded promotions and interviews. Most of those who answered the questionnaire were program directors.

The survey showed that 83 per cent of those polled subscribed to Billboard. The figure for Billboard was higher than the combined total of the other trade papers.

'Hee Haw' Is Called Hayseed

NASHVILLE — A consensus of the country music industry here described "Hee Haw," the new CBS summer show, as something of an abomination. (See review Radio section.)

"The show creates an image it took the industry 20 years to destroy," said one record pro- (Continued on page 48)

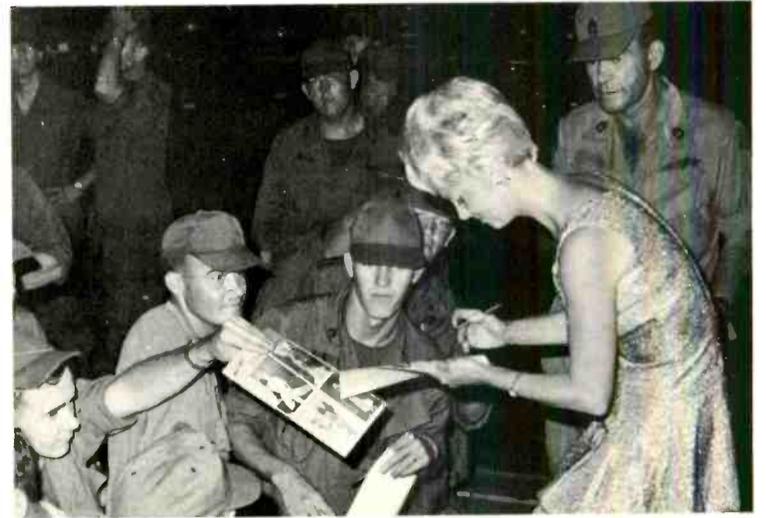
THREE MORE FRANCHISES SPRING UP IN NASHVILLE

NASHVILLE—The start of three more franchise operations involving music artists were announced this past week.

In Mobile, Ala., dedication of the first Kitty Wells Country Kitchen took place, inaugurating a chain of such operations.

In Houston, a series of franchised restaurants involving former Nashville drummer and now Hollywood personality Phil Harris, and Nashville restaurateur Mickey Crighton was revealed.

And, in Oklahoma City, announcement of a Conway Twitty chain was held. This chain, featuring "Twitty Burgers," also will have an "Iddy-biddy Twitty Burger" for children, and has the slogan on its sign: "Tweat Yourself to a Twitty-burger."



CRISTY LANE, Spar recording artist, signs autographs for fighting men in Vietnam during a lengthy tour which took her to the battlefronts.

Nashville Office Opened by Jaulus

NASHVILLE — Paul Jaulus & Associates will open an office here in July under the direction of Barbara Starling, formerly with Decca.

Miss Starling, who has an established record in artist relations, promotion and public relations, will open the Nashville branch of the New York firm in July in the Hubert Long building at 806 16th Avenue South, on Music Row.

Her first clients will be the country division of Kapp Records, and Johnny Wright and Kitty Wells. Other artists and firms are expected to be added shortly.

Jaulus, former public relations director for Decca in New York,

handles such clients there as the Irish Rovers, Burl Ives, the Kapp pop product, and the Dub Albritten organization.

"In Nashville, I will be working primarily with the country product," Miss Starling said, "but naturally we will expand in all directions."

The Nashville office plans to work with companies and with individual artists, but will be select in its clientele.

Prior to her association with Decca, Miss Starling was coordinator and copywriter for Noble-Dury, a large advertising firm, and was production supervisor for syndicated films by Show Biz, at that time a part of the Noble-Dury complex.

Nashville Scene

Glen Campbell plans to do his first recording here in October during the week of the Music City Invitational Golf Tournament. He revealed this during an interview with WSM's Marian Smith. Until now, all his successful recordings have been on the West Coast. . . . Capitol's Wanda Jackson will perform an album live at Mr. Lucky's in Phoenix July 22 to 25. Owner Bob Sikora says another Mr. Lucky's will open in Denver in July. . . . Dot's Roy Frusay won plaudits from Vic Harris of the Lancer's Club in Wichita, who called him one of the best money-makers in the four-year history of the club. . . . Rob Townsend, who just finished a part in the "High Chapparell" series for next fall, rushed from Phoenix to Nashville

to cut an album on the life of Christ at the new Monument Studios.

Alice Creech of Northstate Records came over from North Carolina to do a new session, and (Continued on page 48)

Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .

- Come on Home—Sally Marcus—(K-Ark)
- Excedrin Headache No. 99—Liz Anderson—(RCA)
- Individual of Society—Basis of the Thing (Chi-Line)
- Here Comes Heaven—Jack Hunt—Northland
- Plastic Fantastic Lover—The Jefferson Airplane (RCA)
- Losing You—Will Bang—Geauga
- I Think I'll Lose My Mind—Jeannie Dee (National)
- Thing of the Past—The Unwanted Children (Murbo)
- Kaleidoscopic—Shiva's Head Band—(Ignite)
- Ladder of Love—Jack Nelson (Kajac)
- Harvey's Got Everything—Harold Crosby (Pine)
- Night Train to Memphis—Eddy & Ann (Bryte)
- Super Sonic Blast—Alex Williams—(Woodruff)
- One of a Crowd—Carolyn Duncan (K-Ark)
- The Twelve Most (Album)—(Delicks)
- A Time for Us (Album)—Merrill Womach—(DJ)
- Honey Sweet Gospel (Album)—The Moore Family (Malinda)
- Sinking—The Road Runners (Kama)

For Promotion, Distribution, Deejay Coverage, Press Release Service, Major Label Contacts, Movie Promotion see Brite-Star's Ad in Billboard's Class. Mart Today; SEND YOUR RECORDS FOR REVIEW TO: Brite Star Promotions, 209 Stahlman Bldg., Nashville, Tenn.

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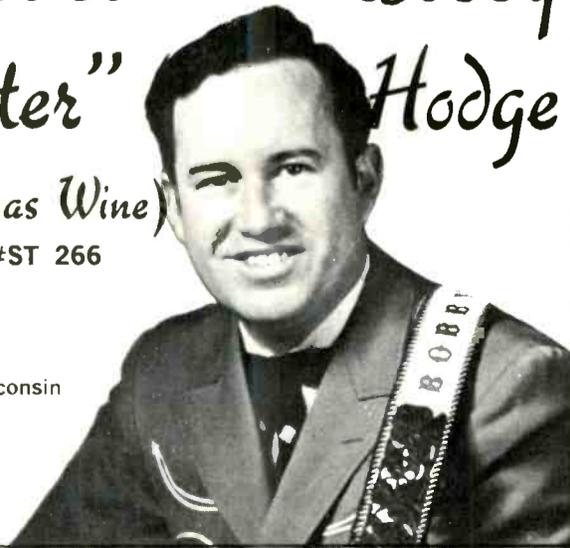
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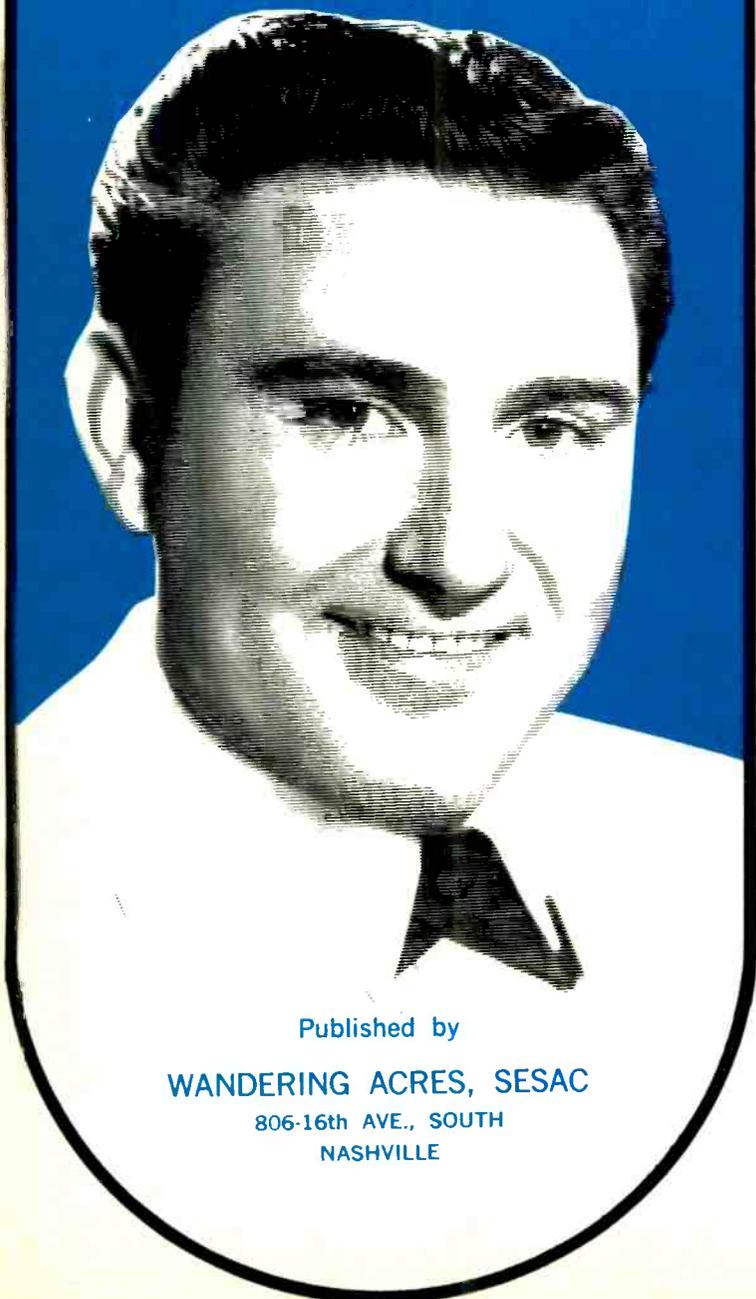
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WEBB PIERCE 'THIS THING'

DECCA 32508

picked by all trades...



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NASHVILLE

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 6/28/69

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

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
1	1	RUNNING BEAR Sonny James, Capitol 2486 (Big Bopper, BMI)	8	39	46	WHO'S GONNA TAKE THE GARBAGE OUT Ernest Tubb & Loretta Lynn, Decca 32496 (Ridge, BMI)	3
2	3	STATUE OF A FOOL Jack Greene, Decca 32490 (Sure-Fire, BMI)	8	40	47	SPRING Clay Hart, Metromedia 119 (Motola, ASCAP)	5
3	5	CAJUN BABY Hank Williams Jr., MGM 14047 (Fred Rose, BMI)	9	41	42	DON'T GIVE ME A CHANCE Claude Gray, Decca 32464 (Tree, BMI)	9
4	4	I LOVE YOU MORE TODAY Conway Twitty, Decca 32481 (Stringberg, BMI)	8	42	43	UNSTAIRS IN THE BEDROOM Bobby Wright, Decca 32464 (Tree, BMI)	7
5	2	GAMES PEOPLE PLAY Freddy Weller, Columbia 4-44800 (Lowery, BMI)	12	43	44	THIS GENERATION SHALL NOT PASS Henson Cargill, Monument 1142 (Bluecrest, BMI)	5
6	8	LEAVE MY DREAMS ALONE Warner Mack, Decca 732473 (Page Boy, SESAC)	9	44	50	IT'S DYNAMITE Peggy Sue, Decca 32485 (Sure-Fire, BMI)	4
7	10	JOHNNY B. GOODE Buck Owens & His Buckaroos, Capitol 2485 (Arc, BMI)	6	45	48	TRUCK STOP Jerry Smith, ABC 11162 (Papa Joe's Music House, BMI)	7
8	9	ONE HAS MY NAME Jerry Lee Lewis, Smash 2224 (Peer Gynt, BMI)	5	46	55	YESTERDAY WHEN I WAS YOUNG Roy Clark, Dot 17246 (Tro-Darimouth, ASCAP)	4
9	6	MR. WALKER IT'S ALL OVER Billie Jo Spears, Capitol 2436 (Barmour, ASCAP)	11	47	60	ALWAYS, ALWAYS Porter Wagoner & Dolly Parton, RCA 74-0172 (Sawgrass, BMI)	8
10	7	I'LL SHARE MY WORLD WITH YOU George Jones, Musicor 1351 (Glad, BMI)	14	48	29	YOU GAVE ME A MOUNTAIN Johnny Bush, Stop 257 (Mojave, BMI)	15
11	17	BE GLAD Del Reeves, United Artists 50531 (Passkey, BMI)	6	49	52	'TILL SOMETHING BETTER COMES ALONG Bobby Lewis, United Artists 50528 (Passkey, BMI)	5
12	12	SINGING MY SONG Tammy Wynette, Epic 5-10462 (Gallico, BMI)	12	50	53	THAT'S WHY I LOVE YOU SO MUCH Ferlin Husky, Capitol 2512 (Hall-Clement, BMI)	2
13	14	OLD FAITHFUL Mel Tillis, Kapp 986 (Cedarwood, BMI)	11	51	56	CANADIAN PACIFIC George Hamilton IV, RCA 74-0171 (Blue Echo, BMI)	2
14	11	WHEN TWO WORLDS COLLIDE Jim Reeves, RCA 74-0135 (Tree, BMI)	12	52	54	EVERYBODY WANTS TO GO TO HEAVEN Ed Bruce, Monument 1138 (Pamper, BMI)	6
15	16	SMOKEY PLACES Billy Walker, Monument 1140 (Binlyn/Arc, BMI)	8	53	68	WHEN SHE TOUCHES ME Johnny Duncan, Columbia 4-44864 (Brookmont, BMI)	2
16	13	(MARGIE'S AT) THE LINCOLN PARK INN Bobby Bare, RCA 74-0110 (Newkeys, BMI)	16	54	—	BUT FOR LOVE Eddy Arnold, RCA 74-0175 (Ampco, ASCAP)	1
17	22	DON'T LET ME CROSS OVER Linda Gail & Jerry Lee Lewis, Smash 2220 (Martin, BMI)	6	55	58	HEAVEN BELOW John Wesley Ryles, Columbia 4-44819 (Viva, BMI)	7
18	19	WHY YOU BEEN GONE SO LONG Johnny Darrell, United Artists 50518 (Acuff-Rose, BMI)	10	56	40	STRAWBERRY FARMS Tom T. Hall, Mercury 43162 (Funny Farm, BMI)	8
19	25	ALL FOR THE LOVE OF A GIRL Claude King, Columbia 44833 (Vogue, BMI)	7	57	51	TOO MUCH OF A MAN Arlene Hardin, Columbia 44783 (Window, BMI)	9
20	24	GOOD DEAL LUCILLE Carl Smith, Columbia 4-44816 (Acuff-Rose, BMI)	10	58	63	YOUR LOVIN' TAKES THE LEAVING OUT OF ME Tommy Cash, Epic 10469 (Norma/SPR, BMI)	2
21	20	CALIFORNIA GIRL Tompall & the Glaser Brothers, MGM 14036 (Jack, BMI)	15	59	61	SWEET BABY GIRL Peggy Little, Dot 17259 (Black White, BMI)	2
22	18	ONE MORE MILE Dave Dudley, Mercury 72902 (Newkeys, BMI)	14	60	—	EVERYDAY I HAVE TO CRY SOME Bob Luman, Epic 5-10480 (Pic/Combine, BMI)	1
23	23	I'M A DRIFTER Bobby Goldsboro, United Artists 50525 (Detail, BMI)	9	61	74	HOLD ME, THRILL ME, KISS ME Johnny & Joni Mosby, Capitol 4729 (Mills, ASCAP)	2
24	15	MY LIFE Bill Anderson, Decca 32445 (Stallion, BMI)	18	62	—	I'M DOWN TO MY LAST "I LOVE YOU" David Houston, Epic 5-10488 (Gallico, BMI)	1
25	45	BIG WIND Porter Wagoner, RCA 74-0168 (Tree, BMI)	3	63	65	HAPPINESS LIVES IN THIS HOUSE Mac Curtis, Epic 10468 (Tree, BMI)	6
26	38	MY GRASS IS GREEN Roy Drusky, Mercury 43162 (Funny Farm, BMI)	4	64	70	IT TAKES ALL NIGHT LONG Cal Smith, Kapp 994 (Forest Hills, BMI)	3
27	30	THE DAYS OF SAND AND SHOVELS Waylon Jennings, RCA 74-0157 (Lonzo & Oscar, BMI)	6	65	67	IT'S ALL OVER Bob Luman, Hickory 1536 (Acuff-Rose, BMI)	4
28	36	ALL I HAVE TO OFFER YOU (Is Me) Charley Pride, RCA 74-0167 (Hill & Range/Blue Crest, BMI)	3	66	66	ONCE MORE Leona Williams, Hickory 1536 (Acuff-Rose, BMI)	5
29	32	ROME WASN'T BUILT IN A DAY Hank Snow, RCA 74-0151 (East Star/Tennessee, BMI)	5	67	—	LOVIN' SEASON Bill Wilbourn & Kathy Morrison, United Artists 537 (Acuff-Rose, BMI)	1
30	31	WHERE'S THE PLAYGROUND SUSIE? Glen Campbell, Capitol 2494 (Ja-Ma, ASCAP)	8	68	69	IN THE GHETTO Elvis Presley, RCA Victor 47-9741 (B-N-B/Gladys, ASCAP)	3
31	27	LET'S PUT OUR WORLD BACK TOGETHER Charlie Louvin, Capitol 2448 (Husky, BMI)	11	69	73	LOVE IS A GENTLE THING Barbara Fairchild, Columbia 4-44797 (Champion, BMI)	5
32	35	BOO DAN Jimmy Newman, Decca 32484 (Newkeys, BMI)	5	70	71	WHAT MAKES YOU SO DIFFERENT June Stearns, Columbia 4-44852 (Acclaim, BMI)	4
33	28	SOLITARY Don Gibson, RCA 74-0143 (Fred Rose, BMI)	9	71	59	DEARLY BELOVED David Rogers, Columbia 4-44796 (Acclaim, BMI)	7
34	41	CUT ACROSS SHORTY Nat Stuckey, RCA 74-0163 (Cedarwood, BMI)	4	72	—	THE RIB Jeannie C. Riley, Plantation 22 (Singleton, BMI)	1
35	49	BEER DRINKIN' MUSIC Ray Sanders, Imperial 66366 (Viva, Tunesville, BMI)	6	73	—	PROUD MARY Anthony Armstrong Jones, Chart 5017 (Jondoro, BMI)	1
36	37	I AM A GOOD MAN Jack Reno, Dot 17233 (Tree, BMI)	8	74	—	WHEREVER YOU ARE Johnny Paycheck, Little Darlin' 0060 (Mayhew, BMI)	1
37	39	DELIA'S GONE Waylon Jennings, RCA 74-0157 (Davis/Baron, BMI)	5	75	75	DRINK CANADA DRY Bobby Barnett, Columbia 4-44861 (Window, BMI)	2
38	72	"NEVER MORE" QUOTE THE RAVEN Stonewall Jackson, Columbia 4-44863 (Delmore, ASCAP)	3				



'Look Out' Top Ten

LUKE THE DRIFTER

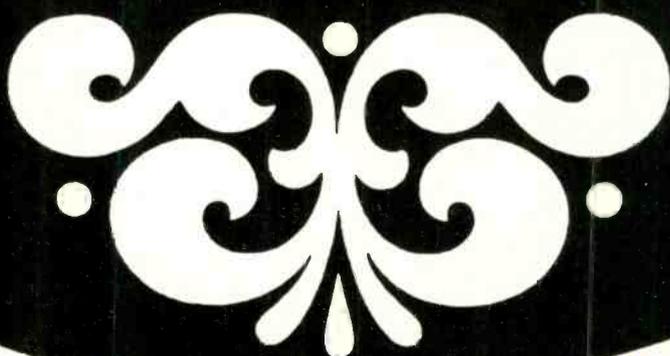
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Country Music

Nashville Scene

• Continued from page 44

will have her next single out within a week or two. . . . Bobby Reed, K-Ark, has been retained to host each week "The Oklahoma Hayride," just getting under way at Westville, Okla., each Thursday night. The show is handled by Modco Productions and Promotions of Lincoln, Ark. He currently has a regional favorite, "Ft. Smith Arkansas Women". . . . On June 11, graduation-eve, KRAK, Sacramento, read the 1,408 names of the graduating class of Sacramento City College. . . . One of the 24 guest acts slated for appearances with the Loretta Lynn radio will be signed to a year's recording contract with Dot Records. The contest is open to all types of amateur Country Music acts. . . . The Stoneman's have been recording, off and on, for a number of weeks and hope to have a new release ready by the end of June. . . . The recent Country and Western Festival on the West Coast was accident prone. Johnny Bond suffered a broken tooth, Lorene Mann chopped off the tip of a finger, and Ferlin Husky fell off a ramp, seriously injuring himself. He's been transferred to a Nashville hospital where he will undergo prolonged treatment for back and neck injuries. . . . Dot artist Peggy Little & Tommy Overstreet have signed booking contracts with the Hubert Long Agency.

Bar-Mac, a new label out of Smyrna, Ga., has as its officials Vern Kendrick and Bob Mc-Knight. Its first country artist is Clayton Head. Bill Martin is handling publicity. The firm reportedly is working with Liberty for distribution. . . . Louise Scruggs now is taking concert bookings for the new Earl Scruggs group, which includes contemporary as well as country music. . . . Christy Lane performed more than 120 shows on a three-month tour of Vietnam. The show included Tiny Harris and the Talkabouts. After some rest, she starts on tour July 5 with fair dates with her regular band, the Mistymen. She also has a new release coming out on Spar titled "Woman Is Man's Best Friend." . . . Little Richie Johnson back home after a California tour with Faron Young and his show.

'Hee Haw' Is Called Hayseed

• Continued from page 44

ducer. "It should never have been allowed on the air."

A noted songwriter said, "the show never should have been allowed on the air. It makes all country music look like barnyard material again."

"It is program of choppy, disorganized, hayseed material with incredibly bad jokes and familiar situations from the past," a booker said. "The singing talent was great, but it was overwhelmed by the other bad things. I'm only surprised that great artists such as Buck Owens, Charley Pride and Roy Clark allowed it to happen."

A Nashville publisher said he could not believe that CBS was serious about this. "It makes all of us in the music industry want to hide our heads," he said.

"I had an opportunity to be on the show, but had a conflict in schedule," one artist added. "Right now I'm glad I couldn't make it."

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 6/28/69

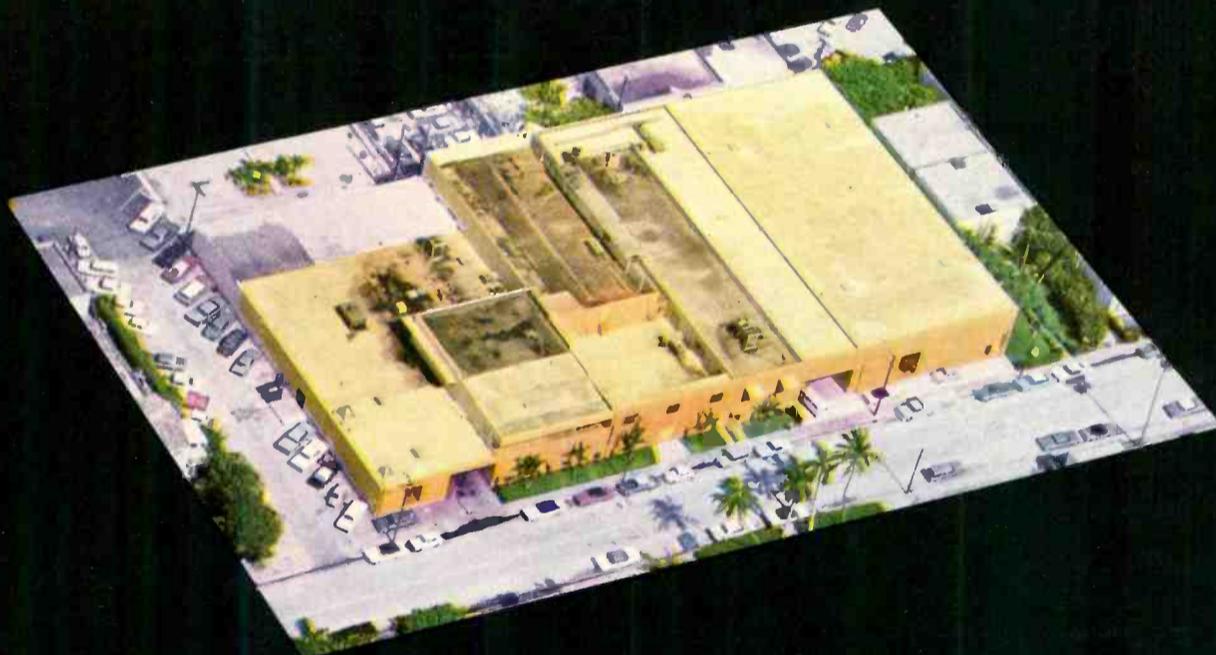
★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	GALVESTON Glen Campbell, Capitol ST 210 (S)	13
2	3	SONGS MY FATHER LEFT ME Hank Williams Jr., MGM SE 4621 (S)	12
3	4	HALL OF FAME VOL. 1 Jerry Lee Lewis, Smash SRS 67118 (S)	8
4	2	YOUR SQUAW IS ON THE WARPATH Loretta Lynn, Decca DL 75084 (S)	17
5	5	UNTIL MY DREAMS COME TRUE Jack Greene, Decca DL 75086 (S)	16
6	6	DARLING YOU KNOW I WOULDN'T LIE Conway Twitty, Decca DL 75105 (S)	7
7	10	SAME TRAIN, DIFFERENT TIME Merle Haggard, Capitol SWBB 223 (S)	6
8	8	HALL OF FAME VOL. 2 Jerry Lee Lewis, Smash SRS 67118 (S)	8
9	7	STAND BY YOUR MAN Tammy Wynette, Epic BN 26451 (S)	21
10	9	CHARLEY PRIDE . . . IN PERSON RCA Victor LSP 4094 (S)	21
11	11	WICHITA LINEMAN Glen Campbell, Capitol ST 103 (S)	33
12	19	CARROL COUNTY ACCIDENT Porter Wagoner, RCA LSP 4116 (S)	18
13	12	JUST TO SATISFY YOU Waylon Jennings, RCA Victor LSP 4137 (S)	13
14	14	CONNIE'S COUNTRY Connie Smith, RCA Victor LSP 4132 (S)	9
15	15	ONE MORE MILE Dave Dudley, Mercury SR 61215 (S)	9
16	16	SMOKEY THE BAR Hank Thompson, Dot DLP 25932 (S)	7
17	13	JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	55
18	17	BEST OF BUCK OWENS, VOL. 3 Capitol SKA0 145 (S)	16
19	18	HOLY LAND Johnny Cash, Columbia KCS 9726 (S)	21
20	20	JUST THE TWO OF US Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	39
21	21	ONLY THE LONELY Sonny James, Capitol ST 193 (S)	14
22	23	RINGS OF GOLD Dottie West & Don Gibson, RCA Victor LSP 4131 (S)	8
23	22	KAY John Wesley Ryles I, Columbia CS 9788 (S)	12
24	25	I REMEMBER JOHNNY HORTON Claude King, Columbia CS 9789 (S)	6
25	28	MORE NASHVILLE SOUND Nashville Brass, RCA Victor LSP 4162 (S)	3
26	26	MR. WALKER, IT'S ALL OVER Billie Jo Spears, Capitol ST 224 (S)	5
27	27	KEEP 'EM COUNTRY Nat Stuckey, RCA Victor LSP 4123 (S)	6
28	—	I'LL SHARE MY WORLD WITH YOU George Jones, Musicor MS 3177 (S)	1
29	34	THE SENSATIONAL CHARLEY Charley Pride, RCA Victor LSP 4153 (S)	3
30	31	GUILTY STREET Kitty Wells, Decca DL 75098 (S)	10
31	32	CLASS OF '69 Floyd Cramer, RCA Victor ESP 4162 (S)	3
32	33	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)	38
33	40	BUCK OWENS IN LONDON Buck Owens & His Buckaroos, Capitol ST 232 (S)	2
34	35	TODAY Bobby Goldsboro, United Artists UAS 6704 (S)	5
35	24	INSPIRATION Tammy Wynette, Epic BN 26423 (S)	9
36	29	YOU GAVE ME A MOUNTAIN Johnny Bush, Stop 10008 (S)	12
37	37	COUNTRY GIANTS Norma Jean, RCA Victor LSP 4146 (S)	4
38	36	THE HITS OF CHARLEY PRIDE Tommy Alsup & the Nashville Survey, Metromedia MD 1004 (S)	3
39	42	FROM ELVIS IN MEMPHIS Elvis Presley, RCA Victor LSP 4155 (S)	2
40	41	PORTRAIT OF BILLY Billy Walker, Monument SLP 18116 (S)	3
41	39	BLUE RIBBON COUNTRY, VOL. 2 Various Artists, Capitol STBB 217 (S)	4
42	44	SINGS LIKE A BIRD George Morgan, Stop LP 10009 (S)	3
43	43	THE COUNTRY BEAT Warner Mack, Decca 75092 (S)	2
44	—	STATUE OF A FOOL Jack Greene, Decca DL 75124 (S)	1
45	—	(MARGIE'S AT) LINCOLN PARK INN Bobby Bare, RCA Victor LSP 4177 (S)	1

Billboard Spotlights:

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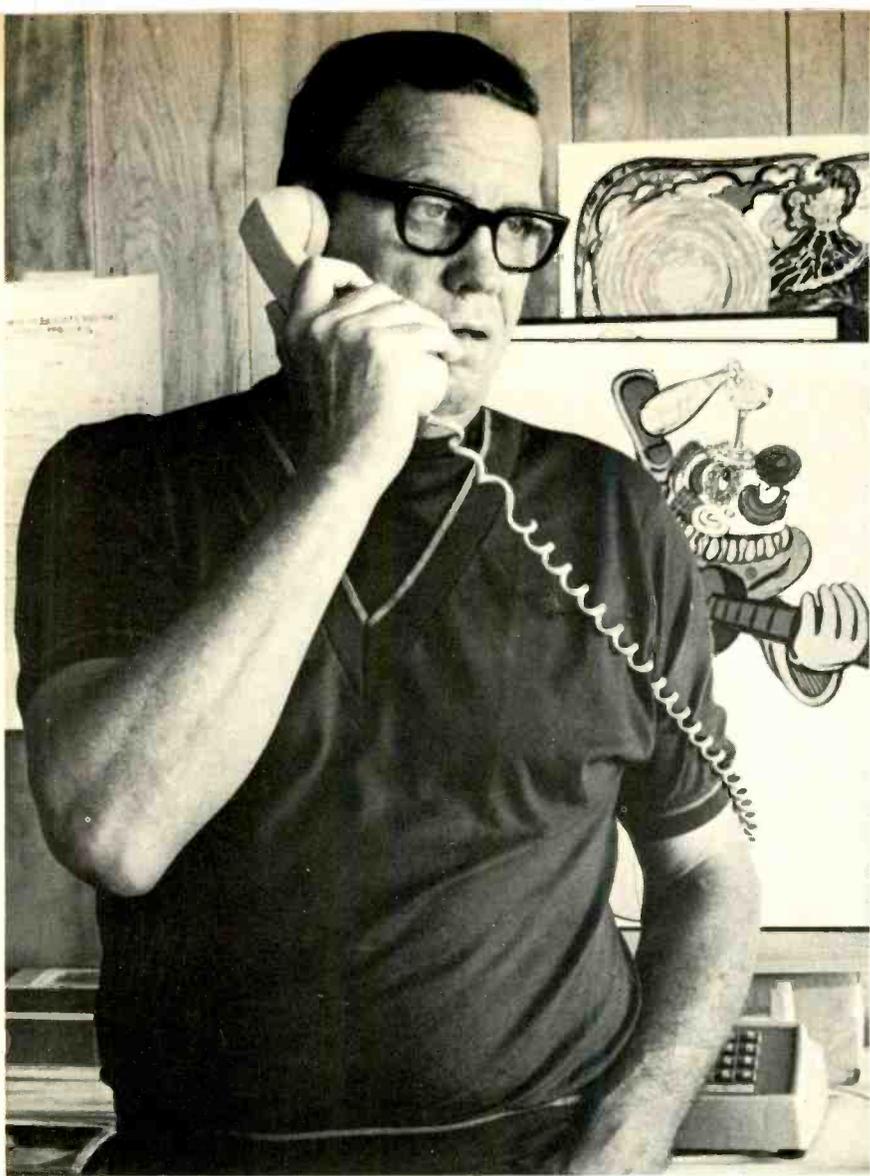
Thank you,
Charlie



SCREEN GEMS/COLUMBIA MUSIC, INC.



ROOSEVELT MUSIC CO., INC.



Charles Hansen

Hansen Presses Whirl Out Music

The sun is bright, palm trees wave gently in the Miami Beach breeze, and the roar of printing presses establishes a constant pulsating sound.

Amid the smell of printer's ink and the hand engraving of musical notes, Charles Hansen likens his company to a daily newspaper. "That's what we really are," he notes, the roar of his six multi-color presses and the spinning off of sheet music and folios six days—sometimes seven—proving the point.

Hansen's operation is a self-contained production company with \$1 million worth of equipment which can print and shape products of the "paper" aspect of the music business. Books, instruction manuals, song sheets—a potpourri of items emphasizing a colorful, graphic approach to the selling of music are all part and parcel of the Hansen concept.

Hansen has much to be proud of. On July 13 he celebrates 25 years in the music business.

Hansen is prone to emphasize the point that his company operates like a daily newspaper, gearing itself to creating and printing music products with speed and alacrity. The 56-year-old executive keeps his ears open to the pop music field and moves his organization to line up top artists for folios and to develop songbooks which attempt to duplicate the contents of a top artist's album.

"We can produce internally up to a 32-page book within 24 hours if we have to," Hansen says. This takes a lot of drive, determination and an enthusiastic staff which will work on the weekends to accomplish a rush project. It often happens.

Hansen publishes about one new book and one new song sheet every day, for a total of 30 sheets and 30 folios a month. Last year, Hansen estimated he sold 5 million of the 5½ million books he printed. His gross in 1968 was \$7 million from publishing and another \$2 million from the jobbing and retail division which is principally in California.

Hansen sells through 2,000 dealers but he has his eyes set on a 10,000 goal network of retail stores. He has begun racking his products through a number of major mass merchandisers including Handleman, Musical Isle, Dave Rosen and Disco. Columbia Records is also working with Hansen to place his product in locations they service with disks.

Hansen has 20 distributors in the U. S. and three in Canada. He estimates that he controls one-half of the pop music market and that his sales reflect 25 per cent of the entire printed music business in this country.

But he emphasizes that his company is not only noted for its printing capability, but for its artistic production ability. "We represent so many top publishers that we have to produce a lot of material."

This demand for product is reflected in the strong smell of ink which permeates much of the downstairs floor at the company's Miami Beach 16,000-square-foot warehouse/headquarters facility. Downstairs translates into the mechanical guts of the opera-

tion, where offset presses generate a drum beat like rhythm as paper spins quickly through the machinery. While upstairs arrangers, artists, engravers—including the company's own metal engraving "flintstones" crew and office staff quietly go about their own jobs, in stark contrast to the heavy, driving sounds downstairs in the print departments.

Hansen has no set office. He sits at a circular desk full of his printed material in the new product promotion department. But he is as prone to make a command decision standing in the warehouse or in Phil Tannen's (the production department head) office.

"Phil! We've got to move that special guitar book on 'Gitarzan.' Get it on the press right away." Tannen replies affirmatively.

A few minutes later another thought comes to mind. "Phil, I want to get that choral work on 'Oh Happy Day' out right away." The same response from Tannen who is accustomed to moving quickly once Hansen makes a point.

Right now Hansen is optimistic about the new direction he will be taking his company. Hansen Publications is going to utilize audio/visual aids to work in concert with printed music. "We will get into cassettes for instructional purposes and we're going into film strips for choral works. This way we can break apart editions into voicing for a quick look-see. The business is moving so fast that we have to adopt these aids. Hansen is already inserting tiny 3⅞-inch plastic disks with certain miniature score books for bands; plus 45 rpm and small 7" LP records with books.

When Hansen started out in the music business as Jack Mills' national sales manager at the age of 21, the song was the message. He worked for Mills four years and then shifted to Buddy Morris, where he was involved in sales and production work for five years. Publishing a song with simple, infectious qualities was the desire of every company prior to those World War II days.

Hansen's love for music carried over into his Army career where he started his own company and when he got out of the service, he opened an office in the Rose-land building in Manhattan. "It cost us \$10 a month for a room with no windows. I'll always remember that," Hansen recalls. Today the blue Florida sky is visible in many of the offices in the company's headquarters.

The first songs Hansen licensed were "Twilight Time" by Mickey Campbell, "There I've Said It Again" by Red Evans, and "There Must Be a Way" by Jack Ostfeld. Hansen had the songs arranged for all instruments and the music sold for 35 cents. There were four tunes per item.

Hansen's first arrangers were Paul Yoder in the pop band field, William Stickles for tri-chord piano for piano beginners and Ethel Smith for organ solos.

Hansen started right out by licensing people's works. He says there was a need for this service. Did the other

publishers panic? No, he says, because it provided an extra market and extra income.

Today his arrangers include John Brimhall, the noted music educator; Lou Leaman and Howie Ross (both in the arranging field 30 years), Walter Stuart, Jack Coleman, Dr. Willie Lee (Dean of the University of Miami's music school), Bill Oliver and others.

Special instruction material is developed by Brimhall, Sergio Mendes, Roger Williams, Glen Campbell, Jack Coleman, Herb Alpert and Ollie Mitchell and many more.

Today's royalty rate is 5 per cent of the list price to the artist for his name and musical identification with a particular brand of music and 10 per cent to the publisher, who has to pay half of that to the artist for his performance.

Hansen feels that in one sense the publishing business hasn't changed in the 25 years he's been actively involved. And that is that young people still want good song material for their own usage.

The technology of preparing folios has come a long way from basic black and white printing, but the material has to be of interest. "Kids want to play pop songs on their instruments, sing them in school, play them in bands. They have to be available very quickly. The nature of a song today has changed; its life cycle is much shorter and the problems of distribution and communication are more acute."

Hansen Publications' first 12 years were spent in Manhattan. Then the boss decided that working long hours in New York City and traveling many hours to his home weren't the best ways to survive. So he moved himself and his company to Florida where the climate and the sports attire of all the employees make the company look very much like a relaxed, fun-type place despite the "move quickly, get it on the presses right away" modus operandi.

Pop songs are at the core of Hansen's catalog, but his educational works are impressive. "The use of pop music by teachers has changed the business radically," Hansen believes. "Teachers find out there are less drop-outs when pop music is offered to a child and it's in good taste. We make it available by very qualified educators. John Brimhall, for example, one of our salaried arranger-editors, developed new piano methods for grade schools.

Hansen looks to the record industry for guidelines and standards. His belief in four-color packaging is based on the impact he sees in album jackets. His desire for broader marketing through rack outlets is patterned after the successes he has seen for records.

"There is no such thing as a pure music store. It's usually an instrument or record store and our products are considered an accommodation item. That's what we are fighting. We think it's the guts of the business, and that's why we had to go into jobbing and retail."

Hansen Publications derives a reported \$500,000

Continued on page H-4



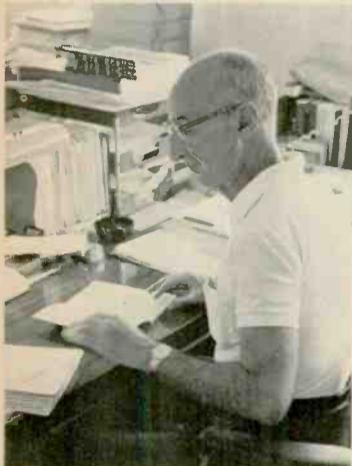
Frank Hackinson (right), sales & general manager, with Buddy Friedlander, district sales manager, WATS telephone sales people are in the rear.



Controller Murray Bass, left, with plant manager Raul Artiles.



John Brimhall, keyboard method specialist and teacher.



Phil Tannen, production manager.



Ruth Bass, head bookkeeper.



Ted Ross, engraving department manager.



Jim Frago, typesetting department manager.



Julien Long, data processing department manager.

Hansen People Ply Their Trade



Phil Irish, billing, accounts receivable manager.



Jerry Howard (standing) and Mauro Defina, color separation specialist.



Maurice Chaponick, bindery department manager with secretary Florence Elner.



Kathy Hansen prepares name plates for mailings.



Jorge Vinals, plant foreman at a five-color offset press.



Bill Irwin, head of the plate preparation department.

Hansen Presses Whirl Out Music

• Continued from page H-3

of its income from its leased departments in the seven Wallichs Music City Stores in the Los Angeles area, \$500,000 from jobbing in the Seattle area through its Capitol Music & Rack Service, and \$1 million from sales in San Francisco through Pacific Coast Music & Rack Service.

Teachers today are more liberal in their acceptance of pop music within their curriculum. "The Beatles broke the barriers down. Kids want to play what they hear and see. Teachers can't have kids playing old songs while they are aware of today's hits."

This desire for current material also creates the marketing problem of getting the song out quickly, but unfortunately there are not that many eager outlets in this country. Sheet music has gone through declining periods in the past, Hansen admits, but has been on the upsurge for a number of years. His company has been so firm in its belief in music that a number of major companies inside and outside the entertainment field have been waving acquisition deals in Hansen's face. He has yet to accept an offer.

There are several distinctive aspects to Hansen's

products. His sheets are 8½ by 11 inches, while other publishers sell 9 by 12-inch paper. He attempts to recreate exactly the cover album art onto a folio and he has the color separation and offset camera departments to accomplish this goal—plus full color presses.

Hansen has begun offering his "U Play All" feature on pop material. A song prepared in this series offers parts on the same sheet for accordion, B flat instruments, C chord organ, C instruments and bass.

Hansen breaks his folios apart as new songs by the artist are added to his catalog of hits. These books are updated as they are reprinted. Miami is the company's main printing facility, but Hansen envisions printing in more and more cities as demand warrants this additional localized facility.

This optimism is based on Hansen's belief in the untapped potential for music. He wants to expand his operation in the sacred and show tune areas. The college bookstore is a virgin area for his printed music.

In his conversations Hansen talks about "keeping up with today's music. We need young people to arrange for us," he says matter of factly. A Miami University student, S. J. Kole, has become the company's first young arranger. Kole did a band book of current

songs. Mike Addelia, a staff man in Arizona, scours the West looking for young students who have the long-range potential for employment. Starting salaries fall in the \$9,000 to \$10,000 range and are comparable, Hansen points out, with the salary of a starting teacher.

Arrangers with top qualifications can earn from \$25,000 to \$75,000 a year in the educational specialty field.

The life of a standard song runs to nearly 20 years, Hansen believes. A pop song can live for one to two years, Hansen offers in comparison.

So "potent" is a pop song that Hansen feels pop music can accomplish sociological results. The more pop music is taught and played in schools, the more young people will enjoy school, goes Hansen's theory. Give them a good, zippy pop song which they know and youngsters will sing and play together. It might even instill racial harmony in some quarters.

When he talks like that, Charles Hansen doesn't sound like a music packager; he sounds very much like many of today's young writers whose music he sells. And as Hansen admits, keeping abreast of today's music is one way of ensuring tomorrow's musical future.

MICKEY MOUSE SALUTES CHARLEY HANSEN

**FOR A LONG
AND HAPPY
ASSOCIATION**

**FOR A LONG
LIST OF
WALT DISNEY
SONG HITS**



- From Walt Disney's "DAVY CROCKETT"
Ballad Of Davy Crockett
Be Sure You're Right
- From Walt Disney's "MARY POPPINS"
Chim Chim Cher-ee
Feed The Birds
Jolly Holiday
Let's Go Fly A Kite
(A) Spoonful Of Sugar
Supercalifragilisticexpialidocious
- From Walt Disney's "IT'S A SMALL WORLD"
It's A Small World
- From Walt Disney's "BAMBI"
Let's Sing A Gay Little Spring Song
Little April Shower
Love Is A Song
Thumper Song
Twitterpated
- From Walt Disney's "PETER PAN"
(The) Elegant Captain Hook
Following The Leader
Never Smile At A Crocodile
(A) Pirate's Life
Peter Pan
(The) Second Star To The Right
You Can Fly! You Can Fly! You Can Fly!
Your Mother And Mine
- From Walt Disney's "CINDERELLA"
Bibbidi-Bobbidi-Boo (The Magic Song)
Cinderella
(A) Dream Is A Wish Your Heart Makes
Oh Sing, Sweet Nightingale
So This Is Love
(The) Work Song
- From Walt Disney's
"THE ONE AND ONLY, GENUINE,
ORIGINAL FAMILY BAND"
Drummin', Drummin', Drummin'
The One And Only, Genuine, Original Family Band
Ten Feet Off The Ground
West O' The Wide Missouri
- From Walt Disney's "THE JUNGLE BOOK"
The Bare Necessities
Colonel Hathi's March
I Wan'na Be Like You
My Own Home
That's What Friends Are For
Trust In Me
- From Walt Disney's
"THE HAPPIEST MILLIONAIRE"
Are We Dancing
Bye-Yum Pum Pum
Fortuosity
I'll Always Be Irish
Let's Have A Drink On It
There Are Those
Valentine Candy
Watch Your Footwork
When A Man Has A Daughter
- From Walt Disney's "ALICE IN WONDERLAND"
All In A Golden Afternoon
How D'Ye Do And Shake Hands
I'm Late
In A World Of My Own
'Twas Brillig
Very Good Advice
- From Walt Disney's "THE PARENT TRAP"
Let's Get Together

**AND MANY MANY
MORE.**

**WALT DISNEY
MUSIC COMPANY**

**WONDERLAND
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GLENDALE, CALIFORNIA



Jim Schaffer, new product art director.



Jerry Sabatino, reprint art editor.

Some of the Creative Art Team at Hansen Publications



Margaret Lonning, catalog art department.



Hal Brauner, editor and market research director.



Vince Fodera, promotional material art director.



Nick LoBianco, New York scene.

Public Relations Must Keep Abreast

By AARON (GOLDIE) GOLDMARK

Gold Mark Associates

The fine thin line between a public relations counsel and a publicity agent has been described many, many times . . . and sometimes it is with difficulty that the two definitions are separated. When it relates to the music publishing business, especially as it concerns the preparation, printing, distributing and sale of sheet music and music folios, plus the relationship with famous musical personalities the distinction between the two widens.

The public relations counsel for Hansen Publications is conversant with every a&r man, producer and director of every record company, both in the United States and Europe. He also has a personal relationship with the heads of publishing companies, standard houses, sacred houses, etc. (both old and new), with a view toward securing catalogue rights and licensing for songs as sheet music, educational material, music book rights and other uses.

In our case, it requires periodic trips to England, France and the Continent, as well as overnight trips to most of the major cities in this country . . . seeking out an artist and/or his manager in Oakland, Chicago, New York; or a publisher in Nashville, Baton Rouge, Memphis or Houston.

To begin with, describing the vagaries of the music business is not the purpose of this article. The subject is "Public Relations" and we will try to describe the myriad facets that confront one attempting to "relate" to the public an "image" of what the music publishing business really is . . . as it concerns printing and distribution. The "image" is Service . . . with a capitol "S."

First, as an example . . . a single record or an album is released by . . . Glen Campbell, The Beatles, Otis Redding, Judy Collins, Buck Owens, Cream, Bee Gees, Joni Mitchell, The Who, Tommy Roe, Mary Hopkin, Sergio Mendes, Ray Stevens, Creedence Clearwater Revival, Perry Como, Joe Tex, Classics IV, The Checkmates Ltd., Steppenwolf, Al Martino, The Monkees, Aretha Franklin, Jose Feliciano, Joe South, Sonny James, Herb Alpert & the TJB, Bobbie Gentry, Roger Miller, Jeannie C. Riley, Roger Williams, Johnny Cash, Jack Greene, The Fifth Dimension, Joe Cocker, Mel Tillis, Eddy Arnold, Engelbert Humperdinck, Tom Jones, Jim Reeves, Johnny Rivers, Jimmy Webb, Frank Sinatra, Tompall & The Glaser Bros., Paul Anka, The Animals, Deep Purple, Lou Rawls, Canned Heat, Spirit, Gary Puckett, Mason Williams, Mama Cass — the Mamas & the Papas, Don Ho, Dionne Warwick, Spiral Staircase, Merle Haggard, Neil Diamond, Andy Williams, Hugh Masekela, Vicki Carr, Barbra Streisand,

Bobby Vinton, the Lettermen, the Vogues, Bill Medley, Dusty Springfield, Steve & Eydie, Grass Roots, The Turtles, Bobby Goldsboro, Bobby Russell, O. C. Smith . . . and the like (and may the good Lord forgive us for not completing the list)! The single record, as well as the LP, starts the song rolling . . . and these are the hit-makers!! Can you imagine each of these artists releasing "hit-quality" songs in the same week?? Where do we go from here?? Then along comes a big number like "Love Theme From Romeo & Juliet" and . . .

Now the job first begins. Get a copy of the record, photos the motion picture and of Henry Mancini (both black and white and color), from Paramount-Famous Music Corporation, issue the license, secure the lead sheet, have an arrangement of the song made, hand engrave the song, design the cover, print correct copyright notice, authors and composers names. Then, lo and behold, the presses roll, and out comes . . . Sheet Music! (To date over a million copies of all editions of "Romeo and Juliet" and just beginners. . . .)

All of this cannot be done without "pros," in every sense of the word, at each of these jobs. Eileen Michael, our girl Friday in California-cum-New York, runs the gamut, helping "the team" perform its "service." Eileen keeps her ears glued to the top stations and suddenly says, "That's a hit record!" The question then arises, "But is it a sheet music seller?" Ours is not a guessing game . . . but it would not be "cricket" to reveal the exact method by which the best-selling sheets are chosen. Needless to say we have lots of help from our friends in the business.

The division of Hansen Publications which supplies this "service" is called, Sheet Music Institute . . . and it really is an institution. Once a song has been printed (the average time from lead sheet to print is 4 days), Raul Artilles, in charge of the Hansen Print Shop in Miami Beach, orders the print copies to roll . . . in four colors!

Simultaneously, a report of the new prints is made, via a column that appears weekly in Billboard on the Musical Instrument pages. This column, tagged . . . "SMI—S.heet M.usic I.nfo" by Jude Porter, contains . . . Tips To Dealers, Jobbers, Rackers and the Trade . . . alerting them to "what's new-off-the-press and being shipped-to-you" . . . the "Top Pops" of the week. It is analogous to the "Spotlight" picks, as they concern records. In the case of the record, the "spotlight" alerts the disk jockey, the program director and other artists, that the songs chosen by the board of reviewers recommend "play," and in turn, alerts the buyers of records to

the outstanding releases of the week. In the same manner, these "pointers" in the S.M.I. column act as a "buying guide" for dealers all over the country, advising them of "the happening sounds" . . . the best in pop music sheets!

This maneuver and gesture is only the "beginning" of the Service that is involved. As the music rolls off the presses . . . Sandy King, the authoritative "voice" of Hansen; Frank Hackinson, Sales Manager and Buddy Friedlander (Hansen—Miami) . . . Bill Fox, Warren Miller and Ben Kaufman (Hansen—Denver) . . . and Arturo Rainerman, Sales Manager (Hansen—Los Angeles) . . . go into action on the WATS lines. Their daily calls alert every dealer, jobber and "racker" in America as to "What's new in Music Books"—"What's new in Sheet Music"—"What's new in Educational Material"!! The "beehive" is at work! An incomparable "service center" is activated immediately.

The "service" follows through, for example, when the West Coast Wallich's Music City stores (in the midst of an extensive expansion program), have the leading song on their counters and racks (right off the press, via air) when the customers walk in to ask for the "great new song they just heard on the radio" . . . or "the song Glen Campbell performed on this week's show," a Children's Teaching Piece by John Brimhall or chart-toppers, such as . . . "Get Back", "Both Sides Now," "Gentle On My Mind," "Honey," etc.

Public Relations?? Yes! The public is served . . . with the song, the image, the special editions and the Hansen-Orks. These unique "orks" make it possible for the local 6-piece band in Small Town, U.S.A. to have the Top Pops to play when "Mr. Citizen" requests a song! Corny?? Maybe so . . . but all of it goes to make up the "image" and the teamwork necessary to bring the family that plays and sings together . . . stay together!

What will the future bring? The answer . . . Sight and Sound! The advent of tape availability will bring the recorded sound and the printed version closer and closer together. Specifically, it is "a natural" to have a cassette tape packaged with the music, the color photos, the editorials and the lyrics of the music that is purveyed in sound . . . just as it is "a natural" to have a road map when traveling by car or a chart for navigation.

The fact that there are a hundred million songwriters in America (everybody writes a song!), is proof positive that right around the corner is the next million seller! And would you believe whose relation he is?? Why yours, of course, . . . your "Public Relation"!!

FRED FOX, publisher of

Man of La Mancha

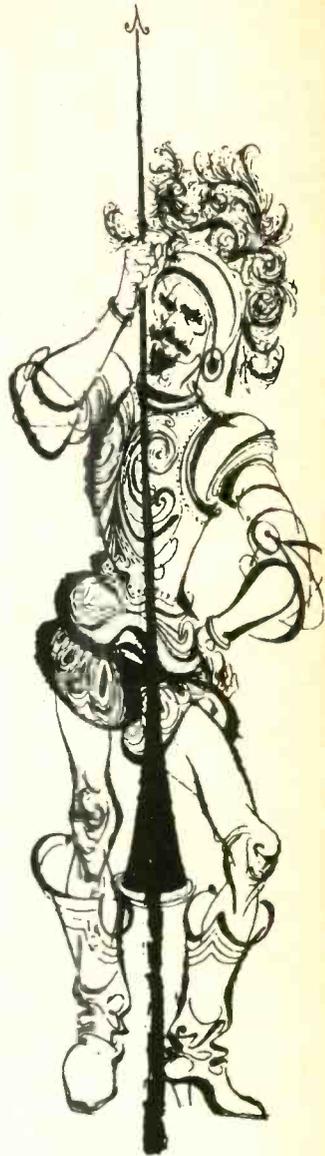
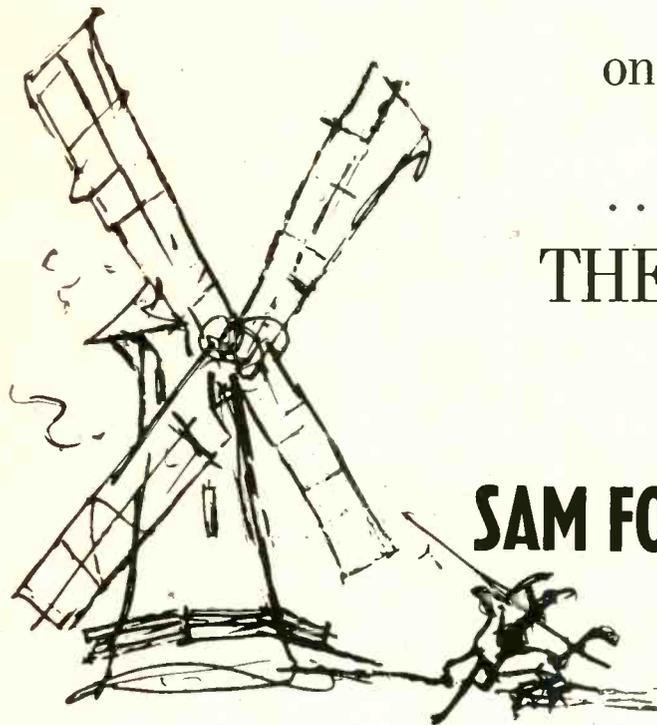
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CHARLIE HANSEN

on his 21st year as a leader
in the music industry

... a Man who has attained

THE IMPOSSIBLE DREAM



SAM FOX PUBLISHING COMPANY, INC.

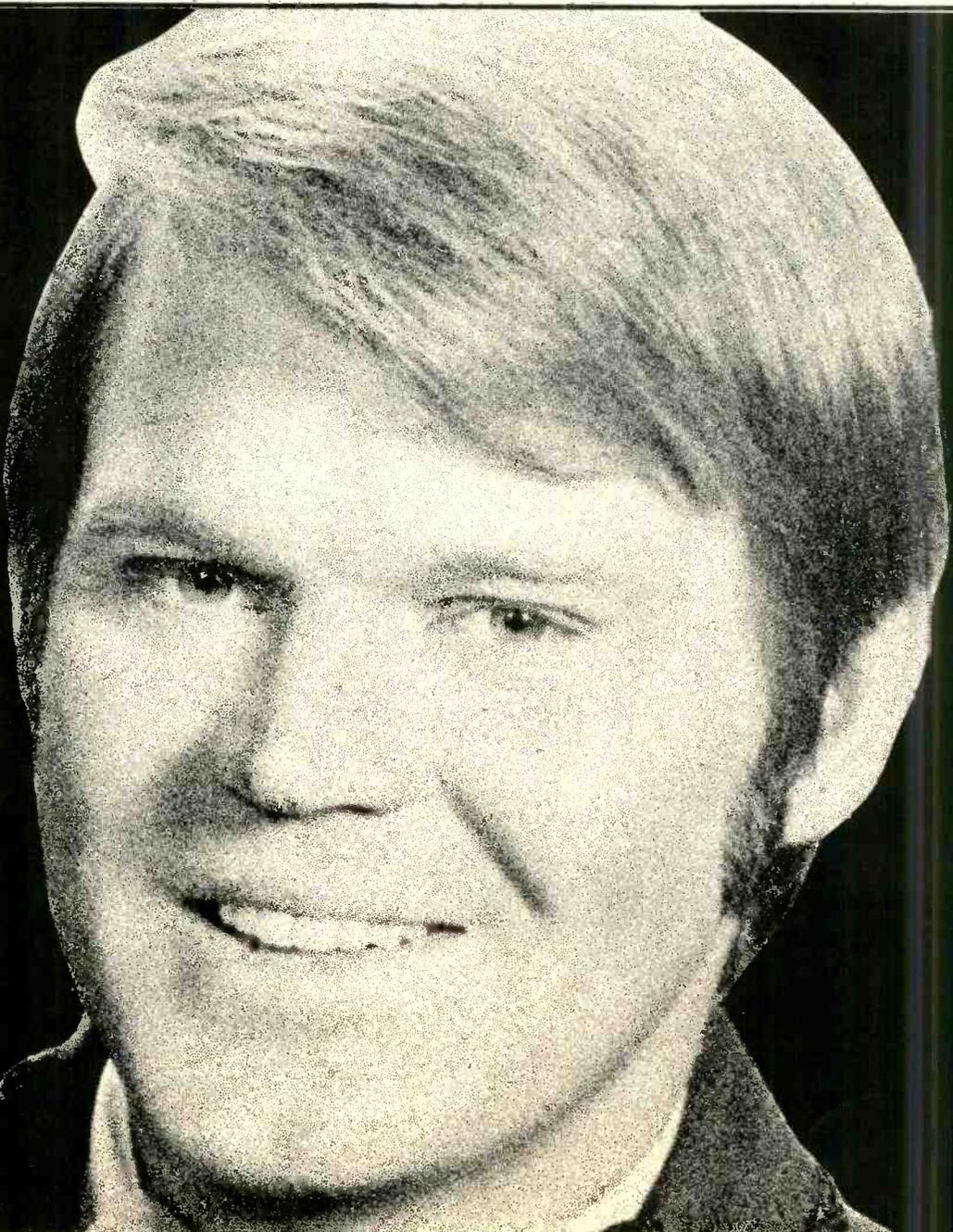
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THESE ARE THE BOOKS AND SHEETS
WE PRINT IN THE PLACE

OUR THANKS TO THE
RECORDING ARTISTS
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INTO THE BOOKS
AND SHEETS, WHICH
WE PRINT IN THE
PLACE.

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BILL ANDERSON
EDDY ARNOLD
CHET ATKINS
THE BEATLES
THE BEE GEES
TONY BENNETT
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GLEN CAMPBELL
JOHNNY CASH
NAT KING COLE
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JOHN LENNON
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DEAN MARTIN
GEORGE MARTIN
HUGH MASEKELA
PAUL McCARTNEY
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JIMMY WEBB
THE WHO
ANDY WILLIAMS
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And Many Other Great Stars

OUR EXTRA THANKS
TO THE PUBLISHERS,
WHO PUBLISH THE
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RECORDING ARTISTS,
WHICH GOES INTO
THE BOOKS AND
SHEETS, WHICH WE
PRINT IN THE PLACE.

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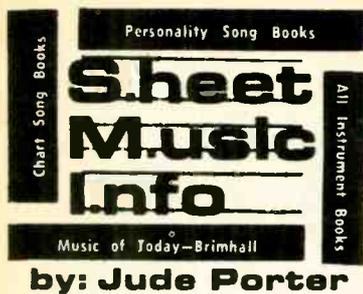
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Although we have listed the above alphabetically, tomorrow will bring a fresh demand for a "new Jimmy Webb" song, a "new Joni Mitchell" song, a "new Bobby Russell" song . . . and/or a new "new" song . . . and we shall already be "one step ahead of the Game"!!

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British Operation Expands

By RODNEY COLLINS

Hansen Publications opened its British office five years ago with a small staff based at Newman Street, London. The company's continuous expansion since that time has necessitated a move to bigger premises at Earl Street, and an increase in the staff from three to more than 20.

Hansen's British operation began with publishing and licensing of sheet music. The opening of the London office coincided with the peak of the Monkees' popularity, which helped boost sheet music sales.

Since its inception the company's main activity has been the publishing of songbooks, which has proved an excellent way of selling sheet music in Europe.

Hansen services every music store throughout the U. K., with one fulltime salesman covering the north of the country and another covering the south. In addition a London salesman covers all outlets in the capital and services the 80 racks located in music shops.

Hansen has built its business on service and public relations. Every week letters of thanks arrive in the office from music retailers, praising Hansen's polite and efficient service. A company magazine, "Hansen News," launched in 1967, was circulated to retailers to keep them informed of the company's activities.

Says managing director Charles Collier: "Because of consideration of retailers' needs and a readiness to listen to their problems, we have built up a great deal of goodwill for the company."

Collier first entered the music business as a messenger boy for the music publishing company of Frederick Harris and worked his way through the various departments until he became general manager in 1953.

In 1958 he became British agent for Hansen Publications, Inc. and opened the London offices in 1964.

One of the most important sections of the British company is the art department which is responsible for the design and production control of all the publications. The department is headed by Peter White who, for several years, was art director of a major record company. His skilled assistants, Krystyna Turska and John Bannister, also apply their specialized knowledge to the job of maintaining the high quality standard of Hansen books.

Hansen in Britain represents nine organizations' sheet music interests: Screen Gems-Columbia, Wonderland Music, Roosevelt Music, George Pincus, Shattinger Publications, Gil Music, Walt Disney Music, Hansen Publications Inc. and Collier/Dexter Music.

The London office services the whole of Western Europe which, says Collier, "is a very important market to us, with Germany the most active."

Collier says that Hansen's main role is not that of a music publisher but as a sheet music licensee. "We go to a copyright owner and say we would like to hold a license for one of his songs and, in return, give him a share of the income from the book in which it is to be published."

Collier says that although the market in Europe runs to some extent parallel with that in the States, there are often marked variations in public taste. "Material which sells extremely well in America does not necessarily sell well in Europe, and vice versa. There have been a number of instances in the past when we have had big sales with a song which has sold negligibly in the States."

Collier explains that it is his aim to make the U. K. office as big in Europe as the head office is in America and an important step in this direction will be taken when the company starts to print its own sheet music and publicity material. At present all the printing is done in the U. S. and shipped to Britain.

According to Collier, "Our profits are increasing all the time and I think if we continue to look for copyrights with lasting quality, we shall continue to grow."

"Songbooks are a wonderful means of selling sheet music to the public. We are always interested in obtaining licenses for current chart material, of course, but we are also interested in songs after they have fallen out of the hit parade. In fact, we are quite willing to take good songs which have not had a chart career."

"After all, the average pop tune does not stay long in the charts, but its sales potential in sheet music form will live on for considerably longer."

Among Hansen's best-selling material are the books of George Harrison and Ringo Starr's compositions for the Beatles' Apple company. Other current best sellers are "Sunny," "Daydream Believer," "King of the Road," "Valleri," "Born Free," "The Look of Love," and "Galveston."

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Oliver Simplifies for Piano

Bill Oliver translates the often complex rhythmic patterns and melodic vagaries of today's popular music into simple to understand sheet music for the average pianist.

Oliver's work takes place in an office in the Westwood section of Los Angeles, not too far away from the sprawling campus of UCLA, but thousands of miles away from Hansen Publications main headquarters in Miami Beach.

It is Oliver's job as one of the arrangers in the pop music field for Hansen to transcribe the melodic feel—and often the changing time signatures into simplified sheets for piano and voice.

As such, he comes across music written by professionals and some songs he frankly admits do not have the professional polish found in works by instrumentalists who have studied hard and deep into music.

Oliver receives his instructions from Hansen himself as to what songs he will arrange for the company's 85 cent pop music series. "You have to develop a treatment from what is usually an orchestral treatment on records and, arrange it for solo piano," he explained, his desk loaded with assignments. "You wind up using simpler chords and phrasing, but it has to sound like the arrangement as it was heard on the record."

An Englishman, who formerly worked 10 years in arranging music for commercials in London, Oliver has been with Hansen one and one-half years. There are frustrations to the job, such as devising clever ideas but having to reject them because they would be too advanced for the person the series is designed for—the average person who has a piano at home and enjoys playing today's popular material.

The object in preparing sheet music, Oliver says, is to prepare it so that it will not look too complicated and "frighten" the patron away. "Sheet music can be too complex," he says, "so you have to be careful. You don't write a handful of chords to play at one time, for example. And try to have the fingers move comfortably across the keyboard, working easily all the time."

Oliver listens to a record several times to familiarize himself with that arrangement. He then has to write a simplified piano solo arrangement without the orchestral colorations. There are a number of instruments in the orchestra which cannot be duplicated in tone colorings on the piano keyboard.

If possible, Oliver tries to utilize guitar figures which can be appropriately fitted to the piano to compensate for the predominance of amplified guitars in today's pop music.

Folk and country music are the easiest to arrange. Years ago pop music generally meant 4/4 time all the way through the song. Now, Oliver has to watch carefully because very often—one out of approximately every three times—a pop song has changing time signatures. "There's a beat missing or an extra beat added. And you find yourself counting to the record. The kids who listen to the song on records know the changing beats and they expect to find them in the sheet music. So these variations of timing must be included."

Each project is different. "Sometimes the arrangement may turn out to where it's like writing a letter and it takes two hours. Or it may turn out to be very laborious job, taking a whole day or longer.

In addition to arranging pop songs, Oliver has also been arranging pop music folios for the past seven months. His works appear in the Hansen Ork Series—a series designed to allow a piece of music to be played by groups ranging in size from a trio to 23 pieces. Oliver works from previously arranged piano copy and he concentrates on material which Hansen feels will have a lasting value like "Alfie," "Gentle On My Mind," and the "Mission Impossible" theme or "Love Theme" from Romeo and Juliet.

Oliver writes one arrangement, working in a "block" procedure whereby he arranges all the instruments within a section, developing one chord at a time.

Oliver is given these folio assignments when the company observes the mercurial growth of an artist. Then the machinery is set in motion to develop a folio and Oliver is off and arranging 12 songs. Among the recent artists for whom he's created folios are Sergio Mendes, Hugh Masakela, Steppenwolf, Mary Hopkin, Johnny Cash, Glen Campbell and the Spirit, with more on the way.

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Classical Music

'Aida,' Leontyne Price to Open Metropolitan Season Sept. 15

NEW YORK — The 85th season of the Metropolitan Opera will open on Sept. 15 with Verdi's "Aida" and soprano Leontyne Price in the title role. Also featured will be mezzo-soprano Fiorenza Cossotto, tenor James McCracken, baritone Robert Merrill, bass John Macurdy, and bass Raymond Michalski, Thomas Schippers conducting.

The 1969-1970 season will contain 23 works, including six new productions, five works carried over from the 1968-1969 season, and 12 operas returning to the repertoire after absences of one or more seasons.

Operas will be given in five languages with the addition of a new production of Mussorgsky's "Boris Godunov" in Russian. Bases Nicolai Ghiaurov and Cesare Siepi will alternate in the title role. The opera's first performance also will feature soprano Raina Kabaivanska, mez-

zo-soprano Judith Forst, tenor Nicolai Gedda, baritone William Dooley, bass Giorgio Tozzi, and bass Fernando Corena, Zubin Mehta conducting.

Tchaikovsky's Eugene Onegin" will return to the repertoire with the Met conducting debut of Stanislaw Skrowaczewski. The first performance's principals will be soprano Evelyn Lear, mezzo-soprano Joann Grillo, tenor George Shirley, baritone Thomas Stewart, and Tozzi.

Skrowaczewski also will conduct Mozart's "Die Zauberfloete" with sopranos Judith Raskin and Lucia Popp, Gedda, baritone Hermann Prey, Dooley, and bass Jerome Hines.

Karl Boehm will conduct a new production of Weber's "Der Freischuetz" with a premiere cast including the soprano Gundula Janowitz, debuting soprano Edith Mathis, tenor Sandor Konya, and Macurdy.

Boehm also will lead two

Richard Strauss operas as "Ariadne auf Naxos" is being restored to the repertoire with a first cast of sopranos Leonie Rysanek, Reri Grist and Miss Lear, tenor James King, and baritones Walter Berry and Theodore Uppman, and "Der Rosenkavalier" is being carried over with a cast headed by Miss Rysanek, Miss Grist, mezzo-soprano Christa Ludwig, Berry, Gedda, and Rudolf Knoll.

Schippers will conduct a pairing of new productions of Mascagni's "Cavalleria Rusticana" and Leoncavallo's "I Pagliacci." The former will feature Miss Cossotto, mezzo-soprano Nedda Casei, tenor Placido Domingo and baritone Anselmo Colzani, while principals in the "Pagliacci" premiere will be soprano Anna Moffo, McCracken, and baritone Cornell MacNeil.

The Met continues with its "Ring des Neibelungen" under Herbert von Karajan with a new production of "Siegfried" with soprano Birgit Nilsson, Miss Grist, contralto Lili Chookasian, tenor Jess Thomas, Stewart, bases Gerhard Stolze and Karl Ridderbush, and tenor Zoltan Keleman. The carry-over "Die Walkuere" will feature Miss Nilsson, Miss Janowitz, Miss Ludwig, tenor Jon Vickers, Stewart, and Ridderbush. Karajan is conducting the Wagnerian cycle.

Two operas will be given in French: Saint-Saens' "Samson et Dalila" and the carry-over "Romeo et Juliette" of Gounod. The former first cast will include soprano Mirella Freni, mezzo-soprano Marcia Baldwin, tenor Franco Corelli, baritone John Reardon, and Macurdy, Alain Lombard conducting, while the latter will feature mezzo-soprano Grace Bumbry, Vickers, baritone Gabriel Bacquier, Macurdy and Michalski, Fausto Cleva conducting.

Other Assignments

Cleva's other conducting assignments will be Puccini's "La Fanciulla del West" with soprano Marie Collier, Domingo, MacNeil and bass Bonaldo Giaiotti, and Verdi's "Luisa Miller" with soprano Montserrat Caballe mezzo-soprano Jean Madeira, tenor Carlo Bergonzi, baritone Sherrill Milnes and Giaiotti in the first cast.

Richard Bonyngue will conduct a new production of Bellini's "Norma" with soprano Joan Sutherland, debuting soprano Marilyn Horne, Bergonzi and Sipie, while Silvio Varviso will conduct the new production of Gluck's "Orfeo ed Euridice" with Miss Bumbry, and sopranos Gabriella Tucci and Roberta Peters.

The other opera in English will be Humperdinck's "Hansel
(Continued on page 94)

MISS BOGARD ON CAMBRIDGE

WELLESLEY, Mass. — Carole Bogard is featured in a new Cambridge album. The soprano sings a Handel cantata, accompanied by harpsichordist James Weaver and cellist Judith Davidoff, and two Purcell songs with Weaver accompanying. Weaver also plays a Purcell suite, completing the disk.



HENRY MANCINI, on podium, conducts the Philadelphia Orchestra Pops with an assist from concertmaster Norman Carol, standing, at the Philadelphia Academy of Music for an RCA Red Seal album release scheduled for September.

ASCAP Selects Winners In 6 Orchestra Categories

ATLANTA — Orchestras from Atlanta, Buffalo, Dallas, Louisville, Nashville and Princeton were named winners of the orchestra ASCAP awards at the recent American Symphony Orchestra League Conference here.

The League presented its 1969 Gold Baton Award to the New York State Council on the Arts for distinguished service to music and the arts. The award was made to the Council "which, because of the vision of Gov. Nelson Rockefeller, the perception of the legislators and the effective administration of Council members, has encouraged successfully local participation in the support of the arts and has increased the state financial support of the arts from \$450,000 to \$2,200,000 in a 10-year period filled with many other critical demands on the tax dollar."

Winners in ASCAP's major orchestra category were the Atlanta Symphony, Robert Shaw, music director; Dallas Symphony, Donald Johanos, music director; and Buffalo Philharmonic, Lukas Foss, music director.

ASCAP award recipients in

the metropolitan category were the Nashville Symphony, Thor Johnson, music director; Princeton Chamber Orchestra, Nicholas Harsanyi, music director; and Louisville Orchestra, Jorge Mester, music director. Morton Gould presented the ASCAP awards.

John S. Edwards, general manager of the Chicago Symphony, was re-elected chairman of the League's board. Mrs. Fred Lazarus III, board member of the Cincinnati Symphony, and William Severns, chief administrator of the Music Center of Los Angeles County, were named executive committee members at large.

Gould was elected first vice-chairman. Also elected vice-chairmen were Lloyd Rigler, board member of the California Symphony and the Hollywood Bowl Association; Mrs. J. W. Graham, board member of the Sioux City Symphony, and Mrs. Julius Ribin, board member of the Milwaukee Symphony and president of the League's Women's Council. Mrs. George Havas, vice-president of the Oakland Symphony, was elected board secretary.

BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 6/28/69

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194 (S)	31
2	2	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST (S)	46
3	4	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camerata of the Salzburg Mozarteum Academica (Anda), DGG (No Mono); 138 783 (S)	73
4	3	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575 (M); LSC 3055 (S)	169
5	5	TCHAIKOVSKY: 1812 OVERTURE New Philharmonic Orch. (Buketoff), RCA Red Seal LSC 3051 (S)	26
6	6	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176 (S)	46
7	7	UP, UP AND AWAY Boston Pops (Fiedler), RCA Red Seal LSC 3041 (S)	42
8	8	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper Orch. (Jalas), Westminster WST 17143 (S)	29
9	10	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	48
10	11	HOROWITZ ON TELEVISION Vladimir Horowitz, Columbia MS 7106 (S)	41
11	9	RESPIGHI: THE BIRDS/CHURCH WINDOWS Philadelphia Orch. (Ormandy), Columbia ML 7242 (S)	6
12	12	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	106
13	14	ROYAL FAMILY OF OPERA (3 LP's) Various Artists, London RFO-S-1 (S)	40
14	15	PHILADELPHIA ORCHESTRA'S GREATEST HITS, VOLUME 4 Philadelphia Orch. (Ormandy), Columbia MS 7267 (S)	8
15	17	ANTIPHONAL MUSIC OF GABRIELLI Chicago, Cleveland and Philadelphia Brass Ensembles, Columbia MS 7209 (S)	12
16	20	VAUGHN WILLIAMS: SINFONIA ANTARCTICA London Symphony (Previn), RCA LSC 3066 (S)	4
17	13	MASCAGNI: L'AMIGO FRITZ (2 LP's) Freni, Pavorotti, Royal Opera House Orch. (Gavazzeni), Angel SBL 3737 (S)	9
18	16	BELLINI: NORMA (3 LP's) Callas/Various Artists/La Scala Orch. & Chorus (Serafin), Seraphim IC-6037 (M); No Stereo	5
19	23	STRAUSS' GREATEST HITS Philadelphia Orch. (Ormandy), Columbia MS 7502 (S)	2
20	18	GRIEG: CONCERTO IN A MINOR/LIZST CONCERTO NO. 1 Van Cliburn, Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3065 (S)	21
21	25	BARBER: SCENES FROM ANTONY & CLEOPATRA/SUMMER OF KNOXVILLE 1915 Price/New Philharmonic Orch. (Schippers), RCA Red Seal LSC 3063 (S)	17
22	22	BACH'S GREATEST HITS Various Artists, Columbia MS 7501 (S)	3
23	26	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506 (S)	2
24	24	MOZART'S GREATEST HITS Various Artists, Columbia 7507 (S)	3
25	30	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Red Seal LM 2609 (M); LSC 2609 (S)	16
26	19	GOUNOD: ROMEO & JULIET (3 LP's) Freni/Corelli/Various Artists/Paris Opera Orch. (Lombard), Angel SCL 3733 (S)	18
27	27	BACH ORGAN FAVORITES, VOLUME I E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	44
28	40	BERNSTEIN'S GREATEST HITS, VOLUME 2 New York Philharmonic (Bernstein), Columbia MS 7246 (S)	3
29	21	A POPS SERENADE Boston Pops (Fiedler), RCA LSC 3023 (S)	6
30	31	GLORY OF GABRIELLI E. Power Biggs/Various Artists, Columbia MS 7071 (S)	69
31	28	TCHAIKOVSKY: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3058 (S)	21
32	37	THE WORLD OF HARRY PARTCH Columbia MS 7207 (S)	2
33	35	MESSIAEN: QUARTET FOR THE END OF TIME Orchestra DePans (Baudo), Angel S-36557 (S)	2
34	32	CHOPIN: PIANO CONCERTO NO. 2 Rubinstein/Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3055 (S)	22
35	36	TCHAIKOVSKY'S GREATEST HITS New York Philharmonic (Bernstein)/Philadelphia Orch. (Ormandy), Columbia MS 7503 (S)	4
36	39	ERB: MUSIC FOR INSTRUMENTS AND ELECTRONIC SOUND Various Artists, Nonesuch 71227 (S)	2
37	29	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CSA 6609 (S)	16
38	33	DELIBES: LAKME (3 LP's) Sutherland/Various Artists/Monte Carlo Opera Orch. (Bonyngue), London OSA 1391 (S)	18
39	—	BERLIOZ: SYMPHONY FANTASTIQUE New York Philharmonic (Bernstein) MS 7278 (S)	1
40	—	E. POWER BIGGS GREATEST HITS Columbia MS 7269 (S)	1

Billboard Album Reviews

JUNE 28, 1969



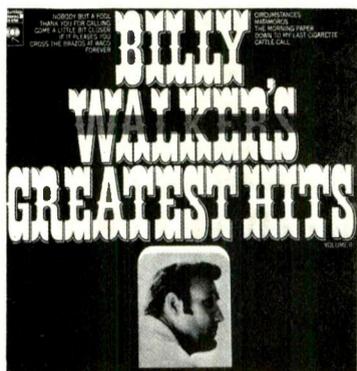
COUNTRY
VARIOUS ARTISTS—Country's Greatest Hits. Columbia GP 8 (S)

A tremendous bargain—"I Walk the Line," by Johnny Cash, "El Paso," by Marty Robbins, "Release Me," by Ray Price, "Flowers on the Wall," by the Statler Brothers, plus 16 other great tunes, great artists. This should be an excellent sales item.



COUNTRY
VARIOUS ARTISTS—Duet Country. Chart CHS 1014 (S)

Country duets have always been a staple in the country market; and this package really is rich in this idiom. There are sides by Lynn Anderson and Jerry Lane, Gordon Terry and Maxine Brown, Kenny Vernon and Lawanda Lindsey, Tom Hall and Ginny Wright and Ott Stephens and Trina Love. The material is earthy—true country.



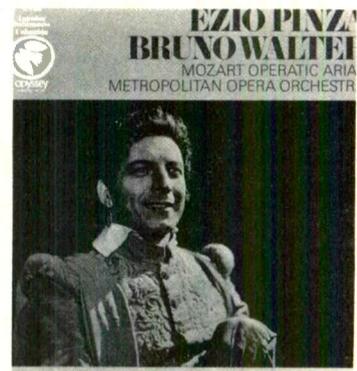
COUNTRY
BILLY WALKER'S GREATEST HITS, VOL. II—Columbia CS 9798 (S)

Undoubtedly, this album contains some of the most popular hits ever turned out by Billy Walker. The dominant tune, of course, is "Cross the Brazos at Waco," but there's also "Thank You for Calling," "Nobody But a Fool" and "Come a Little Bit Closer."



COUNTRY
THE PETER DRAKE SHOW—Stop Stop. LP 0011 (S)

Recorded live, this package features Pete Drake and his talking guitar, fiddler Johnny Gimble, vocalist Billy Ray Reynolds, Dale Sellers on guitar, the comedy of Chuck Howard and other artists. Package is full of appeal for devotees of country music.



LOW PRICE CLASSICAL
MOZART OPERATIC ARIAS—Ezio Pinza/Metropolitan Opera Orch. (Walter). Odyssey 32 16 0335 (M)

Originally recorded in 1946, this LP presents Pinza at his imposing, basso best. Arias from "Don Giovanni," "The Marriage of Figaro" are among those in which Pinza excels. Of course, Bruno Walter's conducting is in exact and precise unity with the singer.



GOSPEL
MOVIE LISTER & THE STATESMEN—Thanks to Calvary. Skylite SLPN 6080 (S)

A great album by a great gospel group. The sides are full of spirit and sincerity. This, plus their showmanly style, makes the album a standout. Included are "Thanks to Calvary," "Old Time Religion" and "I'm Free."

★★★★ 4 STAR ★★★★★

SOUNDTRACK ★★★★★

- SOUNDTRACK**—Chel Tetragrammaton T 5006 (S)
- SOUNDTRACK**—My Side of the Mountain. Capitol ST 245 (S)
- SOUNDTRACK**—Alexander. Polydor 24-7001 (S)
- SOUNDTRACK**—Run Angel, Run. Epic 8N 26474 (S)

POPULAR ★★★★★

- GEORGE SHEARING**—The Fool on the Hill. Capitol ST 181 (S)
- MYRNA "BUBBLES" MARCH**—The Night They Raided Myrna's. Kapp KS 3603 (S)
- LIBERACE'S GREATEST HITS**—Columbia CS 9845 (S)
- VLADIMIR RASCOFF**—Casatschok/The New Dance Sensation. UA International UNS 15568 (S)
- TOMORROW**—Sire SES 97012 (S)

ASHES FEATURING PAT TAYLOR

—Vault 125 (S)
PETER KELLEY—Path of the Wave. Sire ES 97009 (S)

SOUND EFFECTS ★★★★★

SOUND EFFECTS, VOL. 10—Audio Fidelity DFS 7047 (S)

COUNTRY ★★★★★

- JIMMY MARTIN**—Free Born Man. Decca DL 75116 (S)
- STONEWALL JACKSON**—I Pawned My Past Today. Harmony HS 11324 (S)

LOW PRICE COUNTRY ★★★★★

- WAYLON JENNINGS**—Vocalion VL 73873 (S)
- PATSY CLINE**—Country Great! Vocalion VL 73872 (S)
- THE FAMOUS CARTER FAMILY**—Harmony HS 11322 (S)
- RAY WILLIS**—Country Hits. Alshire S 5416 (S)

CLASSICAL ★★★★★

- WAGNER: DAS RHEINGOLD (Scenes)**—Various Artists. DGG 136 437 (S)
- HOFFMAN: TRIO/MARTINO: TRIO/FANTASY VARIATIONS**—Paul Zukofsky/Various Artists. CRI CRI 240 USD (S)

LOW PRICE CLASSICAL ★★★★★

- MUSIC FOR THE FLUTE**—Gazzelloni/Canino. Audio Fidelity FCS 50,029 (S)
- MUSIC FOR THE OBOE**—Zanfani/Prati. Audio Fidelity FCS 50,028 (S)
- BRAHMS: HAYDN VARIATIONS/BIZET: JEUX D'ENFANTS**—Gold and Fisdale. Odyssey 32 16 0334 (S)

GOSPEL ★★★★★

- RADIO BIBLE CLASS MEN OF MUSIC**—Word WST 8475-LP (S)
- THE REBELS**—Songs From the Heart. Skylite SLP 6078 (S)
- SOUNDS OF SYNANON/SYANON CHOIR**—The Prince of Peace. Epic BN 26475 (S)
- KINGSMEN**—Daddy Sang Bass. Mark V MV 4349 (S)
- SOUTHLAND TRIO**—Family Sing on the Mountain. Mark V MV 4336 (S)

LOW PRICE SACRED ★★★★★

CHUCK WAGON GANG—Rejoice. Harmony HS 11322 (S)

FOLK ★★★★★

THE SAXONS IN CONCERT—Mardan S101 (S)

BLUES ★★★★★

VARIOUS ARTISTS—Southern Comfort. Sire SES 97011 (S)

INTERNATIONAL ★★★★★

- TITO PUENTE**—Dance Mania. RCA International FSP 237 (S)
- YVONNE MARIA**—Presentando la Sublime. Columbia EX 5240 (M); (S)
- LA EPOCA DE ORO DE LA ORQUESTA ARAGON, VOL. 1**—RCA International FSP 236 (S)

SPECIAL MERIT PICKS

POPULAR

SHANGO—A&M SP 4195 (S)
Leading off with their hit "Day After Day (It's Slippin' Away)," Shango has a lilting album of West Indian pop material, including interesting versions of two Lennon-McCartney tunes: "Ob La Di, Ob La Da" and an instrumental "Hey Jude." Also exceptional is the quartet's treatment of "Taste of Honey," "Mescalito" and "Mama Lojin" are other gems.

KINGSTON TRIO—Once Upon a Time. Tetragrammaton TD 5101 (S)

Although the Kingston Trio is no more, this series of live performances at the Sahara Tahoe in 1966, the group's final performance together, serves as a nostalgic reminder of three men who once dominated the music scene like few performers can. One cut, Bob Shane's solo "Scotch and Soda," very recently made noises as a single in several markets, and indication of continued interest in the Trio. Virtually every song connected with them is included, "Tom Dooley," "M.T.A.," "Greenback Dollar," and many more.

CHAMBERS BROTHERS—Feelin' the Blues. Vault 128 (S)

Early material from the Chambers and a fierce, hand-clapping, blues and gospelly set it is too. Their long version of "I Got a Woman" owes a lot to Ray Charles but manages to grab enough excitement under its own power. Another good track: the gospel song, "Just a Closer Walk With Thee" given the kind of treatment that has put the group into the charts.

PETER SCHICKELE—Good-Time Ticket. Vanguard VSD 6517 (S)

Peter Schickele is a multi-faceted talent who came into the limelight as head of the "P.D.Q. Bach" operation. In this package, he heads an orchestra in delightful interpretations of some of his compositions and some by Lennon-McCartney and Bob Dylan's "The Mighty Quinn" and Dony Covoy's "Chain of Fools." They make an enjoyable spread.

MONTAGE—Laurie SLP 2049 (S)

The Montage's debut album here stresses vocal blending, classy arrangements and good material. This young quartet can soft rock as in "Wake Up, Jimmy (Something's Happening Outside)," subtly give social comment as in "Men Are Building Sand," or give a new reading to the Left Banker's "Desire," one of whose writers, Mike Brown, produced this LP.

NANETTE NATAL—Yesterday, Today, Tomorrow. Vanguard VSD 6508 (S)

Nanette Natal is a promising newcomer. She's a songwriter with poetic leanings and she's a singer with a sweet-voiced captivating charm. It's a parlay that makes the most of both worlds and the AM and FM spinners should go for her.

DON COOPER—Roulette SR 42025 (S)

Don Cooper is a bright new singer-songwriter from the Midwest with a voice and guitar. The caliber of Tom Rush. The album, produced and arranged by Hutch Davie, has a flowing commercial sound, which should result in heavy FM play. "Cotton Candy Dreams" is an outstanding example of his singing and lyric talents.

GEORGE STAVIS—Labyrinths. Vanguard VSD 6524 (S)

The subtitle of this extraordinary album is "Occult Improvisational Compositions for five-string banjo and percussion" and it proves an apt description. Stavis, a newcomer, is a virtuoso of the banjo, producing sounds which range from bluegrass and jazz, to Indian raga. Aided by Tim Ackerman's tabla-like percussion, he spins an entrancing musical web in four of his own compositions, and performs an eerie eight minutes of "My Favorite Thing" which is ideal for underground and jazz programming. An exciting and commercial record debut.

JAZZ

HAMPTON HAWES PLAYS MOVIE MUSICALS—Vault 9009 (S)

This new album by well-known jazz musician Hampton Hawes should have no difficulty in finding its way into the chart-riding group. Teaming with popular arranger Bill Byers, Hawes has produced a record which should be appealing to all listeners of fine music, from the easy listening groups to the jazz buffs. The themes are taken from box office movies around the world, and, using strings to advantage, Hampton, with his highly personal approach to music, comes up with what could undoubtedly be a collector's item.

INTERNATIONAL

LUIS DEMETRIO—Una Semana Contigo. Columbia EX 5241 (M), ES 1941 (S)

Two tunes make this album definitely an outstanding effort — "Yo Regresare" and "Desde Mexico." The appeal of these tunes crosses all borders; they're catchy and habit-forming for any middle-of-the-road station that seeks variety programming.

Broad Expansion Plan by Bartell

NEW YORK — Nick Bartell, president of Bart Records, Miami based label, has mapped an expansion plan that will take in all music concepts and emphasize the "new sound." He's also got on the drawing boards the blueprints for a recording studio and a music complex.

In line with the expansion, Bartell has appointed Edward A. Wanisko, vice-president and general manager. Wanisko will be in charge of reorganizing the company. Bartell and Wanisko have relocated their offices to 6000 Biscayne Boulevard, Miami.

Looking for Talent Booking an Act ?
Billboard's International Talent Edition has the ANSWER !

Action Records

Singles

★ NATIONAL BREAKOUTS

SWEET CAROLINE (Good Times Never Seemed So Good) . . . Neil Diamond, Uni 55136 (Stonebridge, BMI)

GOOD OLD ROCK 'N ROLL . . .

Cat Mother & the All Night Newsboys, Polydor 14002 (Cat Mother/Emm-Jay/Sea Lark, BMI)

ALBUM REVIEWS

BB SPOTLIGHT
Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT
Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS
★★★★ Albums with sales potential within their category of music and possible chart items.

More Album Reviews on Page 32

★ REGIONAL BREAKOUTS

OH HAPPY DAY . . .
Billy Mitchell Group, Calla 165 (Sea Jack/Jamf, BMI) (Baltimore)

TEARS ON MY PILLOW . . .
Johnny Tillotson, Amos 117 (Gladys, ASCAP) (Milwaukee)

Albums

★ NATIONAL BREAKOUTS

COSBY/STILLS/KASH . . .
Atlantic SD 8229

STEVE MILLER BAND . . .
Brave New World, Capitol SKAO 184

BURT BACHARACH . . .
Make It Easy on Yourself, A&M SP 4188

★ NEW ACTION LP's

MAD LADS . . .
The Mad, Mad, Mad, Mad, Mad Lads, Volt VOS 6005

EDDY ARNOLD . . .
Glory of Love, RCA Victor LSP 4179

TOTIE FIELDS . . .
Live, Mainstream 6123

GEORGE HARRISON . . .
Electronic, Zapple ST 3358

AL HIRT . . .
Here's My Heart, RCA Victor LSP 4161

STEPPENWOLF . . .
Early Steppenwolf, Dunhill DS 50060

THREE DOG NIGHT . . .
Suitable for Framing, Dunhill DS 50058

**JUNE IS BUSTING OUT WITH THREE (3) GIANTS
AND...
THEY ARE ALL ON SOUL CLOCK**

THE WHISPERS

"The Time Will Come"

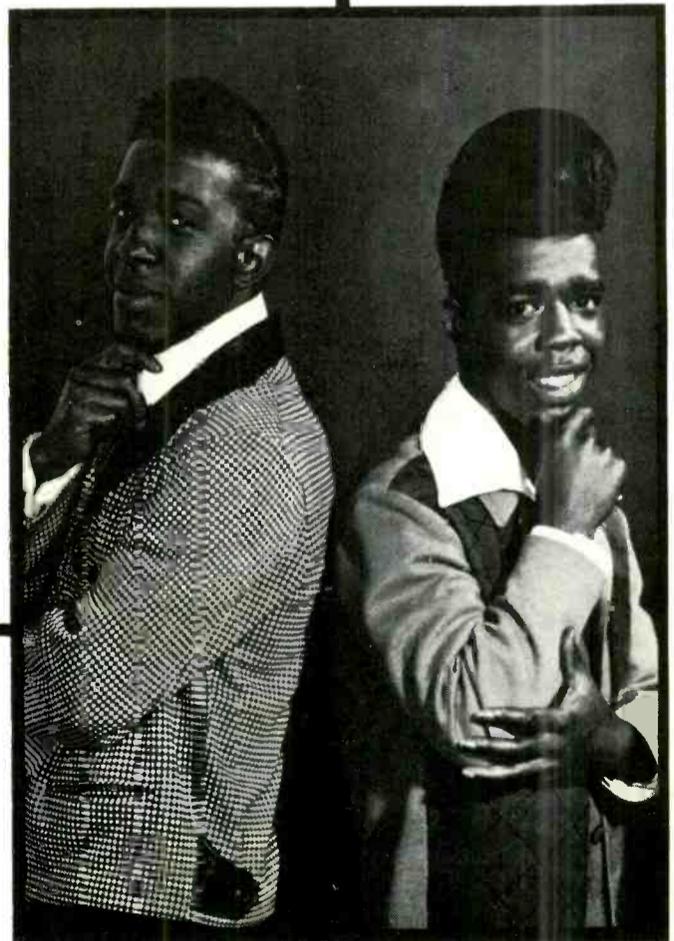
SOUL CLOCK #107



Sugar Pie DeSanto

"The Feelin's Too Strong"

SOUL CLOCK #106



THE FULLER BROS.

"Time's a Wastin'"

SOUL CLOCK #105

Musical Instruments



SONGS FOR ALL SEASONS VOL. II
Folio includes: Everyday With You Girl... Heather Honey... Dizzy... Traces... Games People Play... These Are Not My People... and more—\$2.50

Best Selling Sheets

LOVE (Can Make You Happy)
—as recorded by Mercy 85¢

COLOR HIM FATHER
—as recorded by The Winstons
85¢

FEELIN' ALRIGHT
—as recorded by Joe Cocker
85¢

SURROUND YOURSELF WITH SORROW
—as recorded by Cilla Black
85¢

I WANT TO TAKE YOU HIGHER
—as recorded by Sly and the Family Stone 85¢

HAL LEONARD MAKES THE POP MUSIC SCENE
with all the latest, knockout tunes!

Hal Leonard sheets and folios, like the ones above, are guaranteed to be hot sales packages because they have everything going for them: clever, new-sounding musical arrangements... and exciting covers that step-up impulse buying!

You can be the first to see the switched-on sounds of '69 by joining Hal Leonard's New Issue Program—write for details.

NAMM MEMBERS!

See Hal Leonard's Latest Pop Folios and Sheets under our "Big Top" Exhibit at the Conrad Hilton in Chicago June 22-26!

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HAL LEONARD MUSIC, INC.
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4883 Lankershim Blvd.
North Hollywood
Calif. 91601
64 E. Second Street
Winona, Minnesota

NAMM Looks to The 'Open Road'

• Continued from page 3

"Until 1964, we used to have the show years in Chicago and then two years in New York. After that, we stayed here in Chicago and before McCormick Place burned down, we had conjectures of going in there. Now, only the New York Coliseum would hold us. Because of facilities, Chicago is the number one convention city and New York is number two. We simply outgrew New York's facilities.

"When we were in New York, we used the Hotel New Yorker and the New York Trade Show Building. At present, the Americana and Hilton Hotels lend well to a room show—not a trade show. There are also no storage facilities for stripping rooms. We want to go into McCormick Place here and establish an open pattern. It's easier to establish an open pattern on home ground. After the pattern is established here, we then can look to Cleveland, Houston and some other cities.

"Because of the Las Vegas show, there has been no increased talk of moving the show

around. We've discussed it for some time but it's useless hot air until we establish the open pattern. Starting in 1966 when the electronics people pulled out and went with their own show, the trend began with more open space. It was really a blessing in disguise to bring exhibitors down from the rooms.

No Need

"I don't think the Las Vegas music show proved that there is a need for a western exhibit for NAMM or that more conventions are feasible. Conventions are costly for exhibitors and you have to remember that many of the manufacturers are involved in a number of conventions right now.

"A number of manufacturers exhibit at the Music Education National Conference (MENC) which has a general convention one year and eight regional conventions the next. There are such conventions as the Music Teachers National Association. Primarily a piano event; the Piano Teachers' Guild, which has an annual convention; our own NAMM show here in Chicago;

(Continued on page 56)

Wainger: Dealer Needs A Creative Organization

By RON SCHLACHTER

DETROIT—Not every music dealer can be located on the busiest corner in town, but even the retailer on a dead end street should have a successful business if he is creative. That's the opinion of Jack Wainger, president of the National Association of Music Merchants (NAMM) and head of the American Music Store chain.

"Music is getting stronger all the time," said Wainger. "As far as merchandising is concerned, it doesn't change from year to year. If you don't go out and find the people, you're going to sit there.

"You must have a creative organization. It's not like selling appliances or furniture where there is impulse buying. Ninety per cent of the people who walk

into music stores are not ready to buy. The dealer must follow up on these people.

"The dealer really has to have an organization that's not afraid of going out to the people. He must get into the home. He must make his people go out, use the telephone and get creative. The best example of being creative is the Fuller Brush man. Once he gets his foot in the door, he is able to sell all kinds of products."

While the dealer in a shopping center or mall may have an advantage over a retailer in a less populated spot, there is still a constant need to actively seek customers and bring them into the store. According to Wainger, dealers must go where

(Continued on page 57)

NAMM Panel to Tackle New Truth-in-Lending Law

By MILDRED HALL

WASHINGTON—Just five days after the close of this week's National Association of Music Merchants (NAMM) convention, on July 1, all retail dealers will have to conform to the new truth-in-lending law when their customers buy on credit. But help is at hand, in the person of Spencer Johnson, government relations director for the association.

Johnson, who chairs a panel session on the new credit regulations, told Billboard's Washington reporter last week that he will tell the retail dealers "How to be ready—in fact, how they can be ready instantly, to comply with the new rules."

The panel set up by the NAMM convention to give aid and comfort on the credit rules will include Edward Heath, vice-president of the Federal Reserve

Bank of Chicago, and Richard Sheldon, assistant attorney in the Federal Trade Commission field office in Chicago. After explaining the main requirements of the new law, the three panel members will take questions from the floor on whatever fine points are baffling to dealers.

Johnson says the new law will certainly impose new burdens on the retailer, but if he makes up his mind to it, he can become his own credit expert. The panel session will go into the way the law works, how it applies to different forms of credit buying (installment and open-end), and how the dealer can avoid penalties.

"Once you get the system down, it will not be too hard," says Johnson, who has worked with dealers in many retail items

(Continued on page 54)

68th NAMM Show

Saturday-June 21

Day & Night... National Association of Music Merchants Office—Parlor 418.

Day & Night... National Association of Music Merchants Press Headquarters—Continental Room Foyer.

8:30 a.m. ... National Council of Music Importers Breakfast & Meeting—Parlor 412.

9 a.m. ... Registration Opens (NAMM Members & Exhibitors Only)—Normandie Lounge.

9:30 a.m. ... National Association of Musical Merchandise Wholesalers Board Meeting—PDR #8.

11 a.m. ... Guitar Accessory Manufacturers Assn. Board of Directors Meeting & Luncheon—PDR #9.

12 Noon... National Association of Music Merchants Board of Directors Reception & Luncheon—Beverly Room.

2 p.m. ... National Association of Music Merchants Annual Board of Directors Meeting—Bel Air Room.

5 p.m. ... Registration Closes.

6:30 p.m. ... National Association of Musical Merchandise Wholesalers Annual Meeting & Dinner—Waldorf Room.

Sunday-June 22

Day & Night... National Association of Music Merchants Office—Parlor 418.

Day & Night... National Association of Music Merchants Press Headquarters—Continental Room Foyer.

7:30 a.m. ... National Association of Young Music Merchants Membership Sales Breakfast—Parlor 415.

8 a.m. ... Registration Opens—Normandie Lounge.

8:15 a.m. ... American Music Conference Nominating—PDR #9.

9 a.m. ... NAMM Group Insurance Trustees—Parlor 414.

10 a.m. ... Exhibit Opens.

11 a.m. ... National Piano Travelers Association Annual Meeting—Parlor 413.

1 p.m. ... NAMM Wage-Hour Consultant Derek Brooks (by appointment) "Wage-Hour Problems"—Parlor 412.

1-2:45 p.m. ... NAMM Piano Marketing Seminar "How to Make Money in the Piano Business"—Waldorf Room.

3 p.m. ... NAMM Organ Marketing Seminar "The Moment of Truth—What We Expect From Dealer/Manufacturer"—Grand Ballroom.

5 p.m. ... National Association of Young Music Merchants Reception & Annual Meeting—Beverly Room.

5 p.m. ... National Association of Electronic Organ Manufacturers Annual Meeting—PDR #8.

6 p.m. ... Guitar Accessory Manufacturers Association Annual Dinner—Bel Air Room.

6 p.m. ... National Association of Organ Teachers Meeting & Dinner—Parlor 414.

6 p.m. ... Conn Organ Corporation Hospitality Room—Parlor 415.

6 p.m. ... Exhibits-Registration Close.

6:30 p.m. ... National Association of Band Instrument Manufacturers Annual Meeting & Dinner—Parlor 413.

Monday-June 23

Day & Night... National Association of Music Merchants Office—Parlor 418.

Day & Night... National Association of Music Merchants Press Headquarters—Continental Room Foyer.

8 a.m. ... Registration Opens—Normandie Lounge.

8 a.m. ... National Association of Band Instrument Manufacturers Continental Breakfast & Meeting Featuring: Bill Gove, Sales-Marketing Consultant—Grand Ballroom.

9 a.m. ... National Association of Music Merchants Ladies' Continental Breakfast & Entertainment Featuring: Judith Keith—Fashion Humorist "I Haven't a THING to Wear"—Crystal Ballroom, Sheraton-Blackstone.

9-4 p.m. ... NAMM Wage-Hour Consultant Derek Brooks (by appointment) "Wage-Hour Problems"—Parlor 412.

9-4 p.m. ... NAMM Advertising Consultant Clyde Bedell (by appointment): "Total Selling Service Analyses"—Parlor 413.

10-12 & 1-3 p.m. ... National Association of Music Merchants & National Association of Musical Merchandise Wholesalers Transportation Consultant W. H. Bock (by appointment) "Freight-Shipping Problems"—3d Floor Corridor—North.

10 a.m. ... Exhibit Open.

6 p.m. ... Exhibits-Registration Close.

6 p.m. ... Conn Organ Corporation Hospitality Room—Parlor 415.

8 p.m. ... U. S. Air Force Concert Band, "Airmen of Note," Sponsored by Fibes Drum Corporation—Waldorf Room.

8:15 p.m. ... G. Leblanc & Holton Dealers Concert—Grand Ballroom.

Tuesday-June 24

Day & Night... National Association of Music Merchants Office—Parlor 418.

Day & Night... National Association of Music Merchants Press Headquarters—Continental Room Foyer.

8 a.m. ... Registration Opens—Normandie Lounge.

8 a.m. ... National Association of Music Merchants Annual Breakfast Meeting of Members Feature: Truth-in-Lending—Regulation Z Clinic—Grand Ballroom.

9-4 p.m. ... NAMM Wage-Hour Consultant Derek Brooks (by appointment) "Total Wage-Hour Problems"—Parlor 412.

9-4 p.m. ... NAMM Advertising Consultant Clyde Bedell (by appointment) "Total Selling Service Analyses"—Parlor 413.

10-12 & 1-3 p.m. ... National Association of Music Merchants & National Association of Musical Merchandise Wholesalers Transportation Consultant W. H. Bock (by appointment) "Freight-Shipping Problems"—3d Floor Corridor—North.

10 a.m. ... Exhibits Open.

11:45 a.m. ... Northern & Southern Music Research Group—Beverly Room.

12:30 p.m. ... Northern Music Research Group Luncheon & Meeting—Beverly Room.

12:30 p.m. ... Southern Music Research Group Luncheon Meeting—Bel Air Room.

6 p.m. ... Exhibits-Registration Close.

6 p.m. ... Conn Organ Corporation Hospitality Room—Parlor 415.

6 p.m. ... The Gretsch Concert Featuring "George Van Eps," Guitarist—Waldorf Room.

8 p.m. ... Ludwig Drum Co. Presents Dick Schory & His Percussion Pops Orchestra—Grand Ballroom.

(Continued on page 56)

The Band is ready to take off.

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Name _____

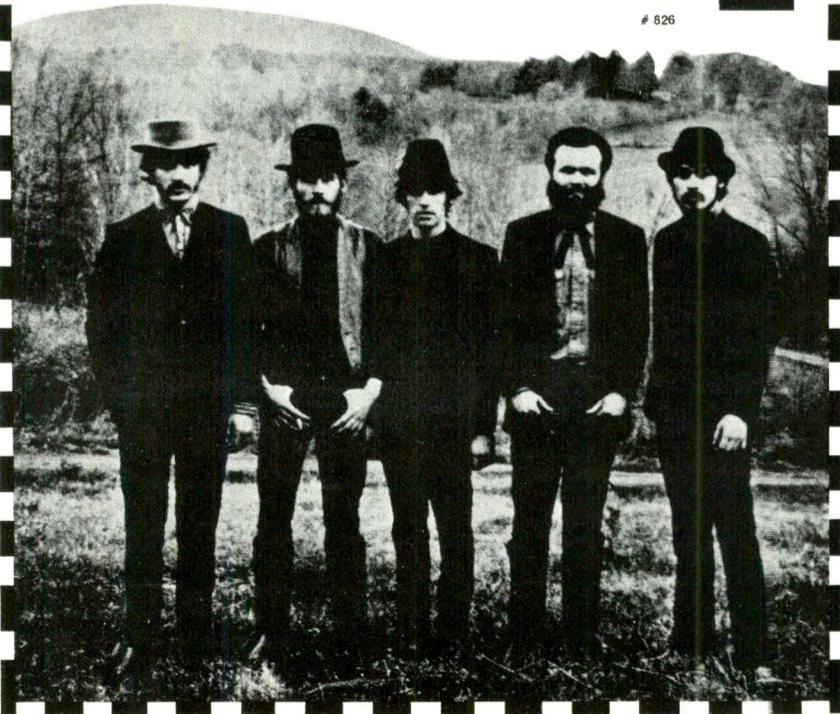
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capitol



Sunn Utilizes Local, 'Paying' Endorsements

By ELIOT TIEGEL

TUALATIN, Ore.—Sign up a local band to endorse your product, not a national group, and you can reap more sales in that local area.

Sign up a band, local or national, whereby the musicians pay for their own instruments and the players develop greater respect for the equipment.

These are two of the "do" commandments under which Sunn Musical Equipment Co. operates.

Gone are the days when "free-bee" equipment was given out to famous rock bands. After only giving away equipment to four groups, Jimi Hendrix, the Who, Blues Magoos and the Buckingham, Sunn discovered that wear and tear and replacement equipment ran up costs never predicted.

Today, the major modern thinking company sets up programs whereby musicians buy their equipment from a local dealer at a price close to the dealer's.

Although the musicians pay for their instruments, they nonetheless obtain the impact of national and regional co-op advertising between Sunn and its local dealers.

The dealer uses his funds to buy posters and other sales merchandising aids which promote the endorsing artists.

"Local endorsements are the keys to sales," explained Sunn's

marketing vice-president Bob Selby.

Sunn adapted the local policy last January after several seasons of giving away free instruments. Local people want to emulate their local bands and play the instruments which they see are endorsed in their towns, according to Selby.

Sunn specializes in putting together an endorsement package involving the manufacturer, its local dealer and the band, which basically consists of the sale and the merchandising devices.

Endorsements are left up to the local dealers with groups sought for a minimum of two years. The equipment they support is strictly of their own choosing, based on their own needs and sonic requirements.

Sunn presently has three sound systems and 15 amplifiers for guitar and bass. It will be introducing two new pieces of equipment at the NAMM show, including its first small amplifier, the Dymos, which measures 24¾ inches high by 26½ inches wide by 11½ inches deep. It carries two 12-inch speakers and has a power wattage output of 40 watts, 90 peak. The suggested list is approximately \$375. The second item is the Aquarius guitar amplifier with 175 watts of power, a \$1,400 price tag and either two 15-inch speakers or four 12-inchers.

Sunn hopes to obtain endorsements for these two new items from country musicians.

Among the bands and the cities in which they have endorsed Sunn products are: the Velvet Underground in New York; Fat, Los Angeles; Surprise Package, Seattle; Montforte Mission, Marissa, Ill.; Bill Deal and the Rhondells, Norfolk, Va.; the Bubble Puppy, San Antonio, and the Jokers Wild, Minneapolis.



GUILD WILL BE SHOWING its new ThunderStar bass amplifier, with an interlocking speaker system, in Room 547 of the Conrad Hilton. The suggested list is in the \$369.50 to \$489.50 price range.

NAMM Panel to Tackle New Truth-in-Lending Law

• Continued from page 52

as well as the musical instrument field, and has talked to hundreds, he says, about these problems. "The government is again making the retailer do something differently—making changes—but most dealers who sell musical instruments have already been telling their customers the credit charges in dollars and cents—and now they will have to tell them the annual percentage rate this comes to."

NAMM has already sent out a 32-page explanation of truth in lending, which will background the Tuesday (24) panel meeting.

To this, Johnson will add explanations of the 27 new interpretations put out by the Federal Reserve Board, and possibly a

few more, since they are still emerging. The Federal Reserve Board is formulating the regulations to implement the new law, and the Federal Trade Commission will be the agency that administers its application to retail operations.

The credit law could be especially worrisome to the small retailer who has no legal staff to guide him on the new regulations and advise him on contract forms for customer credit buying. But Johnson is encouraging. "You can do it yourself," is his theme.

On the annual percentage rate, he advises the dealer to take the plunge and state it in his contracts right from the beginning—although the law does permit him to go on stating it in dollars per \$100 on the unpaid balance (another way to stating percentage, actually) until January 1971. This was put into the law to allow some states with possible conflict between their usury laws and the federal percentage requirements, to line up with the new law. (The creditor, for instance, could state annual percentage rate as \$11 per \$100 per year on the unpaid balance, until Jan. 1, 1971, after which disclosure of annual percentage rate is mandatory.)

Johnson points out that the dealer who starts now with annual percentage statement will not have to change contract forms and explain the whole thing once more to his customers when Jan. 1, 1971, rolls around.

As most NAMM members know by now (and most Billboard readers of issue March 8, (Continued on page 56)

Instrument Promo Creates New Market for Dealer

By RAY BRACK

CHARLESTON, W. Va.—Fieldmen for musical instrument manufacturers frequently discover that a hot-selling new piece of merchandise in Los Angeles, Chicago and New York is way ahead of its time outside the mainstream markets.

In many areas of the country, for example, amplification equipment aimed at the psychedelic market is just now catching on, while in the sophisticated rock markets, the local groups are beginning to move into a diversity of new musical bags.

Here, where some 50 working rock bands form a solid market base and perhaps four times that number are in various early stages of evolution, progressive rock has just begun to catch on. And credit for the growing trend must go to Gorby's Music Co. and a Sunn amplifier promotion they staged early in the spring.

The promotion was held in the 100-seat auditorium of Gor-

by's sparkling new musical department store. It was organized by Steve Gorby, the youthful manager of the store's pop instrument department. Sunn's representative at the event was Les Malachuk, a former member of the Everly Brothers band. One of 11 Sunn fieldmen, Malachuk has the advantage of being able to demonstrate amps himself when necessary.

Gorby's concern was to create interest among local rock fans—most of which still were digging "soul" music—in some of the more progressive rock sounds, thus creating a bigger local market for Sunn's amp line.

"The groups tailor their sound to what the kids want to hear at the dances," Gorby observed.

Gorby's critical decision in setting up the demonstration—a decision that any dealer must consider with care—was whether to use a local band or import

St. Louis Exhibit

CHICAGO—St. Louis Music Supply Co. will feature a number of new stringed instruments, acoustic guitars, amplifiers and new retail-oriented promotion programs at the Music Show. Its exhibit will be located in the Continental Ballroom of the Conrad Hilton.

a "neutral" group from out of town. Use of a local unit can turn some band business away because of envy. But use of an outside band can also cause hard feelings among loyal customers.

Gorby chose to use a group whose personnel includes two of the store's guitar teachers. The decision was made easier by the fact that the group, called the Powerhouse, was the only competent rock band in town playing progressive rock at the time.

Malachuk doesn't approve of using local bands in store demonstrations. "It's better to use a completely foreign group so there's no animosity among local bands. I normally bring in a group like the New Breed out of Washington, D. C. I try to select a group that is on to the new things nationally and can stimulate new ideas and sales locally. But the group should be versatile enough to play any requests that might be made during the demonstration."

The demonstration, advertised in the local paper and plugged a couple times in the paper's youth page, drew far beyond expectations. Over 300 hippie-type kids swamped the store on a week-day evening, and two separate demonstrations had to be held.

Gorby took no orders at the time of the demonstration. Instead he made appointments for subsequent days. "I am delighted with the number of sales prospects we got," he reported.

The demonstration, in addition to cracking open a new amp market here, boosted the career of the Powerhouse. They are now booked constantly in local clubs and have built a large following.

When you go on TV you'll come face-to-face with many of America's top sound engineers. Most of them prefer E-V microphones. Find out why at your Electro-Voice dealer's today!

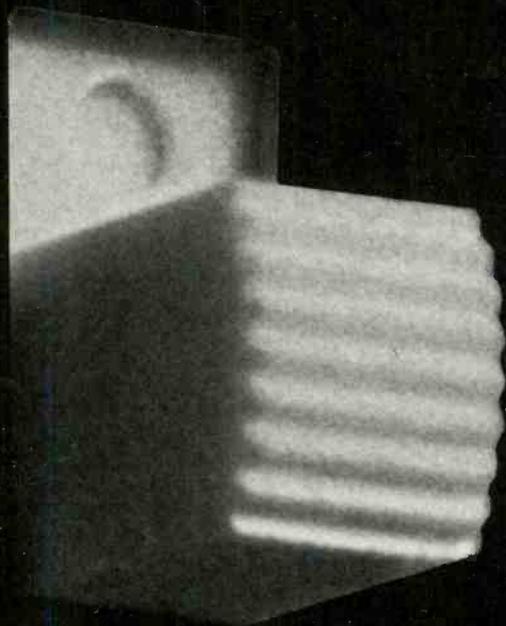
Electro-Voice
A SUBSIDIARY OF GULTON INDUSTRIES, INC.
microphones • high fidelity • musical instrument loudspeakers • sound reinforcement products

ELECTRO-VOICE, INC., Dept. 692W
620 Cecil Street, Buchanan, Michigan 49107

Please send me the Electro-Voice microphone brochure.
 I'm also interested in E-V musical instrument loudspeakers.

Name _____
Address _____
City _____ State _____ Zip _____

The Big Switch!



The big switch is in our guitar amps! We've developed a new switch that turns on heavy, contemporary sound. It's called Midboost. Midboost concentrates all the driving force of the amplifier into the middle of the sound spectrum. Tune in reverb, vibrato, treble or bass; color the sound a little with our exclusive Contour Control. The results are sensational! Engineering innovation, advanced circuitry, and consistent quality are just a few of the additional components we use to develop the superlative sound of Sunn. Your sound!



**Come see our sound innovations
at NAMM in Rooms 931-938 or
in the International Ballroom.**

Sunn Musical Equipment Company
Amburn Industrial Park
Tualatin, Oregon Key 69-8

The Buddy Miles Express is currently
equipped with Sunn 1000 series amplifiers.

NAMM Looks to The 'Open Road'

• Continued from page 52

the Midwest Band Clinic; Texas Bandmasters; and a variety of others."

Once the show moves into McCormick Place, the Hilton will remain as headquarters for the NAMM event. All breakfasts, seminars, meetings and the banquet will be held in the hotel. As for the advantages of the exhibit hall, Gard said:

"We will be able to departmentalize and sectionalize the different types of instruments. This will make it more convenient for everyone. Also being considered is opening the show up one day to the public. This would be one of the existing days because an extra day would mean too much exhibit expense. There will be more elaborate

exhibits and we will have demonstration rooms on the level below."

As for what this year's 68th show has to offer, NAMM staff director Foster Lee said:

"We have put into use 25,000-30,000 square feet of space that was storage space last year. Meanwhile we expect about 5,000 buyers. This is strictly the man with the green badge and doesn't count anyone else from the store that he brings with him. Over-all attendance should total 13,000-14,000 and the number of exhibitors should be close to 300 which compares favorably to last year's 320 figure."

As for the Hilton, there are six automatic elevators working this year to keep traffic moving more smoothly.

NAMM SEMINAR

Illegal Copying, Sales Help Worries Sheet Music Trade

By EARL PAIGE

LITTLE ROCK, Ark.—Illegal reproduction of sheet music by people who run off multiple copies on easily accessible copying machines and the pressing need for alert, capable personnel in the sheet music business are two topics certain to spark discussions at the National Association of Music Merchants (NAMM) sheet music seminar. The hour-long event, entitled "This Sheet Music Business," is under the direction of James K. Hamilton, veteran music dealer here, and will feature three music publishing representatives and three dealers in the Beverly Room of Chicago's Conrad Hilton Hotel starting at 8:30 a.m. June 25.

Herman Steiger, Big 3 Music Publishers, Don Malin, Edward

B. Marks and Robert Schell, Shawnee Press, Inc., will comprise the music publishing half of the panel. The three dealers are Robert Schmitt, Schmitt Music Co., Minneapolis; E. R. Poole, E. R. Poole Music Co., Raleigh, N. C., and Charles Faulhaber, Ward-Brodt Music Co., Madison, Wis.

Hamilton, who with his brother, Robert M., own the Houch Music Co. here, will act as moderator. In discussing the broad problems of sheet music retailing prior to the NAMM Music Show, Hamilton touched on the recent trend to more self service.

Houch Music Co., established in 1897, is a full line store, he said, encompassing all types of

(Continued on page 94)

'Rock Room' Boosts Sales

By KEN BURGLUND

MINNEAPOLIS, Minn. — A "rock room" with substantial display facilities for amplified guitars and other electronic components is a help to sales here at the Music Store, a major full line outlet in the Twin City area.

The special display area is on the first floor of the store site, formerly a serve-yourself restaurant. Amplifier units are racked against the lower part of the room adjacent to a background of guitars. One central section provides space for "Specials of the Week" where slower moving amps, mikes and guitars can be displayed.

The Music Store has added display for its amplifier units in its downstairs teaching rooms. Here in a number of organ teaching centers, the amplifiers are part of the room equipment and available during the teaching sessions.

Amps and microphones, like other products at the store, are merchandised through a variety of media. About "half a dozen full pages" a year promotes musical merchandise in the metropolitan newspapers. Smaller space ads are also used. Television and radio are used at the Music Store which keys its promotion to the season and "the condition of our inventory." Officials note that the firm is flexible on pricing and is prepared to meet competitive offers as conditions warrant.

The restaurant that formerly operated at the location invested considerable funds in creating a rustic atmosphere. Although the Music Store repainted, recarpeted and added new partitions, much of the original decor is utilized. Store visitors enter through a door flanked by handsome stonework. A shingled canopy (formerly the cafeteria serving line) now dramatizes a sheet music shopping area. A number of the store posts also retain Old World decorations.

In addition to large departments on the first floor, the 20,000 sq. ft store has divided the basement to provide group teaching facilities as well as individual instruction. An institutional and church sales room is also on the lower level along with repair facilities. A third level in the building provides storage.

Perhaps one of the most effective advertisements for the store is the exterior of the building itself. Painted white and with huge signs that run vertically up the sides, the Music Store is easily the most dominant outlet in the area.

The firm, with outlets in Willmar, Minn., and the Twin City suburbs, is a major factor in the metropolitan area music scene. The Willmar operation, also named the Music Store, serves as headquarters for the organization and has 15,000 sq. ft of space. Sales Director Glenn Keller notes that "we are open minded on new locations" and new stores are contemplated.

The store has a staff of full time salesmen who travel a five-state area. The chain has more than a dozen trucks ranging from panel units to full size vans that serve as "rolling display rooms." These are equipped with organs, pianos and other musical equipment to provide on the spot demonstrations and display.

68th NAMM Show

• Continued from page 52

Wednesday-June 25

Day & Night . . . National Association of Music Merchants Office—Parlor 418.

Day & Night . . . National Association of Music Merchants Press Headquarters—Continental Room Foyer.

8 a.m. . . . Registration Opens—Normandie Lounge.

8 a.m. . . . National Piano Manufacturers Association Annual Continental Breakfast & Meeting "Promoting Piano Sales"—Grand Ballroom.

8 a.m. . . . NAMM Sheet Music Committee Seminar & Continental Breakfast "This Sheet Music Business"—Beverly Room.

8 a.m. . . . Guitar Accessory Manufacturers Assn. Annual Continental Breakfast & Meeting "Guitar & Accessory Merchandising"—Waldorf Room.

9-4 p.m. . . . NAMM Wage-Hour Consultant Derek Brooks (by appointment) "Wage-Hour Problems"—Parlor 412.

9-4 p.m. . . . NAMM Advertising Consultant Clyde Bedell (by appointment) "Total Selling Service Analyses"—Parlor 413.

10-12 & 1-3 p.m. . . . National Association of Music Merchants & National Association of Musical Merchandise Wholesalers Transportation Consultant W. H. Bock (by appointment) "Freight-Shipping Problems"—3d Floor Corridor-North.

10 a.m. . . . Exhibits Open.

10:30 a.m. . . . National Association of Music Merchants Board of Directors Reorganization Meeting—Bel Air Room.

12:30 p.m. . . . National Association of Music Merchants Board of Directors Reception & Luncheon—Beverly Room.

1 p.m. . . . Joint Piano Industry Committee—Parlor 414.

5 p.m. . . . Aeolian Corporation Reception—Waldorf Room.

6 p.m. . . . Exhibits-Registration Close.

6 p.m. . . . Conn Organ Corporation Hospitality Room—Parlor 415.

6 p.m. . . . National Association of Music Merchants Reception with Cash Bar—Grand Ballroom Foyer.

7 p.m. . . . National Association of Music Merchants Music

Industry Banquet Featuring Singer Jack Jones, Frankie Masters & His Orchestra—Grand Ballroom.

Thursday-June 26

Day & Night . . . National Association of Music Merchants Office—Parlor 418.

Day & Night . . . National Association of Music Merchants Press Headquarters—Continental Room Foyer.

8 a.m. . . . Registration Opens—Normandie Lounge.

9 a.m. . . . Exhibits Open.

12 Noon . . . Exhibits-Registration Close.

Record Hammond Print Campaign

CHICAGO—Full-page black and white advertisements in Time, Look, Life, Newsweek and House Beautiful have been scheduled by Hammond Organ Co. in what the firm claims to be the largest concentrated print media campaign in its history. The advertisements, all featuring highly humanistic photography, will run repeatedly from September to December.

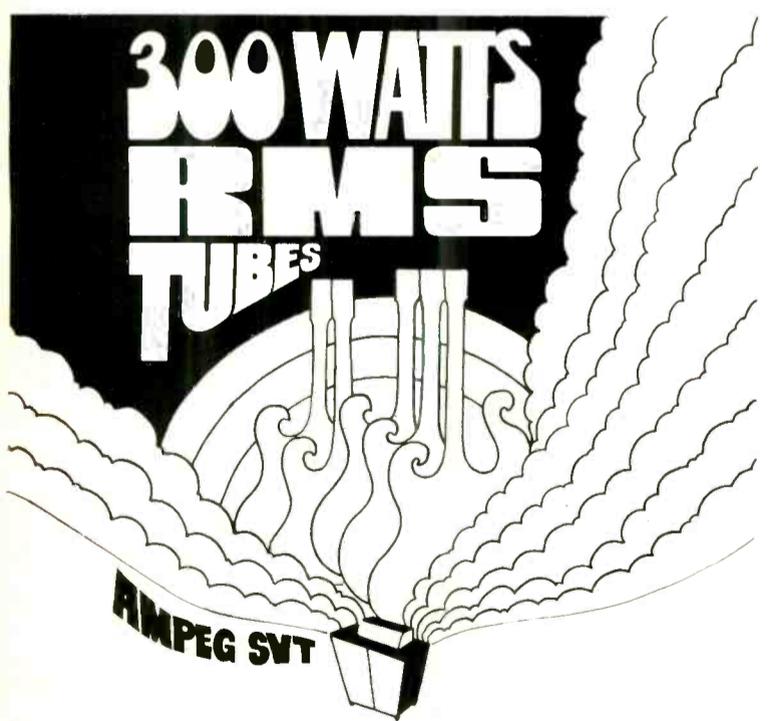
Guild Displays

CHICAGO—Guild Musical Instruments' display at the National Association of Music Merchants (NAMM) Show will consist of two separate exhibit areas. The main exhibit will be in the International Ballroom of the Conrad Hilton, while a special "try-it-yourself" amplifier display will be featured in Room 547 of the hotel.

Tackles Lending Law

• Continued from page 54

1969), the general terms of the Truth in Lending law require the dealer to itemize for the customer just what individual and total credit charges are involved, and at what annual rate—so the customer can shop around for the best bargain in credit. The annual percentage is to be the credit-buying yardstick.



SEE THE AMPEG EXHIBIT ON
3 FLOORS OF THE SHERATON
BLACKSTONE HOTEL DIRECTLY
ACROSS FROM THE NAMM SHOW
AT THE CONRAD HILTON



ampeg

BEST SELLING
Billboard
Folios

BEST SELLING FOLIOS — VOCAL COLLECTIONS

BACHARACH & DAVID SONG BOOK (Cimeno)

GLEN CAMPBELL DELUX TV & SONG
PICTURE ALBUM (Hansen)

THE DOORS—WAITING FOR THE SUN
(Music Sales)

THE BEST OF FOLK MUSIC (Hansen)

MERLE HAGGARD SONG BOOK (Hansen)

OLIVER—Vocal Selections (Plymouth)

PETER, PAUL & MOMMY (Warner Bros.-
Seven Arts)

THE BEST OF POPULAR MUSIC (Hansen)

CHARLEY PRIDE SONG BOOK (West Coast)

ROMEO & JULIET—Vocal Selections (Hansen)

70 SUPER BLOCK BUSTERS COUNTRY
WESTERN (Hansen)

THE VOGUES SONG BOOK (West Coast)

Innovex Shelves Tradition

By DON SCHLACHTER

CHICAGO—The goal of Innovex, division of Hammond Corp., is to live up to what its name implies. Although it has been in existence less than six months, the company is already becoming an industry pioneer in the marketing of its Condor sound systems.

"We elected to take the name Innovex to provide sound systems that are truly innovative," said Connie Feirn, general manager. "We don't try to be a 'me, too' type of manufacturer. We're willing to go through the pains of being a pioneer."

Sheldon Bauer, production supervisor, seconded Feirn by saying:

"Tradition be damned—that's our philosophy. We're not interested in doing anything that's been done before, because as far as we're concerned, it hasn't been successful. As far as I'm concerned, musical equipment manufacturers and dealers are in a sterile, non-aggressive, behind-the-times world. And I can say categorically that Innovex will not be a part of this image."

"We are actually filling a gap in the music arena and we will be successful because we truly care. We care about the music dealers and we care about all our potential customers. We cannot grow unless Innovex dealers grow. Consequently, we have already initiated and we're constantly researching and developing new concepts and programs in the areas of merchandising, advertising and promotions at local, regional and national levels."

"We are presenting our products to the musicians at their acceptance levels. We have developed many 'dealer aids' that will enable them to expand their current markets, build new markets, generate higher profits and establish themselves as leaders."

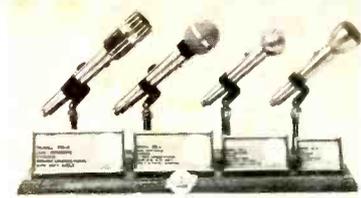
"As I see it right now, there seems to be many dealers who are making money in spite of themselves. Think where they could be with a little bit of effort. If they let us, we'll supply that effort. And I realize that it takes more than words to build an image and we're going to put



THE MONSTER MAGNATONE, billed as the "world's largest musical instrument amplifier," will be on display at St. Louis Music's exhibit at the National Association of Music Merchants Show in Chicago. The amp will be available at no charge to dealers for their store promotion programs.



RMI, a subsidiary of the Allen Organ Co., has introduced the RMI Electra Pianos and Rock-Si-Chord, billed as "the professional's instrument." The new instrument combines all features of the Electra Piano and Rock-Si-Chord, plus more, into one unit that is two complete eight-foot and four-foot solid-state, portable, electronic pianos/harpsichords/organs.



THE TM-3 OMNIDIRECTIONAL MICROPHONE, shown here on the right, is in the new tulip-shaped configuration with a frequency response of 80-10,000 c.p.s. and an output of -57 db/1,000 c.p.s. The complete TM line is available from WMI Corp. at suggested list prices of \$9.95 to \$29.95.

Wainger: Dealer Needs A Creative Organization

• Continued from page 52

people are, such as at fairs, Kiwanis Club functions and the opening of supermarkets.

"There must be the follow-up," said the NAMM president. "The music merchant who sits and waits doesn't do much business. We did a test to show that location handicaps can be overcome. We set up several Hammond Organ studios in neighborhoods that did not have a lot of traffic. Our salesmen worked from these locations and were successful in bringing customers into the studios. These customers didn't walk into the

studio. They were sought and actually brought into the store.

"As for advertising, a small ad in the local newspaper is sufficient for the small dealer. However, the best place to spend money is in a direct mailing. This gives the dealer another opportunity to get inside the home. After the customer has made his purchase, the dealer must then follow up that sale. He must see if the customer is completely happy and see if any relatives or friends of the customer might be interested in purchasing an organ, piano or some other instrument. The dealer must have satisfied customers to grow."

Hammond Aims at Big Market

• Continued from page 3

money-saver and not even an effort-saver. Parents don't even consider organs as a basic musical instrument.

While telling dealers that placing an organ in a heavy traffic area won't by itself result in sales, Kutner urged them to take advantage of "people opportunities." Such opportunities are plentiful, he said.

Using county fairs, supermarkets or other such events or facilities attracting large numbers of people as examples, he urged dealers to "make sure that these are people who are interested in, or at least intrigued by, the fun, pleasure and personal involvement in music." Age makes no difference, he said, but the people should be identifiable—this means logging addresses and phone numbers.

"Finally, there has to be the 'hooker,' and it can take many forms: a learn-too-play assurance, a trial in the home or a special offer." Kutner said he thought very few organs were sold as a result of dealer advertising. "If I were a dealer I'd rather see my salesman's mileage cost go over budget than the amount of dollars I'd pay out to the local newspaper."

"I don't think that advertising, regardless of the media, can replace the fundamental go-out-after-it prospecting and sales energy that is so vital," he said.

Remo Exhibit

CHICAGO—Remo, Inc., will feature an array of new custom-painted drum heads, reinforced bass drum heads and a full line of percussion products at its exhibit here at the Music Show. On hand at booth 259-260 to explain new Remo product advancements will be president Remo Belli and Lloyd McCausland, assistant sales manager and educational director.

In an interview prior to NAMM he said organ sales for the past 12 months were "comfortably ahead" of figures for a year ago; he forecast they would be "substantially ahead" next year; but stressed that "the business is still in its infancy. Despite dramatic growth, we've only achieved a 3 per cent saturation of the homes in this country."

Hammond's NAMM exhibit, utilizing over twice the space allotted in previous years, is designed to insure dealer "involvement." An example: one display offering a "music talent test" using six telephones and a scoreboard; another audio/visual exhibit with six phones telling the story of Instant Play, which offers customers a quick introduction to the Cadette, retailing at \$555 and \$640, the latter with a reverberation unit.

Kutner said there is no doubt but what the Cadette and Instant Play program brings the organ within reach of countless people not formerly thought of as organ customers. He said Hammond was particularly conscious of the "black market."

"We want black dealers with the proper entrepreneurship and capital. We will even be flexible where capitalization is concerned. But black dealerships are hard to develop. Our current sales organization is charged with the responsibility of developing such dealers right now."

Kutner said he was certain "all our competitors" are planning well into the future. "We're looking ahead at least five years. We have a prototype of an instrument that we have code-named 'Mustang.' It will be different than the organ as we know it now and will feature a simplicity of operation so that people can sit down and easily play a song."

He said the instrument will probably be available in early 1970.

concrete evidence in front of them at the NAMM Show."

Feirn also stressed the importance of the dealer:

"We recognize that the technical capabilities of our division and large market potential can only be bridged by an aggressive dealer. We can design and manufacture fantastic products which the market is looking for but the dealer must make the customer aware of it. We can have in-store demonstrations but we can't be in the store all the time. The dealer's personnel must be trained. We're past the point where we're concerned with the purist. We're now thinking beyond traditional instruments."

"Our NAMM theme is thinking in terms of sound systems

instead of music in musical instruments. There are many more sounds today than just those that come out of musical instruments. Looking only through the musical instrument is a narrow point-of-view. We don't talk music any more. It's sound. The purist market is very narrow. The sound market is very broad."

NAMM Additions

CHICAGO—Late additions to the National Association of Music Merchants' Exhibitor roster include G. G. Clarinet Mouthpieces, La Chambre-Paris, Inc. and U.M.I. Electronics, Inc.

Perfect Protection for Records in this "Classic" Carrying Case

The Deluxe Walnut Case for 12" LP's

When records aren't being used, they need a quiet, safe place to relax . . . and what better place than this beautiful simulated walnut-grained case. Made of extra-heavy binders-board and covered in Kivar plastic-coated, moisture-resistant material, the "Classic" has a padded, gold-stamped lid and is "dressed-up" with brass-plated hardware. Truly a beautiful place for off-duty records.

Write for information and literature on the 14 designs of Platter-pak Record Cases

AMBERG FILE & INDEX CO.
1625 Duane Boulevard
Kankakee, Illinois 60901



No. 1290

Platter-pak
For Music "On-The-Go!"

Take the theme
from a movie classic.
Take Astrud.
The sound.
The sex. The sales.
And you've got a
scene even
Shakespeare
couldn't describe.

Astrud
Gilberto
"A Time
For Us"

VK-10643

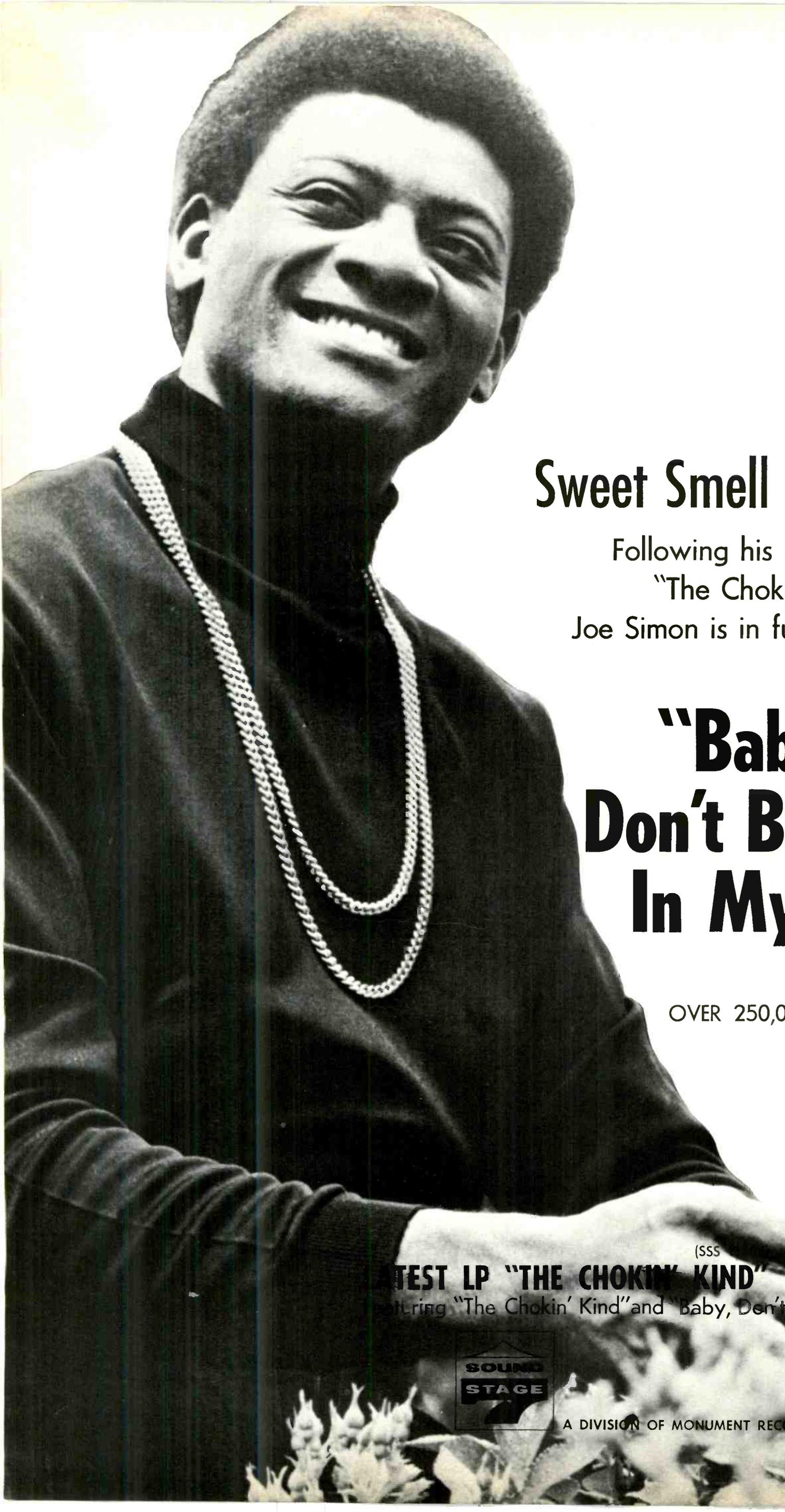
(Love Theme from
Romeo and Juliet)

Produced by
Brooks Arthur



Verve Records is a division of
Metro-Goldwyn-Mayer Inc.





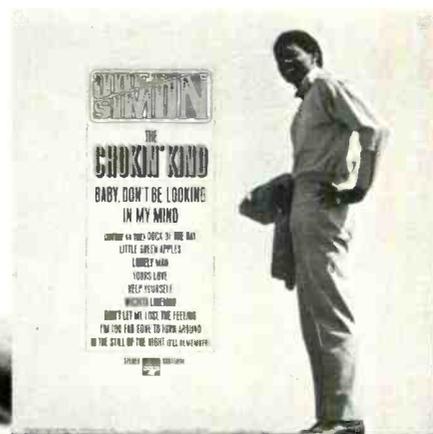
Sweet Smell of Success

Following his million-seller
"The Chokin' Kind"
Joe Simon is in full bloom again

"Baby, Don't Be Looking In My Mind"

(SSS 2634)

OVER 250,000 SOLD FIRST WEEK!



(SSS

LATEST LP "THE CHOKIN' KIND"

featuring "The Chokin' Kind" and "Baby, Don't Be Lookin' In My Mind"



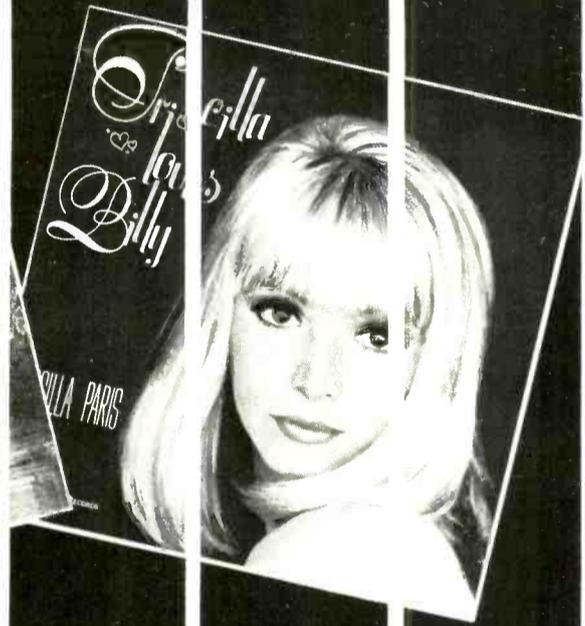
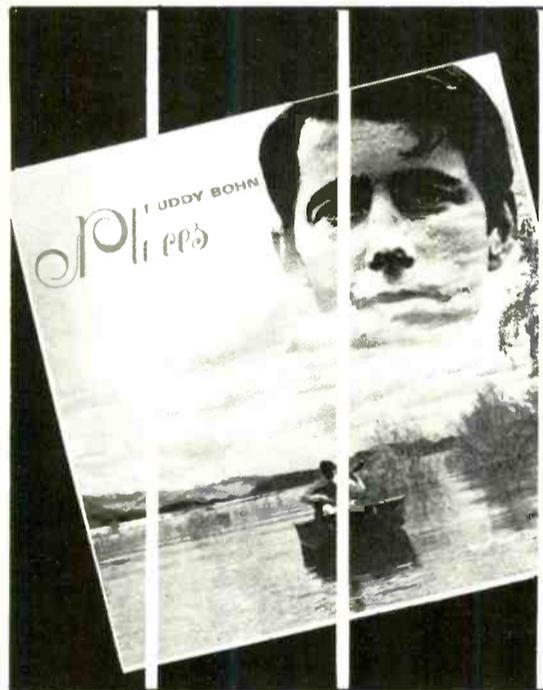
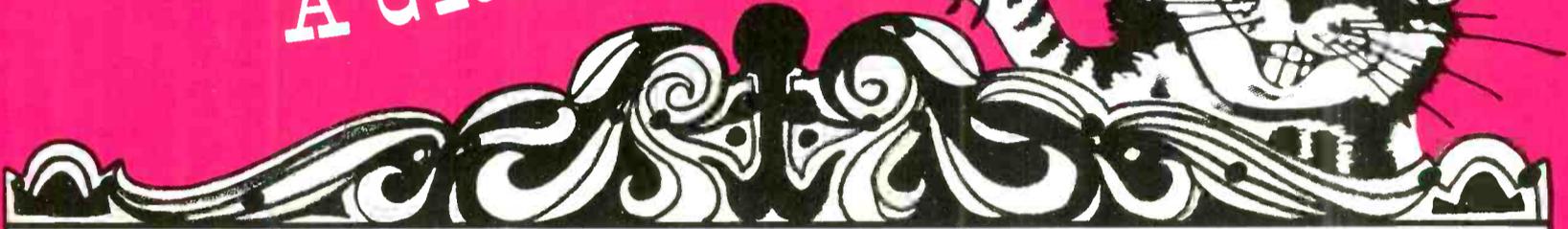
A DIVISION OF MONUMENT RECORD CORP.

LP'S

BUDDY
BOHN'S
"Places"
HT-1001

PRISCILLA
PARIS'
"Priscilla
Loves Billy"
HT-1002

A GRREAT BEGINNING



SINGLES

GIB GUILBEAU'S
"EMPTY WORDS
OF LOVE"

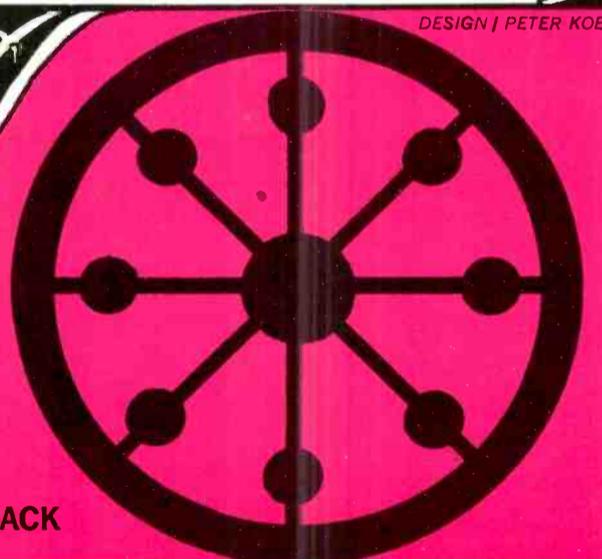
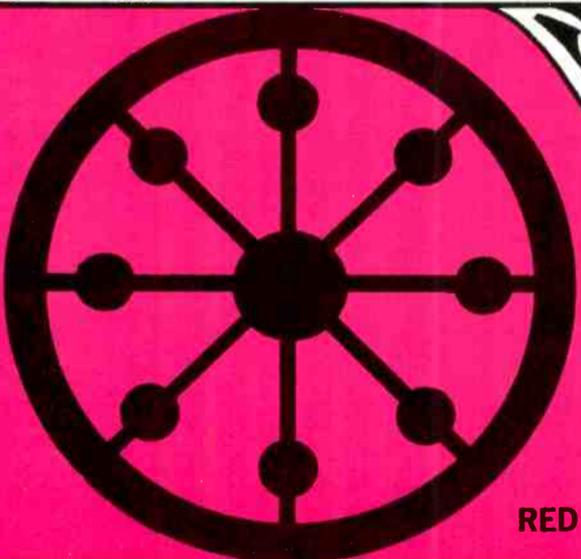
b/w
"IN THE MORNING"

METELIKO'S
"GOT TO FIND A WAY"
b/w "SI' I'OFA"

TED QUILLAN'S
"WHAT IS A BOY"
b/w "WHAT IS A GIRL"



DESIGN | PETER KOEHN



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Audio Retailing

Record Fair Pushes 45's; 35% of Volume Is in Singles

CAMP SPRINGS, Md.—Bud-dah Records vice-president Neil Bogart recently lashed out at rack jobbers and retailers who have soured on selling singles (Billboard, June 21), but he would have no quarrel with Record Fair here which derives 35

per cent of its over-all volume from 45's and believes in emphasizing singles as a traffic stimulant. The firm, with two outlets, guards against pilferage—a chief reason why retailers downgrade singles—by using special display and closed-circuit television monitoring.

Manager Steve Kaufman explained that each store utilizes 30 wire brackets secured to a white pegboard wall occupying 16 feet of space. The display accommodates 100 titles with as many as four in each bracket and is supervised by the check-out clerk at one end and a clerk who operates a demonstration turntable at the other.

Product is displayed alphabetically by title for popular records and by artists for c&w (the stores display about 50 to 75 titles of the latter). "There's no separation between pop and r&b. Our Andrews Manor store sells mostly rock and our Penn Mar Shopping Center store in Forestville sells mainly blues and soul," Kaufman, son of the owner, said. "Even though 45 singles are not as glamorously packaged as stereo albums, they are nevertheless colorful enough, and imprinted with large enough letters to be easily recognizable from five feet or more away," Kaufman said. "This means that the average customer in search of 45's will stop, move slowly up and down the rows of brackets, and in the process is likely to buy two or three times as many records he would otherwise."

From its beginning five years ago the Andrews Manor store has emphasized singles. The second is over a year old and at both locations Kaufman met the problem of pilferage head on.

The first method was the use of two clerks to maintain careful watch on the singles display.

Adding still further insurance was the installation of a TV monitor camera system with the camera swinging constantly back and forth on the rear wall, taking in the entire store as it arcs 80 degrees to the right and left through all selling hours. The inference, of course, is that the monitor viewer is behind the partition wall at the rear of the store on which the scanner camera is mounted. "Of course, it wouldn't be practicable to keep someone continuously watching a monitor screen," Kaufman said. "The psychological suggestion, however, is powerful to the point that the camera protects other parts of the store where accessories, albums, and phonographs, and other larger items are shown. We think we can match our theft loss record with any similar shop in the country."

EIA Begins 45th Meet

CHICAGO — Approximately 500 representatives of the nation's leading electronic manufacturers are expected to attend the 45th annual convention of the Electronic Industries Association (EIA), which begins here Monday (23) at the Hotel Ambassador.

Featured speaker at the four-day convention will be Rosel Hyde, chairman of the Federal Communications Commission. Hyde is scheduled to address the convention at a luncheon meeting Tuesday (24) and will cover regulatory aspects of some of the newer electronic communications services.

Also of major interest to the industry will be a preview of a study being conducted by the EIA assessing competing social, political and economic demands for government support and the impact of this competition on business opportunities for the electronics industry. Scheduled for publication in mid-July, the study will be previewed at a meeting Tuesday (24) of the association's Requirements Committee.

Audio Magnetics Into New Fields

LOS ANGELES — Audio Magnetics, blank tape manufacturer, is expanding into two new fields: special products and plastic molding.

The company has acquired CM Products Co., San Jose-based plastic injection molders. It will be a wholly owned subsidiary of Audio Magnetics.

Irving Katz, president of Audio Magnetics, said CM Products will move its plastic injection molding facilities to Audio Magnetics' Gardena plant, where a 25,000-square-foot installation is being built.

The special products division has been established by Katz to provide tape duplicators and the record industry with pre-leaded cassettes, cassette parts, packaging materials and cassette and cartridge tape.

The new division will be directed by Robert Harris, formerly vice-president of Dubbing Electronics. Katz said the special products division is geared to produce a \$3 million sales volume in its first year.



FOUR-PIECE component stereo from General Electric. This unit, Model C250, features 40-watt peak music power rating, FM/AM/FM tuner, jam-resistant, 11-inch turntable and a pair of modular speakers each with a three-inch tweeter and six-inch woofer. Suggested list: \$249.95.

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522 (S)	8
2	2	THE FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M SP 4160 (S)	29
3	3	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	23
4	7	LIGHT MY FIRE Woody Herman, Cadet LSP 819 (S)	9
5	6	STONE SOUL Mongo Santamaria, Columbia CS 9780 (S)	16
6	5	MOTHER NATURE'S SON Ramsey Lewis, Cadet LSP 821 (S)	17
7	4	SAY IT LOUD Lou Donaldson, Blue Note BST 84299 (S)	13
8	8	SUMMERTIME Paul Desmond, A&M SP 3015 (S)	10
9	9	SILVER CYCLES Eddie Harris, Atlantic SD 1517 (S)	18
10	14	A DAY IN THE LIFE Wes Montgomery, A&M SP 3001 (S)	91
11	19	MUCH LES Les McCann, Atlantic SD 1516 (S)	15
12	12	MILES DAVIS' GREATEST HITS Columbia CS 9808 (S)	4
13	13	SHAPE OF THINGS TO COME George Benson, A&M SP 3014 (S)	14
14	15	THE GREAT BYRD Charlie Byrd, Columbia CS 9747 (S)	18
15	10	AMERICA THE BEAUTIFUL Gary McFarland, Skye SK 8 D (S)	6
16	11	THE WORM Jimmy McGriff, Solid State SS 18045 (S)	27
17	17	DETROIT Yusef Lateef, Atlantic SD 1525 (S)	2
18	20	MERCY MERCY Buddy Rich Big Band, World Pacific ST 20133 (S)	33
19	16	WINDMILL OF YOUR MIND Grady Tate, Skye SK 4 D (S)	4
20	18	WINDMILLS OF YOUR MIND Bud Shank, World Pacific ST 20157 (S)	4

Billboard SPECIAL SURVEY For Week Ending 6/28/69

TRO's Catalog Push Paying Off—Cane

NEW YORK — The Richmond Organization's long-range catalog development strategy is paying off. The TRO strategy has been applied to the catalogs of such writers as Anthony Newley, Antonio Carlos Jobim and Charles Aznavour on the international front, plus such names as Gene Raskin, the late Woody Guthrie and the late Huddy Ledbetter.

According to Marvin Cane, TRO vice-president, the Jobim catalog is now expected to come in for a sizable upsurge of activity as a result of three Jobim songs to be included in a forthcoming Frank Sinatra bossa nova album on Reprise. The songs include "This Happy Madness," "Someone to Light Up My Life" and "Off Key," a new lyric version of "Desafinado."

With respect to Aznavour, the current Roy Clark single of "Yesterday When I Was Young" on Dot, which hit the top 40, is now providing fuel for a major push. Two dozen other songs by Aznavour are in the spotlight of the current promotional effort, which incorporates extensive mailings of Aznavour folio editions to disk companies, artists and independent producers.

In connection with Anthony Newley, a recently issued RCA LP by the artist-composer, "The Best of Anthony Newley," contains a flock of copyrights composed by Newley and Leslie Bricusse.

Also on the international side, Cane revealed the inclusion of three TRO Italian-based copyrights in a forthcoming Co-

lumbia LP by Robert Goulet. The songs are "Non Dimenticar," "Come Prima" and "Autumn in Rome."

TRO is also focusing attention on the catalog of composer Gene Raskin, whose "Those Were the Days," a song he wrote several years ago, became a world-wide hit last autumn through Mary Hopkin's Apple disk. Raskin and his wife, Francesca, have completed an LP under the production banner of TRO Workshop Productions Ltd., for release on Tetragrammaton Records. The LP contains exclusively TRO-published Raskin copyrights, including the song, "Hello Love," which is also being released as a single.

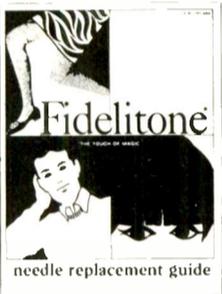
The catalogs of Guthrie and Ledbetter, also the subject of continuing development activity, will be featured in three different upcoming films. The motion pictures are "Alice's Restaurant," "Bound for Glory" and a film version of the life of Ledbetter.

In connection with these catalogs, TRO has set in motion long-range campaigns and is preparing special folio editions to be used in association with demonstration LP's for mailings to producers and artists, all to be tied in with projected release dates of the films.

when answering ads . . .
Say You Saw It in
Billboard

Pick

the proper needle like "magic"



Fidelitone dealers have the greatest magic act in the world going for them. They can select proper replacement needles for any phonograph a customer can name—in minutes, without mirrors or abracadabra. They just turn to their easy-to-use copy of Fidelitone's Replacement Phonograph needle guide. It's all there in black and white—the most complete needle guide in the industry, cross-indexed three ways from Tuesday. Fast. Easy-to-use. Foolproof. What's more . . . the magic book is backed by a full line of quality replacement needles. Contact your local Fidelitone distributor for full details. He has a hat full of tricks on how to make your needle sales more profitable, less work. Isn't it time you got in "on the act?" Contact your local distributor, or write.

Fidelitone®

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Dept. 1-Db

6415 N. Ravenswood Ave., Chicago, Ill. 60626
Phono needles, blank tape cassettes and accessories

ORDER SHIPPED
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THE SAME DAY

FACTORY-TO-YOU means better, faster service on diamond & sapphire needles, spindles, Power Points®, NEW CASSETTES, tape cartridges, head cleaners, accessories, etc. . . . shipped direct-to-you from our new, modern plant (near Chicago). Write for free catalog, mail order forms and sales plan information.

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Coin Machine World

Operator, Programmer Like School Locations

By EARL PAIGE

ALTON, Ill. — Schaffner Music Co., Inc., has opened up a new and profitable market here through renting jukeboxes to junior and senior high schools for use in lunch rooms. Owner Harry Schaffner pointed out that this is plus business and excellent public relations because it exposes the jukebox to the youth market. Programmer Helen Franklin reported that selecting records posed no difficult problems and all the schools involved have requested machines for the 1969-1970 school year.

"We originally thought of the

Kalm Assumes Williams Post

CHICAGO — Arne Kalm, vice-president of Commonwealth United Corp. (CUC) and executive vice-president of its Seeburg Corp. subsidiary, is the new president of Williams Electronics, Inc., another CUC subsidiary, following the resignation of Samuel Stern.

In other changes, Russell Babb, formerly vice-president and controller, has been named vice-president, operations, and will be responsible for all day to day operations, while Frank Murphy will assume the duties of vice-president, engineering. Jack Mittel will continue as vice-president, sales.

Stern, who stepped down after 10 years at Williams, did not disclose his plans and Kalm declined to comment on his new position.

lunch room idea after being approached by the student council of one school," Schaffner said. "After this, we sought out other schools and ended up with six locations that allow us to receive a profitable return on two and three-year-old jukeboxes."

Schaffner, president, Illinois Coin Machine Operators Association and a director, Music Operators of America, rents the jukeboxes on a flat monthly basis and the student groups keep the keys to the coin box. "We favored this approach because there's so much vandalism here. The coin box is emptied each night and the door left open. This prevents any problems."

"I'm not certain whether the students were interested in the money the jukeboxes make or whether they were merely wanting entertainment during the lunch periods. I think the latter is more important to them although we can tell from the meters that the jukeboxes do pretty good."

(Continued on page 68)

Ill. Pin Bill Amended; Faces Tough Schedule

SPRINGFIELD, Ill. — The Illinois pinball bill, Senate Bill 592, has been amended again here to exclude a controversial section calling for State inspection, and must be passed by the House and then be accepted by the Senate judiciary committee



TINY TIM tiptoed through Milwaukee on a promotional tour in behalf of his book recently. One of his stopping off places was United, Inc., Wurlitzer distributor headquarters. Here, Tiny Tim is shown with Harry Jacobs, president of United, Inc., as they examine the book, titled "Beautiful Thoughts."

Jukebox Records Total \$60 Mil.

CHICAGO—The Music Operators of America, in a special mailing to record companies, has stressed the importance of the jukebox industry by citing that jukebox operators purchased \$60

American Automatic Corp. Acquires Florida Firm

CLEVELAND — American Automatic Vending Corp. (AAV), one of the 10 largest U. S. vending and food service companies and currently expanding into street operating through acquisitions, has purchased United Cigarette Service Co., Jacksonville, Fla. Describing the purchase as part of AAV's national acquisition program, president Louis B. Golden said that United "will expand into other areas of Florida and into Southern Georgia using Jacksonville as a base." United Cigarette operates some music and services 90 per cent public, or street locations.

Golden said no changes in personnel are planned. The firm, which will be headed by its current president, Tom J. Cola, will

be called AAV-United Service Co. United was formerly Budd, Inc., a firm incorporated in 1956. The purchase was for (Continued on page 68)

NSM School at Specialty Sales

CHICAGO—Specialty Sales Corp. here will hold a two-day service school on NSM equipment June 27-28. Hours the first day are 2-9 p.m.; on Saturday, 10 a.m.-5 p.m. Cliff Stouffer, scheduled to be the instructor, was delayed because he was on a TWA Airlines flight that was hijacked last week and another ACA Sales and Service field engineer will conduct the classes.

million worth of records in 1967.

The mailing, which noted that the records were used on a half million jukeboxes, was in the form of an invitation to the companies, asking them to contribute artists to the MOA show. The show will be held Sunday night, Sept. 7, the final night of MOA's three-day Music and Amusement Machines Exposition at the Sherman House.

Hirsh de La Vriez will again

produce the show and record companies are asked to contact him at his Washington, D. C., headquarters regarding the name of the artist who will perform. Rehearsal is scheduled for 11 a.m. Sept. 7, with show time set for 9:30 p.m.

Frank York will be back with his orchestra, which includes three trumpets, three trombones, four sax (with doubles), four rhythm, piano, bass, drums, guitar and violin.

New Equipment



Chicago Coin—Target Game

This new rifle game from Chicago Coin features the simulated sounds of various wild animals recorded on tape and adjustable as to volume. An extra-high score is registered with four front targets and four moving targets are hit. A 300 score registers when a flashing moon is lighted. Bursting flashes of light and dual black lights add to the jungle effect of the unit. There are nine animal targets, a moving moon target, four drop and four moving targets. The unit, adjustable for 10 or 25-cent pricing, gives the player 25 shots per game. The unit is called Safari.

and the Senate. Operators and manufacturers supporting the bill, which would allow amusement-only pin games to be operated, said last week that with the tremendous load of legislation here, action on the bill before the June 30 deadline is questionable. "It could go either way," said Illinois Coin Machine Operators Association executive director Fred Gain.

The State inspection section, which caused House judiciary committee members to postpone action once, was finally excluded along with another section referring to U. S. Internal Revenue (Continued on page 64)

MOA Panel For ICMOA

By RON SCHLACHTER

CHICAGO — Howard Ellis, president of the Music Operators of America (MOA), and Fred Granger, executive vice-president, will conduct a public relations seminar July 12 at the annual meeting of the Illinois Coin Machine Operators Association (ICMOA) in Springfield.

"We will conduct a public relations seminar similar to the one we conducted in Florida," explained Granger. "It was very successful and furthered the program. We received a lot of good comments and suggestions from FAMA members."

"I will moderate the panel in Springfield and Howard will tell his experiences concerning the program. Three ICMOA members will be on the panel and there will also be audience participation. We may even have someone read the speech just to demonstrate that it's not that difficult."

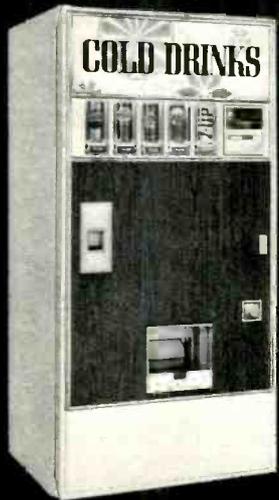
New Equipment



Bally—Four-Player Flipper Game

This new four-player flipper game from Bally Manufacturing Corp. features what sales manager Paul Calamari describes as "maximum player appeal," by utilizing three free ball gates. The game, called Gator, was designed with three gates because international research convinced Bally that the opportunity to utilize skill in releasing free balls was the "biggest, single play appeal factor." A 500 score can be totaled through the top and middle gates, while returning the ball to the shooter tip, and bottom gate gives players the regular 50 points in addition to a free ball. There are two ways to open the top gate: by crossing number six rollover, or by hitting number four and five bumpers. A ball hitting bumpers one through five will open the middle gate, while hitting bumper numbers one, two and three open the bottom gate. At the very top of the playfield there are three rollovers which score 100 each when lighted. The field panel is studded with 12 different score-building targets all the way down the panel. This includes the special when lit rollover which delivers one replay, one added ball or 500 points, depending upon the player's style. The game is available as a standard or add-a-ball model.

REVOLUTIONARY!



the industry's first and only bulbless, electro-mechanical indicators that end troublesome bulb replacements forever! Many other new revolutionary features, too.

ROCK-OLA

MODEL CCC-5 CAN COLD DRINK VENDER TYPE 250, 5 SELECTION

ROCK-OLA MANUFACTURING CORPORATION
800 N. Kedzie Avenue
Chicago, Illinois 60651

What's Playing?

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

Ames, Iowa, Location: Young Adult-Restaurant

ELENA DANYLCHUK, programmer, K & D Music Co.



Current releases:
"In the Chetto," Elvis Presley, RCA-47-9741;
"Bad Moon Rising," Creedence Clearwater Revival, Fantasy-622;
"Medicine Man," Buchanan Brothers, Event-3302.

Oldies:
"The Wanderer," Dion;
"Mack the Knife," Bobby Darin.

Indianapolis, Ind., Location: Adult (Over 30)-Restaurant

LARRY GEDDES, programmer, Lew Jones Music Co.



Current releases:
"Love Theme From Romeo & Juliet," Henry Mancini, RCA-47-0131;
"Love Me Tonight," Tom Jones, Parrot-40038;
"Seattle," Perry Como, RCA-47-9722.

Oldies:
"Woman Helping Man," The Vogues;
"You Gave Me a Mountain," Frankie Laine.

Lebanon, Tenn., Location: Kid-Drive-In

L. H. ROUSSEAU, programmer, Monk's Music



Current releases:
"Bad Moon Rising," Creedence Clearwater Revival, Fantasy-622;
"Baby I Love You," Andy Kim, Steed-716;
"Spring," John Tipton, Date-1641.

Oldies:
"Young Girl," The Union Gap;
"Gimme Some Lovin'," Spencer Davis Group.

when answering ads . . .

Say You Saw It in Billboard

Honor Nate Feinstein



NATE FEINSTEIN, president, World Wide Distributing, Chicago, was honored at a recent State of Israel bond drive banquet. Above (from left), Dave Zeisman, Samuel Millman, Mrs. Feinstein, Feinstein, Judge Abraham Lincoln Marovitz, Mrs. Bernice Curtin, Avron Gensberg, Samuel Stern and George Lutz.



OVER \$200,000 was raised during the bond drive. Here, Nate Feinstein is flanked by Dave Zeisman and Judge Abraham Lincoln Marovitz.



PROUD FAMILY. Nate Feinstein poses with daughter, Jane, and wife, Eve.



OVER 250 people attended the Feinstein testimonial dinner held in the Palmer House Hotel. Here is a partial view.

Ill. Pin Bill Amended; Faces Tough Schedule

• Continued from page 63

Service. The vote was so close that supporters sought out the vote of the Speaker of the House. The measure finally passed 11 to 7.

The excluded sections: "The director and his agents may, at any time after the approval of a device, inspect such device to determine whether it continues to qualify as an approved device (i. e., an amusement-only pin game). Failure to allow inspection by the director or his agents causes a revocation of the approval as to that device, which shall thereupon be excluded from the exception contained in this subsection."

Also: "Notwithstanding any other provision of this subsection, any mechanical device classified by the United States as requiring a Federal Gaming Device Tax Stamp under applicable provision of the Internal Revenue Code shall be excluded from the exception contained in this subsection."

Prior to the exclusion of these two sections, the bill came under fire from one House judiciary

committeeman who stated that the committee had heard testimony in 1967 for long hours only to pass a bill that was subsequently defeated. The bill was also charged with "establishing a State-wide snooping service."

In opposition testimony, Tim Murtaugh III, representing Bally Manufacturing Corp., said, "The law in Illinois has been fairly settled over the years. Local control has been effective."

Should the bill not clear both houses of the General Assembly here and be signed by the governor, the situation would remain as it is now with the legality of operating pinball games and bingo-type equipment left up to local governments.

National Rejectors Sets Consolidation

ST. LOUIS, Mo.—National Rejectors, Inc., will finish consolidating all domestic manufacturing operations into its Hot Springs, Ark., plant during the next six months. In addition, the company has announced that it is developing a plan to expand its sales and service facilities in the field.

Bag Big Profits with the Sensational New Jungle Rifle!



Chicago Coin's SAFARI RIFLE GALLERY

HIGH SCORE FEATURE!
EXTRA SCORE WHEN FRONT 4 TARGETS and 4 MOVING TARGETS ARE HIT!

EERIE REALISTIC ANIMAL SOUNDS ON TAPE . . .
Adjustable for Volume

HIT FLASHING MOON TARGET WHEN LIT . . .
SCORES 300 OR SPECIAL!

• BURSTING FLASHES OF LIGHT WHEN TARGETS ARE HIT

• SPECTACULAR DUAL BLACK LIGHTS FOR BRILLIANT JUNGLE EFFECT

10c-25c PLAY

Adjustable Extended Play or Replay

• 9 Animal Targets (Lions, Tigers, Elephants, Monkeys, etc.) . . . 4 Drop and 4 Moving Targets, plus Flashing Moon Target

• Score Values Vary with Shots . . . Also Bonus Score

• REALISTIC RECOIL IN RIFLE

• 25 Shots per Game

NON-TIP CABINET

ALSO IN PRODUCTION: DRIVE MASTER • YANKEE BASEBALL • GALAXY

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Mfrs. of PROVEN PROFIT MAKERS Since 1931

On the Street

By RON SCHLACHTER

Nal Bailen, president of Urban Industries, Inc. of Ky., reports that the company is "enjoying a good season in Panorams. Due to the recent Supreme Court ruling, more and more areas are opening up. The whole country is becoming more liberal." Bailen adds that Urban is "getting more foreign inquiries than ever before." . . . Chicago Coin has just released a new gun that "looks terrific," according to Mort Secore. The gun is called Safari. . . Employees at Williams Electronics in Chicago can't complain about the heat because the plant is totally air conditioned. Employees are also allowed to smoke on the job. The plant will close for its annual vacation period June 30-July 14.

One of the more unusual gifts received by Max and Harry Hurvich during their recent 38th anniversary celebration at Birmingham Vending headquarters was a plaque presented by operator Bert Wico. The plaque, which spelled out 38, was made up of all the different candy, gum and charm products handled by the company. . . . Congratulations are in order for the Herb Goldstein family on the recent marriage of daughter Martha in Los Angeles. . . . H. B. Hutchinson is back at his desk following a recent illness. . . . Tom Emms has returned to Dallas after a visit to Graff Vending's office in Los Angeles.

More than 250 persons attended the Nate Feinstein testimonial banquet at Chicago's Palmer House. Chairman of the event was Samuel Millman, who was assisted by co-chairmen Avron Gensburg and Sam Stern. The banquet committee included William Bresler, Warren Brown, Earl Cohn, Ed Goldstein, Burt Ditkowsky, Lou Gordon, Bernard Greenwald, Thomas Herrick, George Lutz, Irving Ovitz, George Pohn, Moses J. Proffitt, Bob Rosenthal, David Schaffner, Samuel Schenker, Fred Skor, Arthur Velasquez and Erwin Weiner. More than \$200,000 was raised for the Israel bond drive.

Dr. Robert Johns has been named chairman and chief executive officer of Servomation Mathias, a subsidiary of Servomation Corp. . . . Gene Wagner, vice-president of marketing with Nutting Industries, Ltd., recently used the Music Operators of America (MOA) public relations speech in his address to the Civitan Club in Dearborn, Mich. Wagner believes the speech is a "tremendous idea and should be done as often and at as many club meetings as possible by all connected with the industry." The Civitan Club is an international service club organization which boasts a motto of "Builders of Good Citizenship."

MOA executive vice-president Fred Granger reports that all of last year's exhibitors are expected back for the 1969 Music and Amusement Machines Exposition at Chicago's Sherman House Sept. 5-7. Room reservation cards and advance registration cards for both badges and banquet will be sent out to all members next month. . . . President Howard Ellis has this reminder: "If every present

MOA member would make an effort to recruit just one new member for MOA, the results would be fantastic." This year's membership committee includes Ted Nichols and Lawrence Lestourgeon,

co-chairmen, Carl Pavesi, William O'Connor, Thomas Greco, A. M. Fleishman, Ralph Ridgeway, Leon Taksen, George Holtzman and L. M. Smith.

More than \$3,500 in prize money and trophies will be awarded to participants in Dime-N-Leagues' Grand National Tournament, which will be held Saturday (28) in the banquet room of Cincinnati's Howard Johnson's Motor Lodge. Competing in the

men's bowler division will be Sadies Cafe, Cincinnati District; New Orleans Bar, Cincinnati District; Stan's Bar, Dayton District; Deep Sea Bar, Indiana District; Press Grill, Columbus, Ohio, District; Shaw's Bar, Michigan District; Jeannie's Inn, Illinois District; and Shirley's Cafe, Kentucky District.

Teams in the ladies bowler division include New Orleans Bar, Cincinnati District; Naborhood Cafe, Cincinnati District; Stan's

Bar, Dayton District; Woody's Bar, Indiana District; and Cottage Inn, Middletown, Ohio, District. Entered in the pool-open division are Broken Drum Cafe, Cincinnati District; Round Up Cafe, Dayton District; Three Lads, Michigan District; Roosevelt Bar, Michigan District; and Andy's Bar, Indiana District. Dime-N-Leagues is now concluding its eighth season, according to president Joseph G. Westerhaus Jr.

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Triple Free Ball Gates IN SENSATIONAL NEW Bally GATOR One, two, three or 4 CAN PLAY



Two Dozen Ways to Score!

From the trio of can't miss Rollovers at the top of the playfield - each worth 100 when lit by mystery shift - to the double-duty Bottom Rollovers, GATOR is packed with strategically located score-building targets, vibrates with the criss-cross, up-and-down ball action that insures continued repeat play and top earnings month after month.

TOP GATE SCORES 500

Opens 2 ways: by skill-shot across Rollover 6, when lit, or by selective skill-hitting of Bumpers 4 and 5, when lit.

MIDDLE GATE SCORES 500

Opens by skill rampage around playfield, hitting Bumpers 1 through 5, when lit.

BOTTOM GATE SCORES 50

Easy to open: simply skill-sock Bumpers 1, 2, 3, when lit.

SNAP-JAW FLIPPERS

Ball is a busy, score-gobbling captive on the playfield when famous Flipper-Zipper closes by skill-shot against Bumper 2.

Bottom Left Rollover scores

SPECIAL

when lit by hitting all 6 Gate Targets

Profit Proved Two Ways!

Brilliantly new in eye-appeal, excitingly new in play-appeal, GATOR was designed to include time-tested money-making action and features of historic Bally flipper hits. The popular "SPECIAL when lit" rollover is only one example. And the magic mix of past, present and future was then location-tested in key spots around the world. Get GATOR and go places. Like the bank. With the fattest collections in years.

The charts tell the story - Billboard has THE CHARTS

See your distributor or write BALLY MANUFACTURING CORPORATION - 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.

Bulk Vending News

Urges Vendors Try for Top Space

WASHINGTON, D. C.—Too many bulk operators fail to make sure their machines are located in the best possible position in busy retail stores, according to H. A. Johnson, partner, Nova, Inc., which operate routes throughout the suburban area here. By pushing for top posi-

tion in locations Johnson has been able to double the revenue from his machines in some cases.

Johnson is convinced that too many operators automatically assume that a location owner looks upon bulk vending machines as a "nuisance" and are inclined to shove them back into a remote section of the drugstore, supermarket, delicatessen, bakery, coin-operated laundry or whatever the case may be. Actually, if the location owner is well impressed with the operator he will often grant spectacularly valuable locations, Johnson said.

A typical example is Johnson's six-head stand which is part of the checkstand at a giant drugstore in the Andrews Manor Shopping Center in nearby Maryland. Here, where long lines of customers stand and wait their turn in checking out their purchases, the bulk units do a far better selling job than in a free-standing location standing out somewhere else in the store. Realizing that most people dislike the long wait for check-out and would appreciate "something to do" in the process, Johnson got his machines directly in the line, simply by pointing this fact out to the drugstore manager. The latter, anxious to do

anything possible to increase good will and customer convenience, agreed without a single objection, even though it meant shuffling display fixtures to some extent to provide the necessary four square feet of space.

The Washington operator, of course, made up a vending mix to match the variety of ages and types of customers moving through the checkstand. The machines vend novelties, bubble gum, ball gum, and a candy item, in recognition of the "sweet tooth" customer who balks at buying bagged bulk candy or the multiple-unit packages of candy bars which such stores feature today.

The result: sales almost doubled what the six heads would produce if standing off to one side or alongside the entrance. Johnson said, "The captive customers in the checkstand line are far more likely to go to the trouble of digging out pennies while awaiting service."

Johnson built his Nova, Inc., business along the classic pattern, beginning five years ago with a few machines which he spotted in locations he was already patronizing himself, and gradually buying new equipment as bulk vending prospered. He has never bought an established

Continued

Hurvich Open House



YOUNGSTERS were much in evidence at the recent Birmingham Vending Co. open house. At left, partner Harry Hurvich tries to make children pose. At right, Florence Ausborne, Decatur, Ala. She actually has a small route of bulk vending machines.



VENDORS and their families. From left, T. P. Dudley Jr., Mr. and Mrs. William Vann, Mr. and Mrs. J. W. Nelson, Bert Witkos and Northwestern sales manager Ray Greiner.

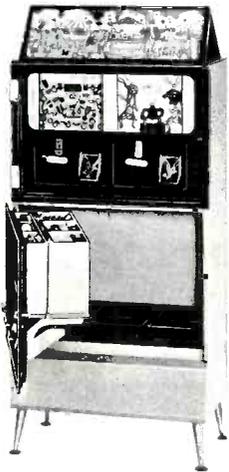


ALABAMA operators (from left), Sally and Willie Sher, Hill, Ralph and Elaine Walker, Quida, Quida and Adolph Sutton Sr., Mr. and Mrs. L. H. Clipperry and Fred Sudeiha.



MORE GUESTS. From left, Northwestern's Bill Hamilton, Marion Wolf, Mr. and Mrs. Walton Wingo, Sidney Eppy (with sunglasses), Mr. and Mrs. Max Hurvich, Bill Robertson and Robert Sisk.

Get and hold the best locations with **Victor's Selectorama® Console** 6 DIFFERENT STYLES



Save 50% to 75% servicing time. Unlock front door to fill & collect.

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BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment

Whether it's in a supermarket or super service station, the Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model



60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

Northwestern

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CAPSULES

250 PER BAG with MONEY MAKING DISPLAYS

5¢ All Ring Mix\$4.60
5¢ Trick & Game Mix 5.00
5¢ Creepy Bugs	..... 5.00
5¢ Northwestern Mix	..... 4.25
5¢ Latest Assorted Mixes	..... 5.00
10¢ Jewelry Mix	..... 8.00
10¢ Lighter Mix	..... 8.00
10¢ Big Dice Mix	..... 8.00
10¢ Assortment Mix	..... 7.00
10¢ Western Mix	..... 8.00
25¢ V2 Jewelry, 100 per box	... 10.00
25¢ V2 Oogies, 100 per box	... 10.00
Empty V-V1-V2 CAPSULES	

Wrapped Gum—Fleers 4M pcs.	\$14.40
Tootsie Roll, 2M pcs.	..... 7.20
Rain-Blo Ball Gum, 2200 per ctn.	7.80
Rain-Blo Ball Gum, 2100 printed per carton	..... 7.85
Rain-Blo Ball Gum, 5550 per ctn.	9.40
Rain-Blo Ball Gum, 4300 per ctn.	9.50
Rain-Blo Ball Gum, 3550 per ctn.	9.50
Maltettes, 2400 per carton	..... 8.65
20 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.. 45
Beech-Nut, All Flavors, 100 ct.	.. 45
Minimum order, 25 Boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets. Everything for the operator. One-Third Deposit, Balance C.O.D.

NEW VICTOR 77 SPECIAL WITH EXTRA CAPACITY TOP



Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES & SERVICE CORP.

446 W. 36th St., New York, N.Y. 10018 (212) LOnacre 4-6467



MISSISSIPPI vendors also attended. From left, Mr. and Mrs. C. E. Beatty, Christine Ausborne and Mr. and Mrs. Lewis LeBlanc.



PENNY KING'S Margaret Kelly (second from left), Razell Toranto, Steve and C. E. Ausborne and Mr. and Mrs. John Cabell.

when answering ads . . . Say You Saw It in Billboard

If your competition is giving you location trouble . . .

You may find the answer to this problem by operating the most advanced idea in bulk vending—the all new Victor—



SELECTORAMA®



77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations—1¢, 5¢, 10¢, 25¢.

Front door operation saves 50% to 75% service time. Bigger display, more profits.

See your distributor for information and delivery date.

VICTOR VENDING CORP.

5701-13 West Grand Ave. Chicago, Ill. 60639



SUPER 77 in console holds 175-V2 capsules



PRIME POSITION for locating a six-head installation is seen in this photograph taken in a drugstore in the Andrews Manor Shopping Center situated outside Washington, D. C., in Maryland. Operator H. A. Johnson convinced location management that people standing in long lines at the check-out counter might be logical customers for many items from the machines. The location owner agreed without an objection, and as a result, sales from the stand have almost doubled.

Urges Vendors Try for Top Space

• Continued

route, nor taken over any other firm. Instead, he has concentrated on new locations as they develop, getting wind of them from various sources, calling on the location owner, and following traditional selling methods. Now that his locations have grown to "several hundred"

KAMA Meeting

LAWRENCE, Kan. — The Kansas Amusement and Music Association (KAMA) will hold its annual meeting here Aug. 23-24. The program includes a guest speaker, distributor exhibits and a banquet.

throughout the District of Columbia and the populous Maryland and Virginia suburbs, Johnson has a full-time serviceman-partner who does the actual machine maintenance, route service and collecting.

Marvel Vacation

CHICAGO — Marvel Manufacturing Co. has announced that it will be closed June 30-July 21 for its annual three-week vacation period.

Cigaretts Up In Ohio: 45¢

By JANE SCOTT

CLEVELAND—It will soon cost 45 cents for machine-vended cigarettes in Ohio.

The 5-cent increase was effective June 9, but it will take four to six weeks to change over the State's 25,000 machines, according to Richard A. Galvin, president of the Ohio Automatic Cigarette Vendors Association (OACVA). About three-fourths of the vending operators belong to the OACVA.

"There hasn't been much resistance," said Galvin, who is vice-president of the American Automatic Vending Corp., one of the largest vending companies in the State. "People know that the manufacturer's price of cigarettes went up recently and that

costs for gas and oil and labor are going up all the time."

While some operators will boost the price to 50 cents because it is easier to use two quarters, most operators are expected to go with the 45-cent figure. Adjustments on machines will be easy on some, but for others, the services of a mechanic will be needed. One large distributor said that it will cost \$100,000 in labor and parts to make the adjustment.

There has been no increase in the price of machine-vended cigarettes since September 1967.

Stress Service In W. Germany

BERLIN — Herr Niederlein, staff engineer, NSM Apparatebau, told the West Germany coin machine association that more electrical security measures were needed because many machines are serviced by people who are not electrical experts. (Continued on page 68)

Westchester Guild

NORTH WHITE PLAINS, N. Y.—Carl Pavesi was re-elected to his 20th term as president at a recent meeting here of the Westchester Operators Guild, Inc. Other officers include Al Kress, vice-president; Seymour Pollak, secretary; and Lou Tartaglia, treasurer. Pollak has been secretary every year except one term, while Tartaglia has served as treasurer for the past 18 years. The board of directors includes Ed Goldberg, Fred Yolen, Herbert Chacon and William Feller.

All Machines Ready for Location

AMI M-200	\$445.
AMI 200 selection wall box	19.50
CC Hula Hula	195.
Seeburg Consolette wall boxes	149.50
Bally Dixieland	245.
Bally Blue Ribbon 4-player	245.
AMI Cadette	595.
AMI Continental 1-200	165.
AMI Photo viewer with cable and films	495.
Seeburg LPC-480	545.
Seeburg Electra	625.
Seeburg Showcase	845.
Seeburg Q-100	275.
Cris-Cross Skee-ball	300.
Playtime Skee-ball	395.
Rowe Riviera	175.
9-col. National	55.

Lew Jones Distributing Co.

Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
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Send for Our New Complete COIN MACHINE LIST for LOWEST PRICES LARGEST SELECTION

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855 N. BROAD ST., PHILA. PA 19123
Phone 215 Center 2-2900

NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE
GRAFF VENDING SUPPLY CO., INC.
2956 Iron Ridge Road
Dallas 47, Texas

VICTOR'S NEW 77 SPECIAL EXTRA CAPACITY TOP . . .

Holds 30 more V-2 Capsules. Can be installed on your present 77s, or purchased with your 77 machines.

Only **\$4.50** each

Includes new center rod.

See your distributor for information or write us direct.

VICTOR VENDING CORP.
5701-13 West Grand Ave.
Chicago, Ill. 60639

BARGAINS from KING'S One Stop

Psychedelic Pin-On Buttons \$12.00 M Rings for 1¢ Vending, 800 to bag 1.90

Filled Capsule Mixes All 250 per bag

5¢ Economy Mix	\$3.90
5¢ De Luxe Mix	5.00
5¢ Ring Mix	4.50
10¢ Hippie or Swinger	8.00
10¢ Economy Mix	7.00
10¢ De Luxe w/Lighter	8.00
25¢ Jewelry Mix, 100 to bag V.10.00	

T. J. KING & CO., INC.
2700 W. Lake St., Chicago, Ill. 60612
Phone: 312/533-3302

The Table of TOMORROW

it's **apollo**

Never before have **SO MANY NEW FEATURES** been incorporated into one table!

NEW Cabinet	NEW Coin Mechanism	NEW Legs	NEW Cashbox
NEW Runways	NEW Cushions	No more Drawers	

Simply remove the new "front door" for service. This newly designed door has one lock and is held in place at three points by a heavy cam and two rods. And in the unlikely case that the mechanism must be removed, it can be unbolted and taken out.

Irving Kaye Co. Inc.

363 Prospect Place, Brooklyn N.Y. 11238

(212) STerling 3-1200



TRIMOUNT Automatic Sales Co., Boston, will construct a new headquarters facility near Dedham, Mass., on Route 1 comprised of 26,500 square feet. Participating in ground-breaking ceremonies (from left), two builders; Joe Barton, vice-president, Rowe International, Inc.; Irwin Margold, Trimount vice-president; developer Gus Sturges; Marshall Caras, Trimount general manager, and Jay Bergen, business consultant.



HARRY SCHAFFNER, Altona, Ill., operator and president, Illinois Coin Machine Operators Association. He has found that locating jukeboxes in public schools offers added revenue and a method to promote jukebox play with youngsters.

Ill. Programmer Tells About Programming School Location

• Continued from page 63

"For us it's steady income from locations we wouldn't have otherwise and the public relations and promotion aspect is very important. These are the kids who play jukeboxes the year around."

Schaffner said all the phonographs were set for 10-cent, three-for-a-quarter play and that in most cases it was a simple matter for his service personnel to tie in to the existing public address system and engineer good sound reproduction.

"The lunch periods in these schools are quite extended," he said. "It often runs from 11 a.m. to 1 p.m."

Mrs. Franklin, veteran programmer, said that since she personally shops for records and knows what to look for, programming presented no problems.

"We changed from four to five records every other week. Once we had the initial set of records on each machine, programming was easy. At first, though, it was necessary to buy complete sets of teen-type records in a couple of instances.

"In buying every other week I know I can miss certain releases, but my one-stop people know what I like and will often set aside quantities of certain records," she said.

In some cases, older numbers

proved quite popular with the schools, she said. "This was particularly true with '96 Tears' by the ? Marks and the Mysterians on Cameo/Parkway. This record had been out two years, but was released again and the kids loved it."

Mrs. Franklin, who logs the records placed on each jukebox the firm services, agreed that it might be helpful to other programmers to know some of the artists and material she used up until the recent closing of the schools:

"See," Young Rascals; "Leaning on You," Joe South; "Everyday With You," Classics Four; "It's Never Too Late," Steppenwolf; "Someday Man," Monkees; "Get Back," Beatles; "I Could Never Lie to You," New Colony Six; "Let Me," Paul Revere and the Raiders; "It Didn't Even Bring Me Down," Sir Douglas Quintet.

Also, "Heather Honey," Tommy Roe; "Sorry, Suzanne," Hollies; "These Eyes," Guess Who; "Good Times, Bad Times," Led Zeppelins; "Ballad of John and Yoko," Beatles; "Gotta Get Away," Cowsills; "Spinning Wheel," Blood, Sweat and Tears; "Tomorrow, Tomorrow," Bee Gees; "Love Me Tonight," Tom Jones.

W. Germany Service

• Continued from page 67

Niederlein's report was made during a recent meeting at which the association estimated there are 250,000 amusement machines in Germany.

Of this total, it was stated, 125,000 are pay-out machines, 50,000 are jukeboxes and 70,000 belong in the general amusement classification. The association said that, assuming machines were serviced one a month, there are 13 million service operations a year in West Germany.

American Automatic

• Continued from page 63

cash plus an undisclosed number of common shares of AAV. Considered one of Jacksonville's largest cigaret vending firms, United is reported to have annual sales of over \$1 million.

AAV, which now operates in Florida, Michigan, Ohio, Kentucky and Indiana, is moving into a new 200,000-square-foot facility in Solon, a suburb here. AAV recently reported net income of \$1.2 million, or 95 cents per share, on sales of \$37.7 million for its year ended Feb. 28.

Prizes Awarded At Celebration

BIRMINGHAM, Ala. — A number of manufacturers and companies donated prizes for Birmingham Vending Co.'s recent 38th anniversary celebration.

Winners were selected from a drawing and they included John Cabell, one double electric blanket, Creative House Promotions, Inc.; Walton Wingo, Kodak Instamatic camera, Eppy Charms; A. P. Osborn, 8-track stereo tape player, Karl Guggenheim, Inc.; Merrill Knight, Waring blender, Henal Novelty; O. C. Coker, 18-inch Philco portable TV, Leaf Brands; Cecil Cox, one Uniline 6 w/4 classic 25 cent, Northwestern Corp.; Cecil Trawick, one Vantage professional stand with four panel machines, Northwestern Corp.; C. E. Beaty, portable bar, Penny King Co.; Bob Sisk, 58-piece Oneida stainless flatware with chess, Sunline, Inc.; Frank Harris, barbecue grill, Universal Vendor Co., Inc.; Joe Mitchell, one Helbrose watch, Viking Charms; and Mrs. Ann Vann, console stereo & AM/FM radio, Birmingham Vending.



TAC AMUSEMENT Co. employees were guests at a recent banquet in New Orleans where it was announced that the firm, founded in 1932 by the late John (Tac) Elms, would initiate a profit sharing plan. Lawrence Legarde, general manager (left) addressed the group delivering the Music Operators of America "jukebox story." Also addressing the group were John Elms Jr., managing partner (center), and Joyce Elms Roche, partner (right). Highlights of the plan include group life insurance, group medical, paid vacations, sick pay, bonuses, employee loans and training programs.

Reconditioned SPECIALS Guaranteed

PIN BALLS — BOWLERS — ARCADE	
CHICAGO COIN	
PAR GOLF	\$110
MUSTANG, 2-PI.	155
HULA-HULA, 2-PI.	195
KICKER	185
TRIUMPH S.A.	250
GOLD STAR S.A.	265
BELAIR S.A.	285
MEDALIST	310
TEXAS RANGER	205
GOTTLIEB	
SHIPMATES, 4-PI.	\$175
KINGS & QUEENS	165
ICE REVUE	180
CENTRAL PARK	195
BALLY	
BULL FIGHT	\$150
ROCKET #3	250
CAMPUS QUEEN, 4-PI.	335
WORLD CUP	385
DIXIELAND	320
UNITED	
ULTRA S.A.	\$175
TIGER	195
CORRAL	310
MAMBO	220
PYRAMID	285

Write for complete 1969 Catalog of Phonographs, Vending and Games.
Established 1934

ATLAS MUSIC COMPANY
Cable: ATMUSIC—Chicago
2122 N. WESTERN AVE., CHICAGO, ILL. 60647. ARmitage 6-5005

A Full Line of Coin Operated Recreational Tables from

American SHUFFLEBOARD COMPANY
210 PATERSON PLANK ROAD
UNION CITY, NEW JERSEY

"The House That Quality Built"

TARGET POOL

by Gottlieb

- MAGNETIC APPEAL OF 15 COLORFUL POOL-BALLS.
- 12 TARGETS AND 3 ROLLOVERS LIGHT BALLS IN LIGHT BOX.
- MAKING ODD OR EVEN NUMBERED BALLS LIGHTS BOTTOM ROLLOVERS FOR SPECIAL SCORE.
- 15 BLUE AND RED TARGETS SCORE 300 POINTS AS INDICATED BY 15 "RUNNING LIGHT" ARROWS.
- POPULAR BALL RETURN ROLLOVERS GUIDES BALL DIRECTLY TO FLIPPERS FOR SUPER ACTION SHOTS.

That Extra Touch of Quality and ORIGINALITY

D. Gottlieb & Co.
1140-50 N. Kostner Avenue • Chicago, Illinois 60651

A "HAIRY" HIT

"Where Do I Go? / Be In" (HARE KRISHNA)
by The Happenings Jub5666

Produced by The Happenings
for Mira-Lee Productions.

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

EARLY ACTION!

WABC, New York	WSER, Elkton
WNEW, New York	WBBO, Augusta
WOR-FM, New York	WSRF, Ft. Lauderdale
WMCA, New York	WOKY, Milwaukee
WIRL, Peoria	WHHY, Montgomery
WHYN, Springfield	WGRD, Grand Rapids
WABB, Mobile	WEAM, Washington, D.C.
WAPE, Jacksonville	WKWK, Wheeling
WFUN, Miami	WMC-FM, Memphis
WCRC, Hartford	WCRO, Johnstown
WMPS, Memphis	WLOF, Orlando
WKGN, Knoxville	

A Product of Jay Gee Record Co., Inc.

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Where is Abergavenny?

Breaking everywhere!

Shannon

tells the story. In a single
that's collared the market.

Abergavenny

HE 814

Jerry Ross Productions Inc.



Everyone has it.



Heritage Records is distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.

Billboard TOP LP'S

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
48	1	1	ORIGINAL CAST Hair RCA Victor LOC 1150 (M); LSD 1150 (S)		NA	NA		
5	3	2	FIFTH DIMENSION Age of Aquarius Soul City SCS 92005 (S)				NA	
22	2	3	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)				NA	
21	4	4	SOUNDTRACK Romeo & Juliet Capitol ST 2993 (S)					
50	6	5	IRON BUTTERFLY In-A-Gadda-Da-Vida Atco SD 33-250 (S)					
9	5	6	BOB DYLAN Nashville Skyline Columbia KCS 9825 (S)				NA	
19	10	7	DONOVAN Greatest Hits Epic BXN 26439 (S)				NA	
3	27	8	TOM JONES This Is Parrot PAS 71208 (S)					
4	16	9	WHO Tommy Decca DXSW 7205 (S)		NA		NA	
21	8	10	CREEDENCE CLEARWATER REVIVAL Bayou Country Fantasy 8387 (S)					
7	9	11	ANDY WILLIAMS Happy Heart Columbia CS 9B44 (S)				NA	
8	12	12	VENTURES Hawaii Five-O Liberty LST 8061 (S)					
9	13	13	HENRY MANCINI & HIS ORK A Warm Shade of Ivory RCA Victor LSP 4140 (S)					
20	14	14	LED ZEPPELIN Atlantic SD 8216 (S)				NA	
12	7	15	GLEN CAMPBELL Galveston Capitol ST 210 (S)					
3	18	16	ELVIS PRESLEY From Elvis in Memphis RCA Victor LSP 4155 (S)			NA	NA	
16	15	17	TEMPTATIONS Cloud Nine Gordy GLPS 939 (S)				NA	
23	11	18	THREE DOG NIGHT Dunhill DS 50048 (S)					
3	30	19	PETER, PAUL & MARY Peter, Paul & Mommy Warner Bros.-Seven Arts WS 17B5 (S)					
8	20	20	FRANK SINATRA My Way Reprise FS 1029 (S)					
7	21	21	CHICAGO TRANSIST AUTHORITY (2 LP's) Columbia GP B (S)				NA	NA
10	23	22	SLY & THE FAMILY STONE Stand Epic BN 26456 (S)					NA
16	24	23	TOM JONES Live Parrot PAS 71014 (S)					
7	19	24	TRAFFIC Last Exit United Artists UAS 6702 (S)					
22	22	25	TOM JONES Help Yourself Parrot PAS 71025 (S)					
8	17	26	COWSILLS In Concert MGM SE 4619 (S)					
9	25	27	EDWIN HAWKINS SINGERS Let Us Go Into the House of of the Lord Pavilion BPS 1001 (S)					
5	28	28	MOODY BLUES On the Threshold of a Dream Deram DES 18025 (S)					
14	29	29	VIKKI CARR For Once in My Life Liberty LST 7604 (S)					
46	26	30	TOM JONES Fever Zone Parrot PAS 71208 (S)					
8	32	31	JOHNNY WINTER Columbia CS 9826 (S)				NA	
9	31	32	ISLEY BROTHERS It's Our Thing T Neck T 3001 (S)					
6	36	33	HERBIE MANN Memphis Underground Atlantic SD 1522 (S)					
3	35	34	JONI MITCHELL Clouds Reprise RS 6341 (S)					
11	39	35	DICK HYMAN Moog: The Electronic Electrics of Command 938 (S)					
2	89	36	DAVID RUFFIN My Whole World Ended Motown MS 685 (S)		NA		NA	NA

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
3	43	37	MARVIN GAYE M. P. G. Tamla TS 292 (S)			NA	NA	
20	37	38	IRON BUTTERFLY Ball Atco SD 33-280 (S)					
8	40	39	PROCOL HARUM A Salty Dog A&M SP 4179 (S)					
26	34	40	ASSOCIATION Greatest Hits Warner Bros.-Seven Arts WS 1767 (S)					
40	41	41	SOUNDTRACK Funny Girl Columbia BOS 3220 (S)				NA	
26	33	42	JERRY BUTLER Ice Man Cometh Mercury ST 61198 (S)					
3	126	43	JULIE DRISCOLL/BRIAN AUGER/ TRINITY Street Noise Atco SD 2-701 (S)		NA	NA	NA	NA
3	92	44	JOHNNY RIVERS Touch of Gold Imperial LP 12427 (S)					
2	154	45	MERCY Love (Can Make You Happy) Warner Bros.-Seven Arts WS 1799 (S)					
55	49	46	JOHNNY CASH At Folsom Prison Columbia CS 9639 (S)				NA	
10	47	47	GUESS WHO Wheatfield Soul RCA Victor LSP 4141 (S)			NA	NA	NA
16	42	48	STEPPENWOLF Birthday Party Dunhill DSX 50053 (S)					
9	52	49	FRIENDS OF DISTINCTION Grazin' RCA Victor LSP 4149 (S)					
2	188	50	COUNTRY JOE & THE FISH Here We Go Again Vanguard VSD 79299 (S)					
12	51	51	JOHNNY WINTER Progressive Blues Experiment Imperial LP 12431 (S)					
5	112	52	JOE COCKER With a Little Help From My Friends A&M SP 4182 (S)					
4	60	53	JOAN BAEZ David's Album Vanguard VSD 79308 (S)					
33	54	54	GLEN CAMPBELL Wichita Lineman Capitol ST 103 (S)					
13	50	55	DIONNE WARWICK Soulful Scepter SPS 573 (S)					
12	44	56	TOMMY ROE Dizzy ABC ABCS 683 (S)					
27	48	57	SOUNDTRACK Oliver Colgems COSD 5501 (S)					
29	45	58	BEATLES Apple SWBO 101 (S)					
24	38	59	WALTER CARLOS/ BENJAMIN FOLKMAN Trans Electronic Music Productions, Inc., Presents Switched On Bach Columbia MS 7194 (S)			NA	NA	
5	61	60	ROGER WILLIAMS Happy Heart Kapp KS 3595 (S)					
2	100	61	DIANA ROSS & THE SUPREMES Let the Sun Shine In Motown MS 689 (S)		NA	NA	NA	
2	155	62	RAY STEVENS Gitarzan Monument SLP 18115 (S)					NA
20	53	63	CREAM Goodbye Atco SD 7001 (S)					
3	80	64	BOOKER T. & THE MG'S Booker T. Set Stax STS 2009 (S)					
12	67	65	JAMES BROWN Say It Loud—I'm Black and Proud King 5-1047 (S)					
11	58	66	LAWRENCE WELK Galveston Ranwood R 8049 (S)					
19	65	67	BEE GEES Odessa Atco SD 2-0702 (S)					
15	46	68	ENGELBERT HUMPERDINCK Engelbert Parrot PAS 71026 (S)					
4	99	69	BOBBY GOLDSBORO Today United Artists UAS 6704 (S)			NA	NA	NA
3	116	70	MERLE HAGGARD Same Train, Different Time Capitol SWBB 223 (S)			NA	NA	NA

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
29	68	71	DIONNE WARWICK Promises, Promises Scepter SPS 571 (S)					
14	62	72	QUICKSILVER MESSENGER SERVICE Happy Trails Capitol ST 1201 (S)					
7	74	73	EDWIN STARR 25 Miles Gordy GS 940 (S)					
8	56	74	MASON WILLIAMS Music By Warner Bros.-Seven Arts WS 1788 (S)					
10	55	75	CLASSICS IV Traces Imperial LP 12429 (S)					
3	76	76	BOBBY VINTON Vinton Epic BN 26471 (S)			NA	NA	NA
14	57	77	MARY HOPKIN Post Card Apple ST 3351 (S)					
6	81	78	BUCKINGHAMS Greatest Hits Columbia CS 9812 (S)				NA	NA
38	73	79	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 292B (S)					NA
8	87	80	NAZZ Nazz Nazz SGC 5002 (S)					NA
69	79	81	GLEN CAMPBELL Gentle on My Mind Capitol ST 2809 (S)					
8	82	82	BOOTS RANDOLPH With Love Monument SLP 1B111 (S)					
21	78	83	BEATLES Yellow Submarine Apple SW 153 (S)					
20	72	84	ARETHA FRANKLIN Soul '69 Atlantic SD 8212 (S)					
51	86	85	SOUNDTRACK 2001: A Space Odyssey MGM SIE 13 (S)					
12	75	86	LEONARD COHEN Songs From a Room Columbia CS 9767 (S)				NA	NA
9	84	87	BLUE CHEER New! Improved! Philips PHS 600-305 (S)					
7	88	88	NEIL DIAMOND Brother Love's Travelling Salvation Show Uni 73047 (S)					
27	69	89	TOM JONES Green, Green Grass of Home Parrot PAS 71009 (S)					
7	63	90	PETULA CLARK Portrait of Petula Warner Bros.-Seven Arts WS 1789 (S)					
14	71	91	BROOKLYN BRIDGE Buddah BDS 5034 (S)					
20	70	92	CHARLEY PRIDE In Person RCA LSP 4094 (S)				NA	NA
13	83	93	LETTERMEN I Have Dreamed Capitol ST 202 (S)					
2	101	94	JOE SIMON Chokin' Kind Sound Stage 7 SSS 15006 (S)					NA
18	77	95	VANILLA FUDGE Near the Beginning Atco SD 33-278 (S)					
22	96	96	TOMMY JAMES & THE SHONDELLS Crimson & Clover Roulette SR 42023 (S)					
26	85	97	TOM JONES It's Not Unusual Parrot PAS 71004 (S)					
17	59	98	MCS Kickin' Out the Jams Elektra EKS 45648 (S)					
3	144	99	SPIRAL STARECASE More Today Than Yesterday Columbia CS 9852 (S)				NA	NA
9	66	100	MOTHERS OF INVENTION Uncle Meat Bizarre MS 2024 (S)					NA
27	64	101	DIANA ROSS & THE SUPREMES WITH THE TEMPTATIONS T. C. B. Motown MS 682 (S)					
1	—	102	CROSBY/STILLS/NASH Atlantic SD 8229 (S)					
20	93	103	VOGUES Till Reprise RS 6326 (S)					
26	91	104	W. C. FIELDS Original Voice Tracks From His Great Movies Decca DL 79164 (S)					
7	95	105	BILLY VAUGHN Windmills of Your Mind Dot DLP 25937 (S)					

TOP LP'S

TOP LP'S

RANWOOD
RECORDS, INC.

**Gives you first the original
Smash Single of
QUENTIN'S THEME
and now a Smash Album!**

R8055

THE ORIGINAL HIT

QUENTIN'S THEME

(From the TV Show "Dark Shadows")

THE
CHARLES RANDOLPH GREAN
SOUNDE

#1 AT THE "BLUE WHALE" • SERENADE TO SUMMERTIME
ON THE TRAIL • LA GOLANDRINA • FORGOTTEN DREAMS
THE PERFECT SONG • SUNSET • SHADOW OF THE NIGHT • MANOLITO! • DEEP PURPLE

RANWOOD
RECORDS, INC.



CONTINUED FROM PAGE 72

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
11	106	106	ELVIS PRESLEY Flaming Star RCA Camden 2304 (S)	NA	NA	NA	NA	
5	107	107	JAMES BROWN Gettin' Down to It King 5-1051 (S)		NA	NA	NA	
16	114	108	JAY & THE AMERICANS Sands of Time United Artists UAS 6671 (S)					
45	109	109	ENGELBERT HUMPERDINCK Man Without Love Parrot (No Mono); PAS 71022 (S)					
14	110	110	RASCALS Freedom Suite Atlantic CD 2-901 (S)					
13	97	111	MANTOVANI Scene London PS 548 (S)					
6	98	112	BRENDA LEE Johnny One Time Decca DL 75111 (S)					
20	90	113	NASHVILLE BRASS Plays the Nashville Sound RCA LSP 4059 (S)		NA	NA		
1	—	★	STEVE MILLER BAND Brave New World Capitol SKAO 184 (S)					
44	104	115	BIG BROTHER & THE HOLDING COMPANY Cheap Thrills Columbia KCS 9700 (S)				NA	
17	105	116	SOUNDTRACK Sweet Charity Decca DL 71502 (S)					
1	—	★	BURT BACHARACH Make It Easy on Yourself A&M SP 4188 (S)	NA	NA	NA	NA	
8	118	118	YOUNGBLOODS Elephant Mountain RCA Victor LSP 4150 (S)		NA	NA	NA	
28	119	119	JUDY COLLINS Who Knows Where the Time Goes Elektra EKS 74033 (S)					
11	115	120	SIR DOUGLAS QUINTET Mendocino Smash SRS 67115 (S)					
18	113	121	JEFFERSON AIRPLANE Bless Its Pointed Little Head RCA Victor LSP 4133 (S)		NA	NA		
21	103	122	SOUNDTRACK Uptight Stax STS 2006 (S)					
28	102	123	ELVIS PRESLEY Elvis RCA Victor LPM 4088 (M) (No Stereo)		NA	NA	NA	
50	124	124	JOSE FELICIANO Feliciano RCA Victor LPM 3957 (M); LSP 3957 (S)		NA	NA		
32	111	125	GRASSROOTS Golden Grass Dunhill DS 50047 (S)					
13	108	126	PAUL REVERE & THE RAIDERS Featuring Mark Lindsay Hard & Heavy (With Marshmallow) Columbia CS 9753 (S)					
2	200	★	NEIL YOUNG WITH CRAZY HORSE Everybody Knows This Is Nowhere Reprise RS 6349 (S)	NA	NA	NA	NA	
97	128	128	JIMI HENDRIX EXPERIENCE Are You Experienced? Reprise RS 6261 (S)					
117	125	129	ANITA KERR/ROD MCKUEN/ SAN SEBASTIAN STRINGS The Sea Warner Bros.-Seven Arts WS 1670 (S)					
2	166	★	GRATEFUL DEAD Axomoxoa Warner Bros.-Seven Arts WS 1790 (S)					
8	126	131	JERRY LEE LEWIS Sings the Country Hall of Fame Hits, Vol. 1 Smash SRS 67117 (S)				NA	
1	—	★	JR. WALKER & THE ALL STARS Greatest Hits Soul SS 718 (S)	NA	NA	NA	NA	
3	133	133	IT'S A BEAUTIFUL DAY Columbia CS 9768 (S)		NA	NA		

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
62	143	134	SIMON & GARFUNKEL Bookends Columbia KCS 9529 (S)			NA	NA	
18	132	135	MONGO SANTAMARIA Stone Soul Columbia CS 9780 (S)			NA		
39	136	136	STEPPENWOLF The Second Dunhill DS 50037 (S)					
18	138	137	BUFFALO SPRINGFIELD Retrospective/Best of Atco SD 33-293 (S)					
23	131	138	STEPPENWOLF Dunhill DS 50029 (S)					
3	140	139	JOHN HARTFORD RCA Victor LSP 4156 (S)	NA	NA	NA	NA	
8	129	140	JERRY LEE LEWIS Sings the Country Hall of Fame, Vol. 2 Smash SRS 67118 (S)				NA	
3	141	141	B. B. KING Live and Well BluesWay BLS 6031 (S)				NA	
33	142	142	BLOOD, SWEAT & TEARS Child Is Father to the Man Columbia CS 9619 (S)			NA		
3	134	143	SRC Milestones Capitol ST 134 (S)	NA	NA	NA	NA	
11	94	144	FRANKIE LAINE You Gave Me a Mountain ABC ABCS 682 (S)					
6	146	145	IMPRESSIONS Young Mod's Forgotten Story Curton CRS 8003 (S)					
11	122	146	TIM BUCKLEY Happy Sad Elektra EKS 74045 (S)				NA	
2	159	147	PERRY COMO Seattle RCA LSP 4183 (S)					
14	148	148	GRASSROOTS Lovin' Things Dunhill DS 50052 (S)					
3	163	★	LOU RAWLS The Way It Was/The Way It Is Capitol ST 215 (S)	NA	NA	NA	NA	
26	149	150	YOUNG-HOLT UNLIMITED Soulful Strut Brunswick BL 75144 (S)					
2	178	★	JACKIE LOMAX Is This What You Want? Apple ST 3354 (S)	NA	NA	NA	NA	
21	147	152	TAMMY WYNETTE Stand by Your Man Epic BN 26392 (S)				NA	
31	153	153	DIANA ROSS & THE SUPREMES JOIN THE TEMPTATIONS Motown MS 679 (S)					
12	135	154	ROBERT GOULET Both Sides Now Columbia CS 9763 (S)		NA	NA		
1	—	★	THE SENSATIONAL CHARLEY PRIDE! RCA Victor LSP 4153 (S)					
4	145	156	BUDDY MILES EXPRESS Electric Church Mercury SR 61222 (S)	NA	NA	NA	NA	
29	157	157	SOUNDTRACK Camelot Warner Bros.-Seven Arts 1712 (S)					
3	137	158	SONS OF CHAMPLIN Loosen Up Naturally Capitol SWBB 200 (S)	NA	NA	NA	NA	
3	139	159	KALEIDOSCOPE Epic BN 26467 (S)		NA	NA	NA	
6	—	160	MOODY BLUES In Search of the Lost Chord Deram DES 18107 (S)					
3	161	161	LITTLE MILTON Cris Ain't Groceries Checker LPS 3011 (S)					
5	162	162	EXOTIC GUITARS Indian Love Call Ranwood 8051 (S)			NA		
1	—	★	MONKEES Greatest Hits Colgems COS 115 (S)					
1	—	★	THEE PROPHETS Playgirl Kapp KS 3596 (S)					
135	165	165	SIMON & GARFUNKEL Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)				NA	
51	150	166	RASCALS Time Peace/Greatest Hits Atlantic SD 8190 (S)					

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
2	167	167	HANK WILLIAMS JR. Songs My Father Left Me MGM SE 4621 (S)			NA		
3	169	168	PHIL OCHS Rehearsal for Retirement A&M SP 4181 (S)			NA		
3	172	169	DELLS Greatest Hits Cadet LPS 824 (S)					
8	176	170	ILLUSION Steed ST 37003 (S)					
25	171	171	SAMMY DAVIS, JR. I've Gotta Be Me Reprise RS 6324 (S)					
122	168	172	SIMON & GARFUNKEL Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)				NA	
9	156	173	50 GUITARS OF TOMMY GARRETT Best of Liberty LS 14045 (S)					
2	197	★	FROST Frost Music Vanguard VDS 6520 (S)					
9	160	175	MYSTIC MOODS Extensions Philips PHS 600-301					NA
1	—	★	POCO Pickin' Up the Pieces Epic BN 26460 (S)			NA	NA	
19	175	177	CREAM Disraeli Gears Atco 33-232 (M); SD 33-232 (S)					
23	—	178	GLEN CAMPBELL By the Time I Get to Phoenix Capitol ST 2851 (S)					
30	179	179	SERGIO MENDES & BRASIL '66 The Fool on the Hill A&M SP 4160 (S)					
11	173	180	IKE & TINA TURNER Outta Season Blue Thumb BTS 5 (S)					
20	164	181	JOHNNY CASH The Holy Land Columbia CS 9763 (S)				NA	
8	174	182	TONY BENNETT Greatest Hits, Vol. 4 Columbia CS 9814 (S)			NA	NA	
2	199	183	METERS Josie JOS 4010 (S)					
2	193	184	JIMMY ROSELLI Core Spezzato United Artists UAS 6698 (S)			NA	NA	NA
12	189	185	RAMSEY LEWIS Mother Nature's Son Cadet LPS 821 (S)					
18	186	186	PAUL MAURIAT ORK Doing My Thing Philips PHS 600-292 (S)					
14	187	187	DUSTY SPRINGFIELD In Memphis Atlantic SD 8214 (S)					
37	183	188	JIMI HENDRIX EXPERIENCE Electric Ladyland Reprise RS 6307 (S)					
3	190	189	MARVIN GAYE & HIS GIRLS Tamla TS 293 (S)			NA	NA	NA
14	185	190	TAJ MAHAL Natch'l Blues Columbia CS 9698 (S)					NA
7	170	191	JOHN DAVIDSON Columbia CS 9795 (S)				NA	NA
3	192	192	JIM NABORS Galveston Columbia CS 9817 (S)				NA	NA
2	198	193	JOHN STEWART California Bloodlines Capitol ST 203 (S)					
220	191	194	SOUNDTRACK Sound of Music RCA Victor LOCD 2005 (M); LSOD 2005 (S)					
3	195	195	ORIGINAL CAST Boys in the Band A&M SP 6001 (S)			NA	NA	NA
20	—	196	TRAFFIC United Artists UAS 6676 (S)			NA	NA	NA
1	—	197	JOHN LENNON & YOKO ONO Unfinished Music No. 2: Life With the Lions Zapple ST 3357 (S)					
20	—	198	BOX TOPS Super Hits Bell 6025 (S)					
1	—	199	ALICE COOPER Pretties for You Straight STS 1051 (S)					
1	—	200	CHARLIE BYRD Aquarius Columbia CS 9841 (S)				NA	NA

TOP LP'S A-Z (LISTED BY ARTIST)

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Burt Bacharach 117	Petula Clark 90	Fifty Dimension 2
Joan Baez 53	Classics IV 75	Fifty Guitars of Tommy Garrett 173
Bea Gees 58, 83	Joe Cocker 52	Aretha Franklin 84
Tony Bennett 162	Leonard Cohen 86	Friends of Distinction 49
Big Brother & the Holding Co. 115	Judy Collins 119	Frost 174
Blood, Sweat & Tears 3, 142	Perry Como 147	Marvin Gaye 37, 189
Blue Cheer 87	Alice Cooper 199	Bobbie Gentry & Glen Campbell 79
Booker T. & the M.G.'s 64	Country Joe & the Fish 50	Bobby Goldsboro 69
Box Tops 198	Cowbills 26	Robert Goulet 154
Brooklyn Bridge 91	Cream 63, 177	Grass Roots 125, 148
James Brown & His Famous Flames 65, 107	Credence Clearwater Revival 10	Grateful Dead 130
Tim Buckley 146	Crosby, Stills & Nash 102	Guess Who 47
Buckingham 78	John Davidson 191	Merle Haggard 70
Buffalo Springfield 137	Sammy Davis Jr. 171	John Hartford 139
Jerry Butler 42	DelLS 169	Edwin Hawkins Singers 27
Charlie Byrd 200	Neil Diamond 88	Jimi Hendrix 128, 188
Glen Campbell 15, 54, 81, 178	Donovan 7	Experience 128, 188
Carlos/Folkman 59	Sir Douglas Quintet 120	Mary Hopkin 77
Vikki Carr 29	Julie Driscoll/Brian Auger/Trinity 43	Engelbert Humperdinck 68, 109
Johnny Cash 46, 181	Bob Dylan 6	Dick Hyman 35
	Exotic Guitars 162	Illusion 170
	Jose Feliciano 124	

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Sergio Mendes & Brasil '66 179	Mercy 45	Meters 183	Buddy Miles Express 156	Steve Miller Band 114	Joni Mitchell 34	Monkees 163	Mothers of Invention 100	Moody Blues 28, 160	Mystic Moods 175	Jim Nabors 192	Nashville Brass 113	Nazz 80	Phil Ochs 168	Original Cast 195	Boys in the Band 195	Hair 1	Peter, Paul & Mary 19	Poco 176	Elvis Presley 16, 106, 123	Charley Pride 92, 155	Procol Harum 39	Thee Prophets 164	Quicksilver Messenger Service 72	Boots Randolph 82	Rascals 110, 166
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Lou Rawls 149	Paul Revere & the Raiders 126	John Rivers 44	Tommy Roe 56	Jimmy Roselli 184	Diana Ross & the Supremes 61, 101, 153	David Ruffin 36	Mongo Santamaria 135	Simon & Garfunkel 134, 165, 172	Joe Simon 94	Frank Sinatra 20	Sly & the Family Stone 22	Sons of Champlin 158	Soundtracks 157	Camelot 157	Funny Girl 41	Oliver 57	Romeo & Juliet 4	Sound of Music 194	2001: A Space Odyssey 85	Sweet Charity 116	Uptight 122	Spiral Starecase 99	Dusty Springfield 187	SRC 143
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Edwin Starr 73	Steppenwolf 48, 136, 138	Ray Stevens 62
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**The best ad we
will run this week
isn't an ad.**

**It's the charts in
this week's Billboard,
Cash Box, and
Record World.**

**We've got the
#1 single and the
#1 LP in all three
magazines.**

RCA

HITS OF THE WORLD

Billboard

AUSTRIA

This Week	Last Week	Title	Artist
1		PROUD MARY	Creedence Clearwater Revival (America)
2		GET BACK	Beatles (Apple)
3		GIMME, GIMME GOOD LOVIN'	Crazy Elephant (Bell Records)
4		FIRST OF MAY	Bee Gees (Polydor)
5		HINTER DEN KULISSEN VON PARIS	Mireille Mathieu (Ariola)
6		DAS MAEDCHEN KARINA	Roy Black (Polydor)
7		LOVE ME TONIGHT	Tom Jones (Decca)
8		DON JUAN	Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)
9		ICH SINGE EIN LIED FUER DICH	Heintje (Ariola)
10		LASS DOCH DEN SONNENSCHNEIN	Renate Kern (Polydor)

BELGIUM: FLEMISH

This Week	Last Week	Title	Artist
1		HET KAN NIET ZIJN	Will Tura (Palette)
2		LOVE ME TONIGHT	Tom Jones (Decca)
3		ISRAELITES	Desmond Dekker (Supreme)
4		OH, HAPPY DAY	Edwin Hawkins Singers (Buddah)
5		GET BACK	Beatles (Parlophone)
6		FIESTA	Marva (Cardinal)
7		MENDOCINO	Sir Douglas Quintet (Mercury)
8		HINTER DEN KULISSEN VON PARIS	M. Mathieu (Barclay)
9		MONDAY TO FRIDAY	Web (Deram)
10		LIEDJE VOOR MARY-ANN	Norbert (Philips)

BRAZIL RIO DE JANEIRO

This Week	Last Week	Title	Artist
1		SENTADO A BEIRA DO CAMINHO	Erasmus Carlos (RGE)
2		VOU PEDIR OUTRA VEZ	Paulo Sergio (Caravelle)
3		TUDO PASSARA	Nelson Ned (Copacabana)
4		DIZZI	Tommy Roe (Fermata)
5		O CONDE	Jair Rodrigues (Philips)
6		FERIAS NA INDIA	Nilton Cesar (RCA)
7		GOODBYE	Mary Hopkin (Odeon)
8		GET BACK	Beatles (Odeon)
9		BAHIA DE TODOS OS DEUSES	Elza Soares (Odeon)
10		THE LETTER	Arbors (CBS)

BRITAIN

This Week	Last Week	Title	Artist
1		BALLAD OF JOHN AND YOKO	Beatles (Apple)—Northern (Beatles)
2		OH, HAPPY DAY	Edwin Hawkins Singers (Buddah)—Kama Sutra (Lamont Bench)
3		DIZZY	Tommy Roe (Stateside)—BMI (Steve Barri)
4		TIME IS RIGHT	Booker T. and the MG's (Stax)—Chappell (B.T. Jones)
5		GENTLE ON MY MIND	Dean Martin (Reprise)—Acuff-Rose (Jimmy Bowen)
6		GET BACK	Beatles (Apple)—Northern (George Martin)
7		MY WAY	Frank Sinatra (Reprise)—Shapiro—Bernstein (Don Costa)
8		BIG SHIP	Cliff Richard (Columbia)—E. H. Morris (Norrie Paramor)
9		IN THE GHETTO	Elvis Presley (RCA)—Carlin
10		THE BOXER	Simon and Garfunkel (CBS)—Pattern Music (Simon/Garfunkel/Halee)
11		MAN OF THE WORLD	Fleetwood Mac (Immediate)—Immediate/Fleetwood (Mike Vernon)
12		TRACKS OF MY TEARS	Smokey Robinson and the Miracles (Tama/Motown)—Jobete/Carlin (Smokey Robinson)
13		HIGHER AND HIGHER	Jackie Wilson (NCA)—United Artists (Carl Davis)
14		I'D RATHER GO BLIND	Chicken Shack (Blue Horizon)—Jewel (Mike Vernon)
15		RAGAMUFFIN MAN	Manfred Mann (Fontana)—Gerry Bron/Manfred Mann
16		GALVESTON	Glen Campbell (Ember)—Carlin (Al De Lory)
17		SOMETHING IN THE AIR	Thunderclap Newman (Track)—Fabelous (Peter Townsend)
18		MY WAY OF LIFE	Family Dogg (Bell)—Cookaway (Steve Rowland)
19		LOVE ME TONIGHT	Tom Jones (Decca)—Valley (Peter Sullivan)
20		PROUD MARY	Creedence Clearwater Revival (Liberty)—Fantasy (John Fogerty)
21		BREAK AWAY	Beach Boys (Capitol)—Immediate (Brian and Murray Wilson)
22		GIMME, GIMME GOOD LOVIN'	Crazy Elephant (Dick James/Kasenz/Kata)

23	8	DICK-A-DUM-DUM	*Des O'Connor (Columbia)—E.H. Morris (Norman Newell)
24	24	FROZEN ORANGE JUICE	Peter Sarstedt (United Artists)—United Artists (Ray Singer)
25	46	LIGHTS OF CINCINNATI	*Scott Walker (Philips)—A. Schroeder (John Franz)
26	20	BEHIND THE PAINTED SMILE	Isley Brothers (Tama-Motown)—Jobete/Carlin (Ivy Hunter)
27	18	SENTIMENTAL FRIEND	Herman's Hermits (Columbia)—Monique Music (Mickie Most)
28	40	BABY MAKE IT SOON	*Marmalade (CBS)—Welbeck/Schroeder (Mike Smith)
29	27	WHAT IS A MAN	Four Tops (Tama Motown)—Jobete/Carlin (Johnny Bristol)
30	26	GOODBYE	Mary Hopkin (Apple)—Northern (Paul McCartney)
31	6	AQUARIUS/LET THE SUNSHINE IN	5th Dimension (Liberty)—United Artists (Bones Howe)
32	45	WET DREAMS	Max Rome (Unity)—Beverly (H. Robinson)
33	39	LIVING IN THE PAST	*Jethro Tull (Island)—Chrysalis (Terry Ellis)
34	25	HAPPY HEART	Andy Williams (CBS)—Donna (Jerry Fuller)
35	43	BORN TO BE WILD	Steppenwolf (Stateside)—Leeds (Gabriel Mekler)
36	50	GOOD LOVIN' AIN'T EASY TO COME BY	Marvin Gaye/Tammi Terrell (Tama Motown)—Jobete BMI (Ashford/Simpson)
37	23	COME BACK AND SHAKE ME	*Clodagh Rodgers (RCA)—April (Kenny Young)
38	31	TOMORROW, TOMORROW	Bee Gees (Polydor)—Abigail—(R. Stigwood/Bee Gees)
39	32	SNAKE IN THE GRASS	*Dave Dee, etc. (Fontana)—Lynn (Steve Rowland)
40	33	I THREW IT ALL AWAY	Bob Dylan (CBS)—Feldman (Bob Johnston)
41	30	GROOVY BABY	*Microbe (CBS)—Sunbury (Ion Green)
42	44	BOOGALOO PARTY	Flamingos (Philips)—Shapiro Bernstein (Alice in Wonderland Prod.)
43		WITHOUT HER	Herb Alpert (A&M)—Sunbury (Herb Alpert/Jerry Moss)
44		SALTY DOG	*Procul Harum (Regal Zonophone)—Essex (Matthew Fisher)
45	38	ISRAELITE	*Desmond Dekker (Pyramid) Sparta (Leslie Kong)
46		ARE YOU GROWING TIRED OF MY LOVE?	*Status Quo (Pye)—Enquiry/Carlin (John Schroeder)
47	41	LET'S HANG ON	Bandwagon (Direction)—Ardmore and Beechwood (D. Randell)
48	48	PASSING STRANGERS	Sarah Vaughan and Billy Eckstine
49	28	I'M LIVING IN SHAME	Diana Ross & the Supremes (Tama-Motown)—Jobete (The Clan)
50	35	ROADRUNNER	Junior Walker (Tama-Motown)—Carlin (Holland, Dozier)

DENMARK

This Week	Last Week	Title	Artist
1		BALLAD OF JOHN AND YOKO	Beatles (Apple)—Dacapo
2		DIZZY	Tommy Roe (Stateside)—Sweden Music (Dacapo)
3		GET BACK	Beatles (Apple)—Dacapo
4		GOODBYE	Mary Hopkin (Dacapo)
5		PIGEN OG HAARBAANDET	*Bjorn and Okay (Polydor)
6		LOVE ME TONIGHT	Tom Jones (Decca)—Valley
7		WISFUL SINFUL	Doors (Metronome)—Nipper
8		MONKEYS IN WOOD	*Sir Henry and Butlers (Columbia)—Imudico
9		LONG BEFIRE I WAS BORN	*Savage Rose (Polydor)—Dacapo
10		GAMES PEOPLE PLAY	Joe South (Capitol)—Chappell

GERMANY

This Week	Last Week	Title	Artist
1		DAS MADCHEN KARINA	Roy Black (Polydor)—Riva/Seith
2		GET BACK	Beatles (Electrola Apple)—Buddle
3		ISRAELITES	Desmond Dekker and the Aces (Ariola/Hansa)—Intro
4		ER STEHT IM TOR	Wencke Myhre (Polydor)—Hanseatic/Aberbach
5		ER WAR NUR EIN ARMER ZEIGENER	Ronny (Telefunken)
6		HINTER DEN KULISSEN VON PARIS	Mireille Mathieu (Ariola)—Nero/Intro

7	4	DIZZY	Tommy Roe (Columbia)—Chappell
8	6	PROUD MARY	Creedence Clearwater Revival (Bellaphon)—Burlington/Aronds
9	3	ICH SING' EIN LIED FUER DICH	Heintje (Ariola)—Maxim
10	9	AQUARIUS/LET THE SUNSHINE IN	5th Dimension (Liberty)—United Artists/M.d.W.

HOLLAND

This Week	Last Week	Title	Artist
1		OH HAPPY DAY	Edwin Hawkins Singers (Buddah) Records—Altona
2		ISRAELITES	Desmond Dekker and the Aces (Green Light)—Panda Prods.
3		THE BOXER	Simon and Garfunkel (CBS)
4		BIG BAMBOO	Merrymen (Omega)
5		GET BACK	Beatles (Apple)—Leeds Basart
6		SUZANNE	Herman Van Veen (Polydor)—Anagon
7		LET THE SUNSHINE IN	Marva Hodge and the Moody Sec (Philips)—U. S. Music/Altona
8		HARLEM SHUFFLE	Bob & Earl (Island)—Intermusic
9		JE T'AIME	Jane Birkin & Serge Gainsbourg (Fontana)
10		CUPID	Johnny Nash (Injection)—Leeds Basart

ITALY

This Week	Last Week	Title	Artist
1		STORIA D'AMORE	*Adriano Celentano (Clan)—Clan
2		TUTTA MIA LA CITTA'	*Equipe 84 (Ricordi)—Aromando
3		VISO D'ANGELO	*Camaleonti (CBS)—April Music/Suvini Zerboni
4		PENSANDO A TE	*Al Bano (VdP)—VdP
5		ACQUA AZZURRA, ACQUA CHIARA	*Lucio Battisti (Ricordi)—Fama/El and Chris
6		PARLAMI D'AMORE	*Gianni Morandi (RCA)—Add
7		NON CREDERE	*Mina (PDU)—Fono Film/PDU
8		GET BACK	Beatles (Apple)—Ritmi e Canzoni
9		I WANT TO LIVE	Aphrodite's Child (Mercury)—Alfiere
10		LA STORIA DI SERAFINO	*Adriano Celentano (Clan)—Clan/Rizzoli
11		ACQUA DI MARE	*Romina Power (Parlophone)—VdP
12		ELOISE	Barry Ryan (MGM)—Aberbach
13		CASATSCHOK	*Dori Ghezzi (Durium)—Durium
14		PENSIERO D'AMORE	*Mal (RCA)—Senza Fine
15		SOLE	*Franco IV & Franco I (Style)—Dior
16		CUORE STANCO	*Nada (RCA)—Add
17		TUTTO DA RIFARE	*Caterina Caselli (CGD)—Fiera/Arion
18		DAVANTI AGLI OCCHI MIEI	*New Trolls (Cetra)—Usignolo
19		IRRESISTIBILEMENTE	Sylvie Vartan (RCA)—RCA
20		LISA DAGLI OCCHI BLU	*Mario Tessuto (CGD)—Tiber
21		SOLO PER TE	*Little Tony (Durium)
22		DOMENICA D'AGOSTO	*Bobby Solo (Ricordi)—Pegaso/Mimo
23		IL PARADISO	*Patty Pravo (RCA)—Fama/El and Chris
24		ROSE ROSSE	*Massimo Ranieri (CGD)—Apollo
25		ELIZABETH	*Maurizio (Joker)—Bonagura

JAPAN

This Week	Last Week	Title	Artist
1		MINATOMACHI BLUES	*Mori Shin-ichi (Victor)—Watanabe
2		SCAT IN THE DARK	*Yuki Saori (Express)—All Staff
3		TOKI NIWA HANA NO NAI KO NO YOHNII	*Carmen Maki (CBS/Sony)—April (King)—Fuji Music
4		NANAIRO NO SHIAWASE	*Pinky and the Killers (King)—Fuji Music
5		NAGASAKI WA KYO MO AME DATTA	*Uchiyamada Hiroshi and Cool Five (RCA)—Watanabe
6		TIME OF THE SEASON	*Zombies (CBS/Sony)
7		LA PIOGGIA	Gigliola Cinquetti (CGD) Suiseisha
8		KIMI WA KOKORO NO TSUMA DAKARA NAITA HI MO ARU	Tokyo Romantica (Teichiku)—Geion
9		UTSUKUSHIKI AI NO OKITE/KAZE WA SHIRANAI	*Tigers (Polydor)—Watanabe

10	12	NAMIDA NO NAKA O ARUITERU	*Ishida Ayumi (Columbia)—Nichion
11	10	JINGI	*Kitajima Saburo (Crown)—Crown
12	14	KINJIRARETA KOI	Moriyama Ryoko (Philips)—Shinko
13	17	IKI NA UWASA	*Hide and Rosanna (Columbia)—Fuji Music
14	9	KAZE	*Hashida Norihiko and Schuberts (Express)—Art Music
15	18	GOODBYE	Mary Hopkin (Apple)—Toshiba
16		NAMIDA NO ITO	*J. Yoshikawa and Blue Comets (Columbia)—Ohashi
17	20	KOI NO NAGORI	*Ogawa Tomoko (Toshiba)—Toshiba
18		MIYOKA/NOTTERU ONDO	*Drifters (Toshiba)—Watanabe
19	19	KYOTO, KOBE, GINZA	*Hashi Yukio (Victor)—Nichion
20	13	OB-LA-DI, OB-LA-DA	Beatles (Apple)—Toshiba

MEXICO

This Week	Last Week	Title	Artist
1		TE DESEO AMOR	Rondalla de Saltillo (Capitol)
2		SIMPLEMENTE UNA ROSA	Leonardo Favio (CBS)
3		VOLVERAS POR MI	Chelo y su Conjunto (Musart)
4		REGRESA (GET BACK)	Beatles (Apple)
5		ELOSIA (ELOISE)	Barry Ryan (MGM)
6		POR AMOR	Sonia Lopez (CBS); Marco Antonio Muniz (RCA)
7		ENCADENADO A UN SENTIMIENTO	(Hooked on a Feeling)—B. J. Thomas (Orfeon)
8		GENSIS	Lucetes (RCA)
10		AZUCARADO	Rita Pavone

NEW ZEALAND

This Week	Last Week	Title	Artist
1		GET BACK	Beatles (Apple)
2		HAIR	Cowsills (MGM)
3		PROUD MARY	Creedence Clearwater Revival (Liberty)
4		GOODBYE	Mary Hopkin (Apple)
5		FIRST OF MAY	Bee Gees (Spin)
6		BROTHER LOVE'S TRAVELLING SALVATION SHOW	Neil Diamond (Festival)
7		BOOM BANG A BANG	Lulu (Columbia)
8		AQUARIUS/LET THE SUNSHINE IN	5th Dimension (Liberty)
9		GITARZAN	Ray Stevens (Monument)
10		PINBALL WIZARD	Who (Polydor)

PHILIPPINES

This Week	Last Week	Title	Artist
1		SWEETER THAN SUGAR	Ohio Express (Buddah)—Mareco
2		THE WINDMILLS OF YOUR MIND	Noel Harrison (Reprise)—Mareco
3		PROUD MARY	Tommy Roe (ABC)—Mareco
4		A.M.	Millennium (CBS)—Mareco
5		INTERLUDE	Original Movie Soundtrack (RCA Victor)—Filipinas
6		MERCY	Ohio Express (Buddah)—Mareco
7		WHY WON'T THEY LET A BIG BOY CRY	The Arbors (CBS)—Mareco
8		THIS GIRL'S IN LOVE WITH YOU	Eydie Gorme (CBS)—Mareco
9		I HEARD IT THROUGH THE GRAPEVINE	Trini Lopez (Reprise)—Mareco
10		WHERE IS TOMORROW	Bambi McCormick (MGM)—Mareco

SINGAPORE

This Week	Last Week	Title	Artist
1		GET BACK	Beatles (Parlophone)
2		GOODBYE	Mary Hopkin (Parlophone)
3		LOVE ME TONIGHT	Tom Jones (Decca)
4		GITARZAN	Ray Stevens (Monument)
5		THE FIRST OF MAY	Bee Gees (Polydor)
6		MAN OF THE WORLD	Fleetwood Mac (Immediate)
7		INDIAN GIVER	1910 Fruitum Gum Co. (Pye)
8		SHE SAW BLACKPOOL ROCK	Honey Bus (Deram)
9		Don Juan	Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)
10		SWEETER THAN SUGAR	Ohio Express (Fontana)

SOUTH AFRICA

(Courtesy Springbok Radio, Southern African Record Manufacturers' and Distributor Association)

This Week	Last Week	Title	Artist
1		PROUD MARY	Creedence Clearwater Revival (Liberty)—Jon Dora (Teal)
2		HAIR	Cowsills (MGM)—Bill & Bob Cowhill—United Artists (Trutone)
3		MY SENTIMENTAL FRIEND	Herman's Hermits (Columbia)—Mickie Most—Southern Music (EMI)
4		INDIAN GIVER	1910 Fruitum Gum Co. (Buddah)—Kasenz-Katz—Belinda (Kasenz-Katz-Belinda Gallo)
5		FIRST OF MAY	Bee Gees (Polydor)—R. Stigwood-Bee Gees-Belinda (Trutone)
6		MERCY	Ohio Express (Buddah)—J. Levine-A. Resnick-Peanut Butter-Kaskat Music (Gallo)
7		PINBALL WIZARD	Who (Polydor)—Kie Lambert—Essex Music (Trutone)
8		HELLO WORLD	Tremeloes (CBS)—Bron Music (GRC)
9		GAMES PEOPLE PLAY	Joe South (Capitol)—Joe South Lowery Music (EMI)
10		SOFTLY, SOFTLY	Equals (Continental)—Ed Kassner-Kassner Music (Gallo)

SPAIN

This Week	Last Week	Title	Artist
1		MAMA (In Spanish)	Jean Jacques (Hispanvox)—Ediciones Musicales Hispanvox
2		GET BACK	Beatles (Odeon)—Ediciones Gramofono Odeon
3		CASATSCHOK	*Georgie Dann (Discophon)—Ediciones Musicales Fontana
4		MARIA ISABEL	*Los Payos (Hispanvox)—Ediciones Musicales Hispanvox
5		CUENTAME	*Formula V (Fonogram)—Ediciones Musicales Fontana
6		GOODBYE	Mary Hopkin (Hispanvox)
7			



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Muntz—Exception to the General Rule

In the development of new Canadian buying trends, marketing policies usually follow the pattern set by the U. S. counterpart of the industry. A notable exception to this has been the development of the Canadian market for car stereo tape players and cartridges. This fact was emphasized by Doug Martyniuk, sales and promotion manager, Muntz Stereo-Pak Canada Ltd., a Canadian owned organization formed in 1965 by David Hoffman, the firm's president.

"This type of product was virtually unknown to the Canadian public when we embarked on our programme," declared Martyniuk. "We found ourselves alone and playing the part of pioneers in a complete market vacuum. Tape Cartridge music was just not available from the music companies in Canada. At that time no one was duplicating in Canada and the importation by the licensee in the music industry was only in the consideration stages. Consequently, all of our music was imported directly from Muntz in California."

Martyniuk detailed the many unusual facets of Canadian marketing problems occasioned by established merchandising practices which proved to be functionally inadequate under the special circumstances.

"The first product marketed by Muntz Stereo-Pak Canada Ltd. was strictly four track. The line consisted of four models in car units and one model in home players and a 4 track music library that boasted a total selec-

tion of 2,000 different cartridges covering all forms of music entertainment.

"One of the early problems was the selection of the proper type of dealer to handle such products.

"We tried every conceivable method to merchandise from the car dealer, radio repair shop, appliance dealer, service station, marinas and chain stores. Whichever way we turned, we had to overcome the same hurdle. We were faced with an educational programme. Once we selected a suitable dealer, he had to be sold on the new product, had to be convinced of the potential of the industry. We had to set up his operation, help him to promote and show him how to sell, install and service. This was no easy chore.

"However, by 1967 we had established 217 dealers from Vancouver to Halifax and we were on our way. We also got distribution through several large chain accounts which had outlets in the major centers across the country. A certain degree of success was enjoyed by both the dealers and the chain store operations, but any substantial growth in this new industry was hampered by the reluctance on the dealer's part to carry sufficient stock of both players and cartridges . . . and also to provide the necessary services.

"The majority of these dealers failed to realize that they must have a full house featuring all current models of automobile and home stereo with a well maintained library, provide the installation and give the service.

"Muntz has run the gamut of distribution and marketing. We have had four years to experiment and observe this business. We own and operate Muntz Centers in Hamilton and Toronto. We have learned much from these retail stores that sell and service only Muntz products. We know how to merchandise profitably. We have acquired the know-how of installation and service. We are aware of the direction that the tape cartridge producers will likely travel.

"From our observations and past experience, we have concluded that the area-franchise system combines all the corporate efficiency of big business, at the same time using all the drive and spirit of the individual business owner. For this reason we have decided to adopt the franchise system throughout Canada. This means that only franchised Muntz Cent will market Muntz products."

Martyniuk assessed the franchise system potential in an operation such as this.

"This system," he pointed out, "offers many advantages to dealers that just are not available otherwise. First of all, the dealer is able to consolidate his buying instead of having to buy from several suppliers. He can obtain a full line of 4 and 8 track and cassette players and accessories for both the automobile and home as well as a complete cartridge library in four track, eight track and cassette cartridges.

The music library at head office in Hamilton is one of the

HOME 8-TRACK UNITS— "ESPECIALLY STRONG"

A good indication of just how strong the tape market has become in Canada is given by the sales figures for Automatic Radio of Canada, a subsidiary of Automatic Radio of Boston and Canada's largest manufacturers of stereo playback equipment for cars.

"This year," says Automatic Radio vice-president George Lyall from the Toronto head office "On a month by month basis, we are running 110 per cent ahead of last year's sales figures, and last year was a good one."

Automatic Radio, having been in the car radio field in Canada since 1920, is basically an after-market seller, manufacturing playback equipment and selling it to car and home-unit suppliers and distributors. The company deals strongly in both car and home units and manufactures both eight-track and cassette equipment as well as four-track units.

"We're doing well these days with all our units, but we're seeing especially strong business with home eight-track units. We find that the overwhelming popularity of eight-track in cars is leading many people to want to be able to play the same tapes at home as well, thus they are going for home eight-track set-ups. As with the whole tape field, automobile sales are leading the way."

If there is any problem with the merchandising of playback equipment and stereo tapes these days, it is because too many manufacturers are too intent on pushing just one system over all others, says Lyall.

"They promote one system, whether it be eight-track or four-track or cassette and extol the virtues of this system to the exclusion of all others, and the public is naturally getting confused as to what is right for them.

"The whole raft of new tape products that will be coming on to the market shortly will only add to this confusion. We have to do a job of explanation before the public becomes too muddled to know what to do."

largest and most complete in Canada and offers the dealer a wide selection of music from all the major companies. Regular dealer seminars are conducted and dealers are shown how to make their operation a profitable success through proper merchandising, pricing, inventory control, bookkeeping, tooling, tape selection, sales promotion, ad-

vertising, store layout, display, service and installation techniques.

"This franchise program is less than one year old, and to date we have successfully established 36 exclusive franchise Muntz Centers which in turn cover more than one-half of our country. By 1970, we hope to have (Continued on page 87)

the good time people... Glen Campbell, Bobbie Gentry, The Beatles, Buck Owens, Sonny James, Mary Hopkin, Ferlin Husky, The Band, Bob Seger System part of Capitol's sound family!

Goodtime Popular



Glen Campbell

- Wichita Lineman 103 (R, C)
- Galveston 210 (8, C)
- Gentle On My Mind 2809 (8, R, C)
- By The Time I Get To Phoenix 2851 (8, R)
- Hey Little One 2878 (8, R, C)
- A New Place In The Sun 2907 (8)

Nat King Cole

- Love Is The Thing 824 (8, R, C)
- The Touch Of Your Lips 1574 (R)
- Ramblin' Rose 1793 (8, R, C)
- My Fair Lady 2117 (R)
- Let's Face The Music/L-O-V-E 2225 (8, R)
- Dear Lonely Hearts/Those Lazy Crazy Days Of Summer 2360 (R)
- Just One Of Those Things/The Very Thought Of You 2366 (R)
- Ramblin' Rose/Dear Lonely Hearts 2510 (8)
- The Unforgettable Nat King Cole Sings The Great Songs 2558 (R)
- Nat King Cole - Nancy Wilson Sings/George Shearing Plays 2726 (8)
- Thank You, Pretty Baby 2759 (8, R)
- Sincerely/Looking Back 2769 (8)
- The Best of Nat King Cole 2944 (8, C)

- Nat Cole, Al Martino, Peggy Lee, etc. Capitol All Star Favorites, Volume 1 2600 (R)

Dean Martin

- The Best Of Dean Martin, Vol. 2 140 (8, C)
- Dino 1659 (8, C)
- Cha Cha De Amor 1702 (8, C)
- The Best of Dean Martin 8XT 2601 (8, C)

Tony Sandler/ Ralph Young

- Side By Side 2598 (8)
- Side By Side/On The Move 2697 (8, R)

Goodtime Country & Western



Bobbie Gentry

- Ode To Billie Joe 2830 (8, R, C)
- The Delta Sweete 2842 (8, R, C)
- Bobbie Gentry & Glen Campbell 2928 (8, C)

Ferlin Husky

- White Fences And Evergreen Trees 115 (8)
- The Best Of Ferlin Husky 143 (8)
- What Am I Gonna Do Now? 2705 (8)
- Just For You 2870 (8)
- Where No One Stands Alone 2913 (8)

Sonny James

- Born To Be With You 111 (8, C)
- The Best Of Sonny James, Vol. 2 144 (8)
- Only The Lonely 193 (8, C)
- Behind The Tear 2415 (8)
- You're The Only World I Know/I'll Keep Holding On (Just To Your Love) 2489 (R)
- True Love's A Blessing 2500 (8)
- The Best of Sonny James 2615 (8, R, C)
- Need You 2703 (8)
- A World Of Our Own 2884 (8)
- Heaven Says Hello 2937 (8)

Buck Owens

- I've Got You On My Mind Again 131 (8, C)
- The Best of Buck Owens, Vol. 3 145 (8, C)
- The Best Of Buck Owens 2105 (8, C)
- I Don't Care 2186 (8)
- I've Got A Tiger By The Tail 2283 (8, C)
- Instrumental Hits of Buck Owens and His Buckaroos 2385 (R)
- Roll Out The Red Carpet/I've Got A Tiger By The Tail 2464 (R)
- I've Got A Tiger By The Tail/I Don't Care 2519 (8)
- Carnegie Hall Concert With Buck Owens And His Buckaroos 2556 (R)

- Open Up Your Heart 2640 (8)
- Open Up Your Heart/Together Again 2709 (R)
- Your Tender Loving Care 2760 (8, R, C)
- It Takes People Like You To Make People Like Me 2841 (8, R)
- The Best Of Buck Owens, Volume 2 2897 (8, C)
- A Night On The Town 2902 (8)
- Sweet Rosie Jones 2962 (8)
- Meanwhile Back At The Ranch 2973 (8)
- The Guitar Player 2994 (8, C)

Goodtime Rock



- The Band Music From Big Pink 2955 (C)

The Beach Boys

- 20/20 133 (8, C)
- Little Deuce Coupe 1998 (8)
- Shut Down Vol. 2 2027 (8)
- All Summer Long 2110 (8)
- Beach Boys Concert 2198 (8, C)
- The Beach Boys Today 2269 (8, C)
- Summer Days (And Summer Nights) 2351 (8)

- Shut Down Vol. 2/Little Deuce Coupe 2383 (8, R)
- Beach Boys Party 2398 (8)
- Pet Sounds 2458 (8, R, C)
- Best Of The Beach Boys 2545 (8, R, C)
- Best Of The Beach Boys, Vol. 2 2706 (8, R, C)
- Wild Honey 2859 (8, R, C)
- Friends 2895 (8, R, C)
- The Best Of The Beach Boys, Vol. III 2945 (8, C)

The Beatles

- The Beatles 101 (8)
- Yellow Submarine 153 (8, R, C)
- Meet The Beatles 2047 (8, R, C)
- The Beatles' Second Album 2080 (8, C)
- Something New 2108 (8, C)
- Beatles '65 2228 (8, C)
- The Early Beatles 2309 (8)
- Beatles VI 2338 (8)
- The Early Beatles/Beatles '65 2365 (R)
- Beatles VI/Something New 2382 (R)
- Help! 2386 (8)
- Rubber Soul 2442 (8, C)
- Rubber Soul/The Beatles' Second Album 2467 (R)
- Meet The Beatles/The Early Beatles 2521 (8)
- Yesterday . . . And Today 2553 (8, R)
- Revolver 2576 (8, R, C)
- Yesterday . . . And Today/Beatles VI 2648 (8)
- Sgt. Pepper's Lonely Hearts Club Band 2653 (8, R, C)
- Magical Mystery Tour 2835 (8, R, C)

Mary Hopkin

- Post Card 3351 (8)
- Post Card 3351 (C)

Quicksilver Messenger Service

- Happy Trails 120 (8, C)
- Quicksilver Messenger Service 2904 (8, C)

Bob Seger System

- Ramblin' Gamblin' Man 172 (8, C)
- CODE: (8) EIGHT TRACK (C) CASSETTE (R) REEL TO REEL
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NAL Double 8 Twinpaks

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All inquiries and correspondence should be directed to:



MODERN TAPE CARTRIDGE CORP. LTD.

1179 Finch Ave. West, Downsview, Ontario

Increase in Recorder Market Due To Cassette Introduction: Philips

Philips, pioneer of the cassette recorder, introduced the first portable cassette playback unit and the first stereo cassette changer in Canada last fall. The new models are included in the Philips 1969 tape recorder line which also features a new professional quality vertical reel-to-reel stereo recorder.

Announcing the line, Alan Ingham, product manager for Philips tape recorders, said it included the most comprehensive range of cassette equipment available anywhere.

"The big factor in the cassette market has been the entry of most major record companies into the field. Several thousand selections are now available in Canada, and the companies are steadily adding to the list from their repertoires," Ingham said.

"This year Philips will again turn out several million tape recorders for world consumption, and a clear indication of which way the market is going is the fact that two-thirds of our business is now in cassette recorders," he said.

Ingham estimated that imports of all types and makes of tape recorders would exceed 500,000 units by 1970. This compares with 265,000 units in 1967 and 52,000 units in 1961.

"The major increase in the tape recorder market will be accounted for by cassette equipment, but we expect the reel-

to-reel market to hold steady, with continued emphasis being placed on high quality stereo recorders.

The Philips portable playback-only cassette model is called the Carry Player and has been specially designed for the youth market. It retails for less than \$3 and indications are that it will also receive widespread use in education.

"In addition, Philips introduced the first cassette changer ever designed. This is a stereo playback deck which plays in conjunction with a stereo console or system, holds six cassettes and plays up to six hours before the stack has to be turned over. Suggested list price is less than \$150.

A third new model introduced for 1969 was a stereo playback cassette deck designed to be played with a stereo console or component system and priced under \$80. Both stereo

units will play in conjunction with a stereo FM tuner.

"Mainstay of the Philips cassette line, however, will continue to be the EL3302 portable record/playback unit. This is the type of equipment which appeals to the largest segment of the market and we have extended the usefulness of our model this year by bringing out a new optional power unit which takes a foot control switch to allow transcription of recorder notes and memos," he said.

"The 3302 is the most flexible cassette recording unit available. It can be played in conjunction with a car radio, with the addition of an optional car bracket. It can also be used with an auxiliary speaker, AC power unit or remote stop/start control. And with an optional foot pedal it can be used to transcribe notes and other material recorded on it," Ingham said.

Webcor Electronics Sides With Cassettes

Cartridges or cassettes? Which way will the tape industry go?

In Canada opinion seems to be sharply divided with advocates of both forms of tape units coming up with convincing arguments in their behalf.

Bill Patterson of Webcor Electronics, the newly opened

Canadian franchise of the U. S. Webcor Industries, sides firmly on the side of cassettes. Of course he may be accused of prejudice since his firm does a huge volume of business in blank cassette tapes.

"It's the ability of cassette ma-

(Continued on page 87)

'Mobile Group' Gives Philips Wide Market

"Sell simplicity, mobility and flexibility and you unlock a whole new multimillion-dollar market for tape recorders," says Alan Ingham, product manager for Philips tape recorders.

"This is essentially the strategy behind the cassette recorder developed by Philips, and the result has been that tape recorder sales have tripled since its introduction," he added.

Ingham said that in Canada particularly, the largest market for entertainment equipment was among the "mobile group." This includes teen-agers, young marrieds, apartment dwellers and those who travel a great deal.

"For them, it is ease of operation and mobility that count, and portable recording or playback equipment hold great appeal.

"People in this market are also responding to the flexibility features of cassette equipment. It is now possible, and highly desirable, to have several compatible pieces of equipment to tie in with the new mobile pattern of life," he said.

"The man on the move, for example, probably owns a battery-operated portable cassette recorder. He can take it with him on a boat or plane, or use it in his car with an adaptor bracket. At the office his secretary can transcribe notes he has made on it and at home he can play the same musicassettes in stereo through his stereo system.

"His total investment for the portable recorder, adaptor

equipment and stereo playback unit can be as little as \$200—less than the cost of a good quality reel-to-reel recorder.

"This doesn't mean that the reel-to-reel recorder is dead, but the two markets are entirely different and complement one another. Reel-to-reel will always have a market among people who want the ultimate in recording features and high fidelity. But two thirds of the total tape recorder market is now accounted for by cassette recorders," Ingham said.

Toronto Gets Tape Forum

There is an old saying in the Canadian music business that you are nobody until you hold a convention. One of the biggest music conventions of the year takes place in Toronto next week, presumably proving that the Modern Tape Cartridge Corp., Ltd., has really arrived.

Simply called the Music Conference, it will be held at the Inn on the Park from Thursday to Saturday (26-28). Almost 100 people — tape manufacturers, U. S. label representatives, press — have been invited.

Important issues involving the Canadian music market will be discussed at length by a panel of experts.

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Nearly 40 Per Cent of WB-7's Canadian Sales From Tape

Few Canadian record companies have been able to do the job in the tape field that Warner Bros. has. "Close to 40 per cent of our total sales this year will be accounted for by tape products," says Mike Doyle from W-7's Montreal Head Office. "And of that we do approximately a 70-30 ration of 8-track to cassette."

How has W-7 managed to do so well in this relatively new area of exploitation?

"For one thing," says Doyle, "we manufacture product here via two companies, Ampex and Stereodyne, as well as import product. Therefore our inventory and supply is always in good shape."

"I don't think anyone can compare to us with regard to this factor. We are always able to immediately supply product when needed. Another factor of course is that our catalogue . . . Frank Sinatra, Dean Martin, Sammy Davis et al. . . . is the type of material that by and large appeals to tape buyers. These people are if anything more avid and much less selective than record purchasers. They tend to go for the name star items and that's what we've got."

The tape industry in Canada will continue to boom for some time to come, thinks Doyle, as the chief sales source right now is the automobile manufacturers

Seminar Held To Iron Out Tape Problems

One of the big problems confronting the Canadian tape industry is informing the consumer of what is available and the benefits of one model of playback unit over another.

In Toronto last week, the national merchandising giant, Eatons, and Stereodyne got together to try and remedy the situation.

The two held a small seminar, and invited all of Eatons employees in Ontario who deal with tape playback equipment and tapes. The purpose of the seminar, said Stereodyne's Ross Newman, was to iron out some of the questions which customers were likely to ask in Eatons stores. "If sales people are aware of what's happening, their customers will be too," he said.

An executive of Lear Jet in the U. S. was flown in to give a two-hour talk on the eight-track hardware scene.

Most of Canada's music companies were represented at the seminar, which was held in the Cavalier Room of the Westbury Hotel. Those present included Capitol's Joe Woodhouse and Dave Evans, RCA's Ed Preston, London's Gilles Aubin, Jack Vermeer of Quality, Gord Edwards of Warner Bros., and Apex' George Offer.

Eatons' staff said that they had found the meeting most informative, and that they hoped further discussions would take place.

and suppliers and they constitute all plus business.

As far as home units are concerned, Doyle feels that the industry has not pushed too hard to educate the public to tape. "This is because of a fear that we might be competing with ourselves via tapes versus records. For cars, tapes are it, but in the home, records are still the standard source of musical entertainment. We want home tape units to be appendages to stereo sets, not take their place entirely."

"Thus most industryites generally feel that the education of the public to home tapes is better left to the hard-goods manufacturers who sell the units. We sell music."

Still, Doyle does not see tapes affecting record sales for some time to come. "We haven't come close to reaching the saturation point yet," he says. "The market is expanding all the time, we know that. More and more people are buying records, more and more people are buying

tapes. They are not hurting each other.

"Right now, tape buyers are a different audience altogether. The evidence seems to indicate that the people who are strong for tapes now stopped buying records years ago. This new music format has inspired them to get back into the music buying thing. Now this is not a proven fact by any means, but even if it's only partially true, it means that the market for tapes and records in the future is virtually limitless."

"What should happen is that each family will have three separate playback formats available to them which will each serve a different purpose. In the center of the home there will still be the stereo record console, for the kids upstairs, a portable cassette unit, and for the car, an 8-track unit."

"It's conceivable then that the same piece of music will be purchased three times, in three different forms by the families of the future."

ITCC Into Records For 'Protection'

Gary Salter, vice-president of International Tape Cartridge of Canada, may have tipped the balance of power between record and tape companies in this country, with a statement he made this week.

Announcing that he had signed Little Darling Records of Nashville (previously handled by Phonodisc) for both tape and record distribution in Canada, Salter said: "To protect ourselves, we're going into the record business. We are negotiating with several major companies, and expect to make further announcements shortly."

"In addition, we're going into the Canadian talent scene. We've signed several Canadian groups, which we'll record and promote internationally. We're going all out and we're determined to come up with results."

Considering that the company was launched in January this year, Salter has made remarkable strides in the tape industry.

But why records?

"I think a unique situation exists in Canada. Now you have

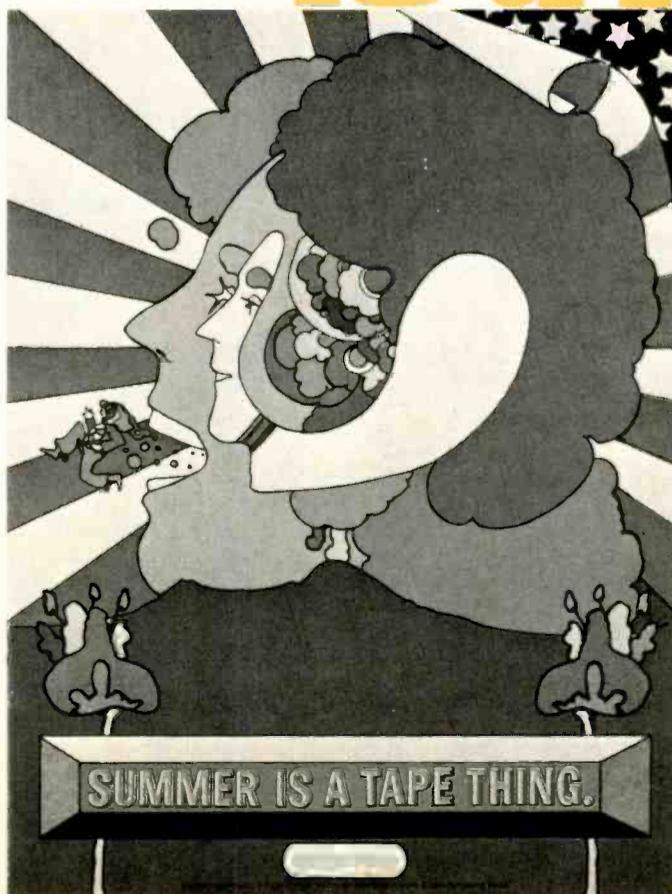
to obtain record rights from U. S. manufacturers as well as tape rights. When record companies here make deals, they also want exclusive tape rights. It's a matter of life or death; you have to get into records or you'll be frozen out because you'll have no tape rights."

ITCC's exclusive Canadian distributor is Modern, which is headed up by Abie Salter. This week ITCC signed tape distribution deals with Chart, Hickory, GWP and International Artists. This is in addition to labels already handled by the company, which includes Audio Fidelity, Buddah, Little Darlin', Scepter, Horizon, Itco, Starday, Seeco, 20th Century, Vee Jay, Wand, White Whale, Project Three, Bravo, Viva, Radiant, Skye, NAL Jazz Twin Pack, and NAL Variety Twin Pack.

Salter expects another sharp upswing in the sale of tapes this summer. "I think the kids are going to turn on to tape which could really change the tape status. I'm inclined to think

(Continued on page 87)

Summer in Canada is a Tape Thing



A TAPE Explosion, All Over the Globe—TAPE is What's Happening!

Cash in on a unique summer tie-in promotion and make this summer Your TAPE THING.

Use it now to build sales momentum in the Canadian music-record-tape market . . . it's a promotion program designed for all—Manufacturers, Dealers and Consumers. TAPE, POSTERS and PETER MAX Are Happening NOW.

Billboard and Merchandising Week commissioned artist Peter Max to create a full color cosmic image based on the theme SUMMER IS A TAPE THING.

The result is a merchandising package including this original 24"x36" Max poster, logo strips, stick-on labels and ad mats.

This Peter Max kit is available immediately to Billboard readers for \$1.00 complete, including postage and handling. Fill in the order coupon, attach payment to cover your order and send in!

Make TAPE Happen in Canada TODAY.

Richard P. Myers, Jr., Billboard Publications
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Yes! SUMMER IS MY TAPE THING!

Enclosed is a () check () money order in the amount of

\$ _____ for the following:

\$ _____ for _____ kits at \$1.00 per kit

\$ _____ for _____ extra Peter Max posters at 60¢ each

Name _____

Firm _____ Address _____

City _____ State _____ Zip _____

The hip thing.

The hip thing from Philips started a whole new idea in sound.

So now, just as easily as your camera takes a snapshot, you can capture sound. Anywhere. With a Philips cassette recorder.

The smallest Philips cassette recorder weighs less than four pounds, including batteries. So you can take it to the beach, with the recorder slung nonchalantly over one shoulder. Or even make a party-tape of your favourite performers.

The recording tape is in a snap-in, snap-out cassette, (three fit into a hip pocket). So tapes never snap or snarl or unwind. And one cassette will record up to 120 minutes of whatever you like.



When you're ready to record, you just snap in a cassette. And if you keep the recorder in the 'Record' position, you can switch it on and off with the microphone switch. It's as simple as that.

You can also use a Philips cassette recorder to record or play back through your stereo or car radio. And it records directly through your car radio without going through the mike.

Pardon our pride, but Philips invented the whole cassette concept. So naturally we're way ahead on new cassette ideas. That's why you get more to choose from.

There are battery portables. Plug-in mono and stereo. A playback deck

for your stereo. The world's only automatic cassette changer — for up to six hours of uninterrupted sound. Portable radios with built-in cassettes. Nine models, in all.

As for prices. Well, they begin at less than \$40 for the lightweight, portable playback model. And less than \$80 for a playback and record model.

You hip?



PHILIPS



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Education and Communication The Problem in Home Products

It is a more or less established fact that the growth of the tape industry in North America has gone hand in hand with its association with the automobile industry. The acceptance of the 8-track cartridge unit as a standard auto accessory has been the chief merchandising stimulus to the phenomenal tape boom now in progress.

But what about home units? From all evidence there has been a considerable lag both in sales and merchandising tapes and playback equipment in this crucial area.

In Canada, Ray Perini, president of All-Record Supply, one of the country's largest rack jobbers handling all the major 8-track and cassette accounts for home consumption, believes that the problem is basically one of education and communication.

"The trade has been talking tapes in a big way for over a

year now, but not enough of it reaches the consumers. People don't know as much about tapes and tape playback equipment as they should. And if they do know, they get the impression that they can't afford it.

"This does not refer to car units, of course, which are thoroughly merchandised. But in the case of home units, people aren't aware, for instance, how cheaply they can install a cassette unit by simply attaching it to their home stereo set-up. It seems we've been looking in the wrong direction. We've been advertising the tail, not the dog. Tapes and not the units."

The solution, says Perini, is the creation of specific consumer ad campaigns to educate people in the benefits of home tape units.

All Record, with head office in Toronto and branches in Calgary and Vancouver, is a sub-

siary of CBS in the U. S. They have been handling tapes since their inception in the Canadian market, approximately a year and a half ago.

"Last year tapes accounted for about 10 per cent of our sales in Canada" says Perini, "made up of both 8-track and cassette product. We still find a certain reluctance on the part of record retailers and chain stores that we supply, to stock tapes. It's a matter of overhead to them.

"The turnover is just not as good on tapes as on records and they can't afford to get stuck with a large non-selling inventory. It all boils down to more and better advertising on the part of the industry to fully acquaint the populace just what's going on in the tape field and why they should be involved. The product is there. All it needs is selling."

Tape Companies Now Get Out and Promote

Thus far in their short industry, tape companies have not been particularly strong in the music promotion field. Nor have they needed to be.

Long established ways of doing things necessitated that record companies compete for radio play, while the tape companies sat back and waited for the hits to be created on record. If a certain selection of tunes by a certain artist made it on disk, it was almost certain that large tape sales would follow.

Tape companies, therefore, have played a very secondary role in the exploitation of new music. That is changing. Noting the difference between what sell on tape and what sells on disc (notably the pre-dominance of country music in the tape market), tape companies are becoming aware of a need to get out and push their product to the media.

Some Canadian tape companies are now supplying new cassettes and cartridges to key press

reviewers, disk jockeys, underground papers. Companies are aiming their advertising straight at the kids. The program for the Toronto Pop Festival, for example, includes several tape advertisements.

At the forefront of this new awareness of a need for promotion is Ampex of Canada Ltd. The company has a full-time advertising and public relations director in Joan Messham. One of her most important tasks has been to persuade the media to give tape a chance not to talk just about records but music in general.

"Records and tapes are only a mechanical method of entertaining oneself with music," Miss Messham said. "We should both be promoting our music. Our aim has been to introduce important members of the media to the advantages which tape has to offer." The company's efforts have been highly successful.

Most of Canada's tape companies agree completely with the Ampex philosophy. Several are known to be engaging public relations representatives to spread the word.

In an industry as young and virile as tape, there is a great need for constantly exposing the product to the people. One of the best ways of doing this is through the individuals who influence the thinking of the public, such as disk jockeys and music columnists.

Muntz—Exception to the General Rule

• Continued from page 79

completed our franchise programme and have 100 Muntz Centers in operation."

Martyniuk also provided market information on development of the consumer demand for eight track players and cartridges. "We have, watched the Canadian car tape player industry grow from its infancy in 1965 to the mushrooming giant it is today. We have experienced the switch from four track to eight track. The changeover from four to eight track equipment in eastern and central Canada happened overnight. It is also happening in Western Canada, but at a much slower pace. The British Columbia market is influenced considerably by what happens in California. We are still getting calls for four track cartridges from this market.

"However, eight track is taking over basically because Canadian music manufacturers and licencees have decided not to supply the labels controlled by them in the four track configuration. This does cause a problem for the thousands of four track player owners. We are still importing some four track music from California. This is on labels that are not controlled by Canadian licencee.

"At the present time, the demand for music is greater than

the supply. Even with the deletion of the 4 track inventory, the music companies are unable to give a complete fill in either 8 track or cassette cartridges. The average fill is approximately 65%. The 35% non-fill is usually made up of the top sellers.

"This situation is deadly from the dealer standpoint.

"He must have the number one sellers on his shelf when the product is hot. Until quite recently, the four or five weeks' time-lapse required to obtain new releases after they are announced resulted in a cooling off period for the consumer who would have bought, had their product been available when he first wanted it. Muntz Canada has recently developed and installed a cartridge control system known as the D. D. M. System. This system keeps us in direct contact with all Muntz Center stores and music suppliers. This system enables our music coordinator to advise each dealer within 12 hours of any notification of new hot release by the music companies. Within 24 hours, the dealers' orders are funneled into our system and are passed on to our various music suppliers for immediate fill.

"This system makes it possible for all Muntz Centers to receive new releases the moment they

are available from the suppliers. The DDM System also controls and expedites all orders that arrive daily from across Canada for automobile and home players, speaker system, and accessories. We are now able to provide a 24 hour shipping service on stock items. As I mentioned earlier, we own and operate Muntz Centers in Hamilton and Toronto. It is at these locations that many of our programmes and techniques are launched and developed. We are constantly striving to develop new ways to merchandise and

promote the automobile and home stereo cartridge player concept."

"It must be recognized that the Canadian car stereo and tape cartridge business is still very new. The potential market hasn't begun to be tapped. Many people are unaware that the product even exists. Considerable national advertising and exposure must be done by both the music companies and hardware manufacturers and suppliers before we can expect our market to open up and produce anywhere near its potential."

Webcor Electronics Sides With Cassettes

• Continued from page 83

chines to both record and playback that will make the consumer side with cassettes," he says. "For a while the major companies, RCA and Columbia etc. steered clear of cassettes be-

cause of their recording potential.

"They saw them as a threat to their own pre-recorded product. But now those companies have given their full endorsement to cassettes and I think you'll see them gradually taking over the 8-track market.

"The argument against cassettes up to now has been their inferior playback quality when compared to cartridges, but with the technological advances that are being made now, this quality gap will soon disappear. Already cassette units outnumber cartridge units on a ratio of something like 4 to 1 in Canadian homes. Of course in cars, cartridges are still way out in front.

"But just check up on what's currently happening in Japan where most Canadian playback equipment is manufactured. They're swinging to cassettes in a big way, and that's all the proof I need."

Webcor, with head office in Toronto, a branch in Winnipeg, and sub-distributors across Canada, is making a heavy investment in cassettes and playback equipment and, says Patterson, the sales potential in Canada justifies it.

ITCC Protection

• Continued from page 85

it will be the cassette market which will get them—mainly because of the low cost of cassette playback equipment. And once we get those kids into tape, nothing can stop us.

"More than 20 per cent of the Canadian music business is now made up of tape. Well, I'm willing to bet that within two years that figure will be 50 per cent, and I think it will be about the same as the United States.

"I'm inclined to think that it will be split evenly—50 per cent cassettes, 50 per cent 8-track. And I've got no reason to favor either, because I carry both.

"It can only get bigger, and the tape companies that stop thinking only-tape and get into records as well, will emerge as major Canadian music-making companies by the end of the next year. The important thing is to know what you're doing, to push aggressively, and to get your merchandise to the public. We aim to keep ahead of everyone in those areas."



What's Happening NOW in TAPE

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3rd Tape Cartridge Forum
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Canadian News Report

12 Canadian Top 40 Stations Begin Plan on Local Talent

• Continued from page 1

provide an unprecedented exposure medium for domestic talent, was devised by CHUM program supervisor J. Robert Wood, temporary chairman of the plan. It was unveiled at a meeting of Canadian record companies.

The plan comes when the Canadian Radio Television Commission has reportedly discussed the possibility of legislating for a percentage of Canadian content on local airwaves. This situation was caused by an almost total lack of domestic product being aired by top 40 stations.

Even "These Eyes" by the Guess Who, which subsequently sold over one million copies in the U. S., had difficulty in gaining airtime at some stations.

The decision by stations to start programming Canadian talent on a regular basis was interpreted by most observers as a move to placate the feelings of the CRTC in its consideration of legislation.

The plan calls for a weekly telephone hookup of the music directors of each of the 12 stations, which will decide what titles will be played during the following week. This will not

prevent individual stations from playing other local records not selected by the group.

A minimum of three Canadian records will be aired, although Wood made clear the view of the group that if more records deserved airplay they would get it.

Initially nine disks are being considered for national exposure. They are "Hands of the Clock" (The Life), "Oh Deed I Do" (Elyse Weinberg), "Early Morning" (The Collectors), "When I Die" (Motherlode), "Pack It In" (Buckstone Hardware), "Lovin' Sound" (Five Man Electrical Band), "Good Morning" (The Sceptres), "I Want You" (Soundbox) and "Laughing Song" (B. J. Bird).

The group has not yet decided what qualifications are needed for a Canadian disk, but Wood stated that residence would play a key role. Each member station will preview the available singles prior to the phone meeting, and rate them on a points scale. If there are nine disks under consideration, the most favored one would receive nine points, the second eight, and so on.

Record companies generally felt that the move could only be beneficial for the long-neg-

lected local production scene.

Wood said that the group welcomed additions to the number of stations involved. He also felt it would give smaller stations a chance to see what was happening on the Canadian scene, and what disks to go with.

Companies were asked to supply local records as quickly as possible, along with complete information on artist biographical material. The group, through Wood, also stressed a need for Canadian disks of higher quality and greater quantity.

Industry figures felt this would happen automatically, now that a reliable and unbiased ear will apparently be given to Canadian productions.

From The Music Capitals of the World

TORONTO

Liner notes to new RCA George Hamilton IV's LP, "Canadian Pacific," feature tribute to Canada and Toronto country-folk scene self-penned by Hamilton. "Canadian Pacific" single, written by Ray Griff, from LP looking very strong here. . . . Professor Peter Schickele alias P.D.Q. Bach booked for October concert date at Massey Hall by Toronto promoter Ward Poole. . . . Peter Nero added to concert lineup at Stratford Music Festival for a July 27 date. . . . James Brown's soul package booked into Maple Leaf Gardens June 20, one night before opening of the two-day Toronto Pop Festival. . . . Capitol seeing good early reaction to latest single from Canadian group Five Man Electrical Band, "Lovin' Look." . . . W-7 released new Neil Young set, "Everybody Knows This Is Nowhere" featuring new back-up band Crazy Horse. Young will be in for Mariposa Folk Festival in July.

Polydor's Sceptres in for a good week at Le Coq d'Or. Their latest single is "Good Morning New Day." . . . Blood, Sweat and Tears singer David Clayton Thomas back home here for a visit prior to band's Toronto Pop Festival appearance and picking up much press coverage. . . . The Auberge du Vallon, top r&b club in Quebec City burned down early this month. Booked at the time were Bell Records' Interpretations. Canadian single "Early Morning" from Vancouver's Collectors seeing some action for W-7. . . . Colonial Tavern featuring two-week Blues Festival with Muddy Waters Band followed by Albert King. . . . Singer Nihal in for two-week stand at Royal York. . . . Compo's

interpretations. Canadian single "Early Morning" from Vancouver's Collectors seeing some action for W-7. . . . Colonial Tavern featuring two-week Blues Festival with Muddy Waters Band followed by Albert King. . . . Singer Nihal in for two-week stand at Royal York. . . . Compo's

TREND PACT WITH QUALITY

TORONTO—Trend Records, independent Toronto-based record label headed up by president Merv Buchanen, has signed a nationwide distribution pact with Quality Records of Canada. Trend has already independently released several single by Canadian artists, including such groups as Terry and the Pyrates, Untimate Image, Valhalla, Uncertain. An LP release is due shortly from another Toronto band, Cargo, followed by a composite album by various Trend artists.

Compo Push On Country Arc Sales Hit 4 Mil.

TORONTO — The Compo Company will launch a major country music promotion campaign featuring all country artists in the catalogs of United Artists, Kapp, and Apex labels. It will last throughout June-July. Artists included in the campaign will be Del Reeves, George Jones, Bobby Lewis, Don Messer, Mel Tillis, Freddie Hart, Leroy Van Dyke, Bobbi Martin and others.

A focal point for the cross-Canada campaign will be the nationwide tour of Apex Canadian artist Don Messer with a package built around his long-running and highly successful CBC network TV show. His tour of 20 one-nighters which will extend as far west and north

(Continued on page 90)

TORONTO — Arc Records, Toronto-based Canadian independent, ended its 1968-1969 fiscal year April 30 with a net sales figure of more than 4 million and, according to Anderson, "the under-\$2 LP's contributed a major proportion to this sales volume."

Artists like the Golden Ring, Marlene Beaudry, and Harry Hibbs spearheaded the Arc budget lines over this past year and this year, sales are expected to increase by 25 per cent.

In addition to Arc's own budget line, it distributes the Al Sherman line in Canada and does excellent business on the entire catalog including the 101 Strings.

RCA's Pozer in Talent Search

TORONTO — John Pozer, RCA's newly appointed executive assistant to the company's Canadian Record Division, has embarked on a series of nationwide talent hunts.

Just back from a 10-day excursion to the Winnipeg and Ontario Lakehead areas, Pozer completed album selections and production plans for a forthcoming LP by recently signed rock group the Noblemen, featuring

(Continued on page 90)

Billboard Canada's Top Singles

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	GET BACK Beatles, Apple 2490	6
2	2	IN THE GHETTO Elvis Presley, RCA 47-9741	5
3	3	BAD MOON RISING Creedence Clearwater Revival, Fantasy 622	5
4	4	LOVE THEME FROM ROMEO & JULIET Henry Mancini & His Ork., RCA 74-0131	4
5	5	ISRAELITES Desmond Dekker & the Aces, Uni 55129	3
6	6	GOODBYE Mary Hopkin, Apple 1806	6
7	17	LET ME Paul Revere & the Raiders, Columbia 4-44854	2
8	—	BALLAD OF JOHN & YOKO Beatles, Apple 2531	1
9	18	BABY I LOVE YOU Andy Kim, Steed 1031	2
10	—	ONE Three Dog Night, RCA 4191	1
11	7	HEATHER HONEY Tommy Roe, ABC 11211	6
12	16	MEDICINE MAN Buchanan Bros., Event 3302	3
13	—	GOOD MORNING STARSHINE Oliver, Jubilee 5659	1
14	—	SEE Rascals, Atlantic 2634	1
15	9	LOVE (Can Make You Happy) Mercy, Columbia 2875	6
16	—	SPINNING WHEEL Blood, Sweat & Tears, Columbia 44781	1
17	14	ATLANTIC Donovan, Epic 5-10434	6
18	8	OH HAPPY DAY Edwin Hawkins Singers, Pavilion 20001	6
19	19	GRAZIN' IN THE GRASS Friends of Distinction, RCA 74-0207	2
20	10	GITARZAN Ray Stevens, Monument 1131	6

Billboard SPECIAL SURVEY For Week Ending 6/28/69

Billboard Canada's Top Albums

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	HAIR Original Cast, RCA LOC 1150 (M); LSO 1150 (S)	6
2	2	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)	6
3	6	NASHVILLE SKYLINE Bob Dylan, Columbia KCS 9825 (S)	6
4	7	ROMEO & JULIET Soundtrack, Capitol ST 2993 (S)	5
5	5	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy 8387 (S)	6
6	3	GALVESTON Glen Campbell, Capitol ST 210 (S)	6
7	11	LED ZEPPELIN Atlantic SD 8216 (S)	6
8	4	GREATEST HITS Donovan, Epic BNX 26439 (S)	6
9	16	FROM ELVIS IN MEMPHIS Elvis Presley, RCA LSP 4155 (S)	3
10	19	AGE OF AQUARIUS Fifth Dimension, Soul City SCS 92005 (S)	2
11	8	ENGELBERT Engelbert Humperdinck, Parrot PAS 71026 (S)	6
12	9	HELP YOURSELF Tom Jones, Parrot PAS 71025 (S)	6
13	13	AT FOLSOM PRISON Johnny Cash, Columbia CS 9639 (S)	5
14	10	OLIVER Soundtrack, Colgems COSD 5501 (S)	6
15	—	STAND Sly & the Family Stone, Epic BN 26456 (S)	3
16	—	TOMMY The Who, Decca DXSW 7205 (S)	1
17	14	JOHNNY WINTER Columbia CS 9826 (S)	4
18	12	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco SD 33-250 (S)	5
19	15	SONGS FROM A ROOM Leonard Cohen, Columbia CS 9767 (S)	6
20	—	CLOUDS Joni Mitchell, Reprise RS 6341 (S)	1

Billboard SPECIAL SURVEY For Week Ending 6/28/69

International News Reports

Record for Summer To 'Thinking of You'

ST. VINCENT, Italy—"Pen-sando a Te" (Thinking of You), published by Voce del Padrone, and performed by Al Bano (EMI-Italiana), won Italy's sixth annual Disco per L'Estate (Record for the Summer) radio-TV contest with 144 votes.

The big annual event, sponsored by RAI, Italy's state-owned radio and tv company in collaboration with AFI (Italy's record industry association), is considered Italy's second most important pop music event after the San Remo Festival.

In second place, with 134 votes, was "Lisa Dagli Occhi Blu" (Lisa of the Blue Eyes), published by Tiber Music and performed by newcomer Mario Tessuto (CGD).

Third-place winner was "L'Al-talena" (See-Saw), co-published by Ariola-Alfiere and performed by Phonogram's Orietta Berti (second place winner last year), with 71 votes.

Other finalist songs in order of votes received were:

"Sole," published by Dior and performed by Franco IV & Franco I (Cellograf-Simp); "Arrivederci Mare," co-published by Fox-Indios/Tony Astarita (King); "Una Striscia di Mare," Caramba/Fred Bongusto (Clan); "Cuore Innamorato," Durium/Isabella Iannetti (Durium); "Il Treno dell'Amore," Arion/Gigliola Cinquetti (CGD); "Ahi Le Hawaii!," Tank/Herbert Pagani (Det); "Un Pezzo d'Az-zurro," San Giusto/Edda Ollari (Bentler); "Arrivederci a Forse Mai," Tevere Sergio Leonardi (CGD), and "La Vigna," Gattopardo/Louiselle (Parade).

Past winners of the summer music contest were: The Mar-

cellos Ferial (Durium) with "Sei Diventata Nera" in 1964; Orietta Berti (Phonogram) with "Tu Sei Quello" in 1965; Fred Bongusto (Clan) with "Prima C'Eri Tu" in 1966; Jimmy Fontana (RCA) with "La Mia Serenata" in 1967; and Riccardo Del Turco (CGD), with "Luglio" last year (1968), recorded by the British group, Herman's Hermits, (Columbia) as "Something Is Happening."

The finals for the "Record for the Summer" contest, restricted to Italian singers and unpublished songs only, were held in the Casino of St. Vincent, a resort located in Italy's Piedmont Alps.

Mendes Inks 5 Writers

RIO DE JANEIRO — Sergio Mendes is signing up more Brazilian composers for his U. S. publishing firm. While on his current tour of his homeland, Mendes announced that he is signing contracts with five Brazilians — Edu Lobo, Antonio Adolfo, Marcos Vale, Dori Caimmi and Danilo Caimmi.

Lobo has moved to Los Angeles permanently. Dori and Danilo Caimmi are sons of well-known artist-composer Dorival Caimmi.

The composers said that they agreed to give Mendes first choice in presenting their compositions. Mendes reportedly has agreed to use at least one of the composers' works in his forthcoming albums.

Mendes came to Brazil with his Rio 66 and Bossa Rio units.

STRIFE HURTS ARGENTINA

BUENOS AIRES — Record company executives estimate that the recent student and worker disturbances throughout Argentina had a bad influence on the already depressed record industry in the country.

Recent months' sales, they estimate, have shown a drop of about 35 per cent against the same period last year.

Pickwick to Sell Camden

• Continued from page 3

and Monty Lewis, managing director of Pickwick International Inc. Ltd.

Amos Heilicher, president of Pickwick International, said that as part of this major expansion program in the U. K. Pickwick International Ltd. has doubled its van and sales service force in anticipation of providing the widest and most thorough coverage of the U. K. through non-record as well as traditional record retailers. He added, "The same expertise which we have developed through the years as we built Heilicher Bros. into one of the biggest record service organizations in the world will be brought to bear on our operation in the U. K. We intend to become among the leading distribution entities in the U. K."

Headed by Monte Lewis, Pickwick International Inc. Ltd. in October 1967, arranged to market CBS Records of England. It has since made similar agreements with United Artists Records.

From The Music Capitals of the World

• Continued from page 88

Montreal as music director. . . . CHFI Toronto added **John Murphy**, ex-CFRW Winnipeg. . . . Compo looking for action on new UA release from veteran Toronto group the **Four Lads** "My Heart's a Symphony."

New Atlantic group **Blind Faith** booked for Toronto concert date in July. . . . Capitol out with new Apple release from **Jackie Lomax**, "New Day." . . . "This Is Tom Jones" a runaway LP item from London here. It's out simultaneously via Ampex 8-track. . . . London has re-issued Jones' single "I Will Never Fall in Love Again" b/w "Once Upon a Time." . . . Winnipeg group, the **Mongrels**, doing well with their Franklin release "Funny Day." . . . Atlantic's **Black Pearl** well-received here for Electric Circus weekend. They were followed in by top-rated Vancouver band, **Mother Tucker's Yellow Duck**, soon to sign a major recording contract. . . . Polydor's Canadian group **Life** appearing at Montreal bi-cultural Rock Festival June 23.

Modern Tape out with a strong new country release of 8-track items including LP's from **Johnny Cash**, **Glen Campbell**, **Boots Randolph**, **Flatt and Scruggs**, **George Jones** and **Buck Owens**. . . . W-7's Canadian band **Kensington Market** is undergoing personnel changes.

Stone Records weekly News Letter penned by **Terry Mann**, ran its 75th edition recently. . . . Because of lyric content in new **Bobby Darin** single, "Me and Mr. Hohner," Quality dispatched a special warning insert along with disk copy to all stations. . . . **Righteous Brothers** oldie "You've Lost That Lovin' Feeling" seeing revival action again as it did earlier in the year in England.

Compo released a novelty item, "The Laughing Song," by **Calgarian B. J. Berg**. Initial reaction is promising. . . . **John Norris**, publisher of Canadian jazz journal **Coda** and owner of Sackville independent label specializing in mainstream jazz items, to New York for American distribution talks. . . . **King Curtis** back for another big week at Le Coq d'Or. Atlantic artist is a Toronto club regular. . . . Mainstream's quintet **Nucleus** pulling crowds to Yorkville club El Patio. Group's initial LP continues a hot item here.

RITCHIE YORKE

MEXICO CITY

Musart Records has signed a distribution deal with United Artists labels and handling all lines will be **Jesus Grovas Jr.** . . . Capitol Records introduced its new budget line, **Discos Torre**, which will produce country music using new talent. . . . Folklore singer **Lola Beltran** has recorded for the first time on RCA, two ballads, "Quisiera Olvidarme De Ti" (I Would Like to Forget You) and "Esa" (That), accompanied by the **Magallanes** orchestra. . . . CBS will distribute the Elektra label in future.

Despite reports, the **Doors**, due to perform in Mexico City, June 28-30, still have no government permission to appear. . . . Spanish actress-singer **Marisol** combines honeymoon with business, visiting Mexico City for a TV series on Channel 8. . . . **Mel Torme** made his debut at the El Dorado nightclub, while **Paul Anka** did the same thing at the Forum club—the second time this year Anka has appeared in Mexico City. Possibly he may record in Spanish at the RCA studios.

Olga Guillot, Cuban singer, has settled in Mexico. She will shortly make a long trip to Spain. Promociones Internacionales Apolo SA is planning to bring the **Monkees**, **Strawberry Alarm Clock**,

Ohio Express, **Jimi Hendrix**, **1910 Fruit Gum Co.**, **Crazy Elephant** to Mexico—starting July 13, with three of the group in one show. . . . **Hans Schrade**, general manager, **Discos Universales**, and **Andre Toffel**, a&r chief, visited New York for business discussions. **ENRIQUE ORTIZ**

TOKYO

Philips Records reports that **Paul Mauriat** will visit toward the end of the year. . . . Meanwhile, **Sarah Vaughan** is penciled in for the fall. CBS/Sony reports a proposed **Clancy Brothers** tour and the **Brothers Four** are due in August. . . . **Oscar Peterson** heads in for July. . . . **Brenda Lee** arrived in the middle of June for Teichiku Records and was an immediate smash. . . . **Donald Hulme**, accordion player, played to full houses at the Copa and after a swing around the Southeast Asia circuit, will go into the Hilton Hotel in late July. . . . **Nancy Wilson** was in Japan during June and was wildly praised by all critics. . . . **Carmen Maki**, the "mysterious" singer for CBS/Sony, continues to head the charts with "Sometimes I Feel Like a Lonely Baby." English words are being written for this song which has taken Japan by storm in hopes of a possible release in other countries.

New releases for various companies include a new **Vikki Carr**, a double **Frank Sinatra Deluxe**, the new **Fifth Dimension LP** and a **Credence Clearwater**, all by Toshiba Records. CBS/Sony is plugging its **John Davidson LP** along with two LP's by **Blood, Sweat and Tears**, a **Marty Robbins** "I Walk Alone" album and the **Count Basie Meets Duke Ellington** special album. Teichiku released a double deluxe by **Brenda Lee**, displaying a variety of talent, along with a new **Joe Simon**. The current biggest selling non-Japanese group is the **Zombies** (CBS/Sony). The only other non-Japanese group to crack Japan's Top Ten is **The Beatles**. . . . Philips is, however, counting on a **Scott Walker** single, "If You Go Away," to hit the top within a few weeks. Already, Walker is the biggest vote-getter on a local Japanese TV show. . . . **Vicky's** latest release for Philips, "Little Prince" is moving up the charts here and Philips is hoping to bring her back to Japan sometime this year.

RCA-Japan continues with large orchestra/screen theme type music, featuring two recent albums by **Hugo Montenegro**, the latest being "Russian Grandeur." RCA also reports brisk sales from the "Feliciano" album which is getting good air play. . . . Nippon Columbia placed a **Brigitte Bardot** "Special" on the shelves this month alongside **Melanie's** "Born to Be" LP. Other Columbia LP's released this month include "Buddah Sounds," a variety of artists including **1910 Fruitgum Co.** and **Ohio Express**. Military outlets report sharp sales of Capitol's "Quicksilver Messenger Service" and the **Fifth Dimension's** "Aqua-rius." Toshiba plans the **Fifth Dimension LP** release for July. . . . CBS/Sony had its promotion department working overtime turning out medallions to commemorate the **Al Kooper-Mike Bloomfield LP's** released here this month. . . . CBS/Sony also rolled out the carpet for classical pianist **Andre Watts** the first week in June.

ELSON E. IRWIN

SAN JUAN

Carmen McRae (Atlantic) at the Caribe Hilton Hotel. . . . **Tito Rodriguez** (UA Latino) just returned from an engagement in (Continued on page 90)

EMI Picks 2 In Germany

LONDON—Dr. G. Hundertmark and W. Jung have been appointed joint general managers of the EMI companies in West Germany. The appointment takes effect on July 1 when they will succeed the present general manager Dr. L. Veder of day-to-day operating responsibilities and thus make him available to assist M. O. Hamilton, general manager, Europe, in special duties related to the further co-ordination of EMI activities on the continent of Europe and particularly within the Common Market.

EMI also announced that **Gerry Oord**, head of the group's Dutch company, **Bovema**, would undertake special responsibility as executive supervisor of the EMI companies in Germany, Holland, Switzerland and Austria, reporting to Hamilton.

TV-Globo Issues 2 Philips Tracks

RIO DE JANEIRO — TV-Globo signed with Philips to release the soundtracks of two TV serials, "Uncle Tom's Cabin" and "Grand Prix." The company's leading artists will make the recordings.

Executive Turntable

Gary Ross named sales representative for the Maritime Provinces, for Polydor Records of Canada. He will be based in Dartmouth, Nova Scotia. **Don Ullman** named sales representative for Manitoba and the Lakehead, for Polydor, working out of Winnipeg.

★ ★ ★

Gilles Marchand, classical repertoire chief at Polydor Records, Canada, leaves to take up a key post with Deutsche Grammophon in Europe. He will fly to Hamburg in August following Polydor's first national convention. Marchand has worked with Polydor since the company started in Canada 18 months ago. Before that he was with Capitol, Canada. Replacing him is **Vas Pollakis**.



VOGUE RECORDS chief **Leon Cabat**, extreme right, signs the contract giving **Dischi Ricordi** exclusive distribution of **Vogue** product in Italy for three years. Looking on, left to right, are **Lucio Salvini**, Ricordi's international and promotion manager; **Guido Rignano**, general manager of Ricordi; and **Federico Monti Arduini**, manager of Ricordi's pop music division.

From The Music Capitals of the World

• Continued from page 89

Buenos Aires. . . **Leonardo Favio** (Columbia), top-selling recording artist-composer from Argentina, who has never appeared in Puerto Rico, is signed for his first tour here late this year. . . **Julio Jaramillo**, recording artist from Ecuador recently married Venezuelan **Badnola Diaz Mora** in Caracas. . . **Sergio Mendes** (A&M) has another big seller for the Puerto Rican market in his single "Dock of the Bay". A&M Records scores again in this market with the first album by **Shango**, the four-man group of "Day After Day" fame, and the latest album by **Herb Alpert & His Tijuana Brass**, "Warm," which includes several tunes in the Latin tempo.

David Ortiz, president of the Puerto Rico Artists and Technicians Union (APATE) recently signed a contract with **Ruben Galindo**, producer and director of Chapultepec Film Company of Mexico. This contract gives APATE the representation of all artists and technicians to be employed by the Mexican company in a film to be made here soon. . . **Carlos Feliciano**, record man from Mayaguez, third largest city of Puerto Rico, publishes a weekly top-tunes chart in connection with radio stations WAEI of Mayaguez and WMIA of Arecibo. This chart that differs from the San Juan area ones, is in big demand from the wholesalers/rack operators that sell to that portion of Puerto Rico.

Sonia, Chilean singer (RCA) made her first visit to Puerto Rico appearing on TV Channel 4 and at the Hotel El Flamboyant. She has recorded six albums and many singles for RCA in South America. This artist received heavy promotion from Kelvinator Sales, local distributor for RCA. . . **Johnnie Camacho**, general manager for Orfeon Records, California, visited Puerto Rico to study the market. He was accompanied by **Cuno Fredrich**, international operations director, Orfeon of California is part of Orfeon Records of Mexico. . . **Lucecita**, Puerto Rican singer (Hit Parade-RCA) and recent winner of Latin American Song Festival in Mexico, has had a successful four-week engagement at Luiggi's night club in Mexico City. Lucecita will go from Mexico to New York and from there to her first booking in Madrid's "El Pabellon" night club.

CBS-Columbia offers two new albums of modern Latin dance music. . . "The New York Latin Scene" by **Sonny Bravo** and his band, and "It's a Turned On World" by the **Latin Dimension** group and **The Primittes**, a three-girl vocal group. Both these albums were produced by Puerto Rican **Peter (Pete) Rosaly**. . . **Ray Barreto** and **Bobby Valentin** orchestras, both Fania recording artists, playing one-night stands for the June 8 weekend. Fania Records (N.Y.) has added a new Latin group to its catalog, **Lenni Sesar's** Orchestra and singers. The album was recorded by **Johnny Pacheco**, produced by **Jerry Masucci**. **Johnny Colon** has recorded his own composition "Mombo Suzie" in a single for Cotique Records of East Hartford, Conn. **George Goldner**, producer.

Banco Popular, Puerto Rico's leading commercial bank, celebrated the reopening of its Ponce Villa Branch by presenting a big show at the Ponce baseball park that featured four top local recording artists, **Ruth Fernandez** (Gema), **Danny Rivera** (Velvet), **Nydia Caro** (Tico) and **Orquesta Panamericana** (Borinquen).

ANTONIO CONTRERAS

JOHANNESBURG

Managing director of EMI Ltd., **J. G. Stanford**, visited South Africa to observe the EMI (South Africa) operation and meet mem-

bers of the local record industry. It was his first visit. . . South African record companies are working to a tight schedule to complete their entries for the 1969 SARI (South African Record Industry) Awards. . . EMI (South Africa) has released a single, "Lunar Landing" by the **Rory Blackwell Sound** (Parlophone). Composed by Blackwell and **Robin Netscher** EMI's new musical director, it will be marketed with a monolog, "The Good Earth" recorded here by radio announcer, **Clark McKay**. The company is currently negotiating for photographs taken from the Apollo 10 spacecraft of the moon's surface which will be used as promotional aids and sent to dealers, disk jockeys, and journalists.

Joseph E. Serga, head of Scepter Records, arrived in Johannesburg for a 10-day visit as a guest of Gallo (Africa) who distribute Scepter in South Africa. . . Broadcasts for the 1969 SARI Awards will start on Springbok Radio at the end of June and this year, the competition is scheduled to run for three months. . . **Peter Gallo**, son of **Eric Gallo**, chairman of Gallo (Africa) returned from a six-week business trip. . . **Mike Silver**, managing director, Commercial Radio Corp., is visiting Japan to study TV developments. . . South African band-leaders **Nico Carstens** and **Hennie Bekker** have written and recorded the soundtrack for a feature film, "Stadig Oor Die Klippe," which stars local comedian **Al Debbo** and Carstens.

Gallo (Africa) have released four "bubble gum" LPs from Buddah — "Kasenz-Katz Super Circus," "Indian Giver" (1910 Fruitgum Co.), "Goody Goody Gumdrops" (1910 Fruitgum Co.) and "Chewy Chewy" (Ohio Express). . . Soundtrack for Kavalier Films "The Danie Bosman Story" is released on Brigadiers label, featuring **Min Shaw** and **Lance James**. Strong sales are expected from the album as Bosman was a famous South African composer. . . Local-singer composer **Paul Stevens** made his recording debut with "Old Music Shop" on the recently formed Highveld label. He represents South Africa at the Olympia de la Chanson in Athens, June 27-29. . . Teal Records held a reception for **Sandie Shaw** during her tour here with **Leapy Lee**. Her latest single, "Think It Over," received heavy air play locally. EMI (South Africa) also hosted a party for **Leapy Lee**. . . **Bob Dylan's** "Nashville Skyline" is the biggest Dylan seller in South Africa. . . **Johnny Martin**, disk jockey hosting the CBS Rock Machine campaign here, opened his Electric Gramophone Record Boutique in Hillbrow.

Ed Hawkins Singers' "Oh Happy Day," released here by Gallo (Africa), received unprecedented response for a gospel number from both South African Broadcasting Corp. and LM Radio, report's Gallo's PR officer, **Jo Otten**. . . **Sam Sklair's** "Zulu Warrior," recorded in the Johannesburg studio of **Manley van Niekerk**, is released in the U. K. on Pye. **CLIVE CALDER**

BARCELONA

Cover versions by **Richard Anthony** (Odeon) and **Karina** (Hispanovox) have held back sales of the original version of "Little Rocks" by **Leapy Lee** (Odeon). . . **Rocky Roberts** (Vergara) was in Barcelona for two days of club appearances. . . British singer **Valerie**, resident in Barcelona, has completed an album of songs in five languages for Edgisa. . . **Los Sirex** (Vergara) have recorded a Spanish version of "Half as Nice" under the title "La mitad del paraiso." . . Blind jazz pianist **Tete Montoliu** (Discophon) has recorded two albums with **Erik Peter** (bass) and **Peer Wyboris** (drums).

Top Bill Set In S. Africa

JOHANNESBURG — A new company, Top Bill Promotions, has been formed to organize entertainment and to promote products by artists for commercial firms.

"We feel that the actual commercial field in South Africa has not yet been exploited, and intend concentrating our efforts on this sphere of the entertainment business," said **Colin Froneman**, one of the company's directors, in Johannesburg this week.

"In-store promotions in retail outlets, not only boost record sales, but also increase store turnover by captivating passing trade."

Top Bill Promotions also intend entering the fields of show promotion and artist management. They have already signed up **Min Shaw**, **Peter Lotis** and **Quentin E. Klopjaeger**, three of South Africa's most consistent record sellers. Concerts featuring these artists have also been organized.

"We intend signing only the very top local recording artists," said Froneman. The directors of Top Bill Promotions are **Colin Froneman**, promotions and advertising controller for a leading South African group of companies, and **Norman Isserow**, Johannesburg businessman.

Flamingo Gets 'Stiffkey' Rights

LONDON — Flamingo Music has acquired publishing rights to its first West End musical—"Stiffkey Scandals of 1932," which opened June 12 at the Queens Theatre. Copyright will be channelled through Flamingo's Stanhope Music subsidiary.

"Scandals" has music and lyrics by **David Wood**, one of the leads in the film "If," which gave Flamingo and Philips one of the year's most offbeat disk hits with "Sanctus," by **Troubadors du Roi Baudouin**, which has been in the Record Retailer Top 50 chart for more than three months.

The musical stars **Charles Lewsen**, **Annie Ross** and newcomer **Terri Stevens**, a Philips artist, managed by **Jimmy Grafton**, a director of Stanhope Music.

Last year, Flamingo notched more than 300 recorded copyrights, the highest number since **Dave Carey** took over as professional manager in 1965. On current figures, reports Carey, the 1968 record looks like being exceeded.

Montoliu was recently in Berlin for jazz club dates and is also booked to appear in the Montmartre jazz club, Copenhagen.

Peret (Vergara) has started work on his second movie, "El meson del Gitano." . . . Belter is releasing an LP of songs which reached the finals of the Majorca song festival, all sung by **Salome**. . . "Soulshake," by **Peggy Scott** and **Jo Jo Benson** (Ekipo), is making a big impact here. . . **Los Albas** are recording their first LP for Vergara which will be released at the end of the summer to coincide with their visit to Venezuela. . . Belter is releasing a new version of the Eurovision Song Contest winner "Viva Cantando" by **Salome**, featuring the arrangement that was used in the contest. . . **Sayton** has released the **Adriano Celentano** single "Azurro." **RAFAEL REVERT**



KEN FRITZ, producer of "The Music Scene," second from right, standing, with **Stan Harris**, his co-producer, on his left, among some of the artists invited to the preview of the series at the Ronnie Scott Club, London. They include two members of the Committee, **Cat Stevens**, three members of the Marmalade group, two members of the Kinks, **Clodagh Rodgers**, **Georgie Fame** and **Alan Price**.

Plans for IMIC 2 Mapped in Spain

By **RAFAEL REVERT**

MADRID — Leading representatives of the Spanish music industry were guests at a special luncheon here, organized by **Billboard** and its sister publication, **Record Retailer**, June 4, to discuss plans for the 2nd International Music Industry Conference to be held in Palma, Majorca, in April 1970.

Hosting the luncheon were **Hal Cook**, vice-president of **Billboard Business Publications**; **Andre de Vekey**, European director of **Billboard Publications**; **Julian Ormond**, publisher of **Record Retailer**, and **Coleman Finkel**, vice-president of **James O. Rice Associates**.

After de Vekey had welcomed the guests, **Cook** and **Finkel** gave a resume of the highly successful first IMIC in Nassau, then invited questions and suggestions regarding subjects to be discussed at the next IMIC.

One suggestion considered was the possibility of the Spanish industry's staging a special gala during the Conference, to showcase Spanish artists.

The following day the **Billboard - Record Retailer** team traveled to Palma to inspect the Congress Palace where IMIC 1970 will be held and to look over the hotels which will accommodate participants.

Miller Post To Majoor

AMSTERDAM — **Henk C. Majoor**, a former vice-president of **Iramac** (now part of the **Bovema** group), has been appointed managing director of **Miller International N. V.**, which has been set up in Holland (**Pampuslaan 221**, **Weesp**). Tel: (02940) 4557) for the distribution of the low price **Europa** and **Somerset** labels.

Majoor said that his marketing experience with **Iramac** has proved that there was great potential in Holland for budget albums selling at \$1.60 to \$2.50, and in the first week of operations **Miller** achieved LP sales of 25,000.

Majoor claimed that in Germany in 1968, **Miller** had sold six million **Europa** and **Somerset** albums.

At the luncheon were **Jorge Turull**, **Belter's** general representative in Madrid; **Jose Maria Batlle**, general representative of **Vergara** in Madrid; **Jose Fernandez Alonso**, accounting manager of **Fonogram**; **Victor Villegas**, promotion manager of **Fonogram**; **Gerardo Haltermann**, promotion manager of **Columbia Espanola**; **Luis Lara**, controller of **RCA**; **Alberto Galtes**, commercial director of **RCA**; **Luis Alberto Moreno**, promotion and publicity manager of **RCA**; **Manuel Sancho**, general manager of **Sonoplay**.

Also **Carlos Guitart**, a&r manager of **Sonoplay**; **Francisco de la Fuente**, promotion and publicity manager of **Barclay Espanola**; **Augusto Alguero**, general manager of **Canciones del Mundo**; **Manuel Lopez Quiroga**, general manager of **Quiroga**; **Tomas Martin Blanco**, director of musical programming of **Cadena SER** radio network; **Enrique Franco**, director of musical programming of **Radio Nacional**; **Jorge de Anton**, public relations manager of **Radio Espana**; the **Rev. Javier Sacristan**, general manager of the **C.O.P.E.** radio network, and **Rafael Revert**, **Billboard's** Spanish correspondent.

Talent Search

• Continued from page 88

Harry Youngs. The album, an **RCA Sunbar** production, will be overseen by **Jack Richardson** of **Nimbus Nine** productions, who recently scored with the **Guess Who**.

While in **Winnipeg**, **Pozner** met with **Don Hunter**, agent and business manager for the **Guess Who**.

Push on Country

• Continued from page 88

as **Edmonton, Alta.**, and the **Peace River** area, will be supplemented by **Compo** with a full promotion campaign including store display material and many in-store promotions.

The **Messer Show**, which was dropped by the **CBC** this year to much fan protest, will be syndicated in the fall across Canada via **Hamilton TV** outlet **CHCH**.

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Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
146

LAST WEEK
187

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

TOP 20 POP SPOTLIGHT

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

SMOKEY ROBINSON & MIRACLES— ABRAHAM, MARTIN & JOHN

(Prod. "Smokey") (Writer: Holler) (Roznique, BMI)—Although the group is fast riding up the chart with "Doggone Right," this extraordinary soul version of the Dion smash was released due to overwhelming demand following the Ed Sullivan TV shot. This one has the power to go right to the top. Flip: "Much Better Off" (Jobete, BMI). Tamla 54184

WILSON PICKETT—HEY JOE

(Prod. Rick Hall) (Writer: Roberts) (Third Story, BMI)—A soul blockbuster proves to be Pickett's strongest entry in some time, and will spiral him to the top of the chart in short order. A sure-fire topper for his "Born to Be Wild." Flip: "Night Owl" (Cotillion, BMI). Atlantic 2648

TOP 60 POP SPOTLIGHT

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

ELVIS PRESLEY— CLEAN UP YOUR OWN BACKYARD

(Writers: Strange-Davis) (Gladys, ASCAP)—Powerhouse rocker from his forthcoming film "The Trouble With Girls," this winner follows his "In the Ghetto" smash with much of the sales potency. Flip: "The Fair Is Moving On" (Presley, BMI). RCA 47-9747

BOX TOPS—SOUL DEEP

(Prod. Tommy Cogbill & Chips Moman) (Writer: Thompson) (Barton, BMI)—driving folk-flavored entry from the Memphis group with a "Proud Mary" feel. A fast sales topper for their "I Shall Be Released." Flip: "The Happy Song" (Press, BMI). Mala 12040

LITTLE ANTHONY & THE IMPERIALS— OUT OF SIGHT, OUT OF MIND

(Prod. Bob Skaff) (Writers: Hunter-Otis) (Nom, BMI)—A smooth commercial treatment of this Ivory Joe Hunter number, originally a hit for the Five Keys. Exciting vocal work should bring the group back to the charts with much of the potential of their hits of the 1950's. Top production by Bob Skaff. Flip: "Summer's Comin' In" (United Artists, ASCAP) United Artists 50552

MYRTH—WE GOT TO GET TOGETHER

(Prod. John Florez) (Writers: Mulholland-Kenrich-Cook-Drury) (Gallico, BMI)—A solid rocker serves as a strong initial entry by a young group discovered by John Florez, producer of the Friends of Distinction. Watch this one. Flip: "Get It Straight" (Gallico, BMI). RCA 74-0191

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

JOE TEX—That's the Way (Prod. Buddy Killen) (Writer: Tex) (Tree, BMI)—Following up "Buying a Book," the consistent chart rider has another soul narrative with much of the sales appeal of his recent hit. Dial 4093

***JOAN BAEZ**—If I Knew (Prod. Maynard Solomon) (Writers: Duschek-Marden) (Fenario/Robbins-Chandos, ASCAP)—Beautiful country-flavored ballad with a quiet message from the talented songstress. Follows up "Love Is Just a Four Letter Word" with even greater sales power. Vanguard 35092

PETER SARSTED—Frozen Orange Juice (Prod. Ray Singer) (Writer: Sarsted) (Unart, BMI)—A folk-flavored ballad right in the groove of his "Where Do You Go to (My Love)" hit, whose sales it will top with no trouble. World Pacific 77919

***BARBRA STREISAND**—Honey Pie (Prod. Wally Gold) (Writers: Lennon-McCartney) (Maclen, BMI)/Little Tin Soldier (Prod. Wally Gold) (Writer: Webb) (Canopy, ASCAP)—A clever version of the Beatles' rhythm novelty. Flip is a poignant Jim Webb ballad. Both offer much for Easy Listening programming and sales. Columbia 4-44921

UNIKUES—Toys Are Made for Children (Prod. D. Penn & L. Oldham) (Writers: Penn-Oldham) (Press, BMI)—Easy beat rocker offers much in play and sales. This is the one that will bring the group back to the charts with impact. Paula 324

***JERRY VALE**—He Who Loves (Prod. Wally Gold) (Writers: David-Bacharach) (Blue Seas/Jac, ASCAP)—A strong commercial outing for Vale that should bring him to both charts, Easy Listening and Hot 100, with sales potency. Infectious Bacharach-David rhythm ballad. Columbia 4-44914

JOEL GREY—Don't Remind Me Now of Time (Prod. Jimmy Wisner) (Writers: Yarrow-Simon) (Calee, ASCAP)—The Peter Yarrow-John Simon folk ballad serves a strong material for the new commercial sound of Grey. Much potential here. Columbia 4-44907

WAYNE CARSON—(Don't Let the Sun Set on You) In Tulsa (Prod. Chips Moman) (Writer: Thompson) (Bartom, BMI)—Compelling ballad with good lyric line will rapidly bring this newcomer to the charts. Much of the appeal of "If I Were a Carpenter." Monument 1152

SOLOMON BURKE—THAT LUCKY OLD SUN

(Prod. Solomon Burke & Tamiko Jones) (Writers: Smith-Gillespie) (Robinson, ASCAP)—A soulful rock revival with much potential. Follows up his "Proud Mary" hit, and taken from the LP, it will score heavily in r&b and Top 40 markets. Flip: "How Big a Fool (Can a Fool Be)" (Tamiko/The Kids, BMI). Bell 806

ZOMBIES—IF IT DONT WORK OUT

(Prod. R. Argent & C. White) (Writer: Argent) (Mainstay, BMI)—Pulsating rocker loaded with teen appeal. Dance beat is in the groove of their "Time of the Season" smash with much of the same potential. Flip: "Don't Cry for Me" (Mainstay, BMI). Date 2-1648

*JOHNNY MATHIS—A TIME FOR US

(Prod. Jack Gold) (Writers: Kusik-Snyder-Rota) (Famous, ASCAP)—Eloquent vocal version of the "Love Theme From 'Romeo and Juliet,'" now No. 1 on the Hot 100. This ballad beauty will bring both Mathis and the song back to the charts with impact, both Easy Listening and Hot 100. Flip: (No Information Available). Columbia 4-44915

PASTORS—HEATHER

(Prod. Joe Rene) (Writers: Pockriss-Pinz) (Morris, ASCAP)—The three young sons of bandleader Tony Pastor debut as a team with an infectious folk-flavored rhythm ballad that should establish them on the charts, Hot 100 and Easy Listening. Strong vocal blend. Flip: "Where Were You When I Needed You" (Trousdale, BMI). GWP 508

JOHN ROWLES—World of the Young (Prod. Norrie Paramor) (Writers: Reed-Stephens) (Peer Int'l, BMI)—Driving production ballad is delivered in top form much in the vein of the Tom Jones successes. Kapp 2018

***TONY SCOTTI**—Those Lazy, Hazy, Crazy Days of Summer (Prod. Tommy Oliver) (Writers: Carste-Tobias) (Comet, ASCAP)—Exceptional commercial updating of the Nat Cole hit. Top middle-of-the-road programming item with much sales potential. Liberty 56118

NEON—Long Tall Sally (Prod. John Hill) (Writers: Johnson-Penniman-Blackwell) (Venice, BMI)—Raucous updating of the Little Richard hit is an impressive and commercial debut for the good group. Columbia 4-44893

BOB FRANCIS—There Goes My Baby (Prod. Fred Mancuso) (Writers: Nelson-Patterson-Treadwell-Leiber-Stoller) (Progressive/Jot, BMI)—Strong updating of the Drifter's oldie proves a winner for Francis marking his debut on Atlantic. Solid dance beat in strong support. Atlantic 2643

FRANK IFIELD—Let Me Into Your Life (Prod. Rowe and Raymond) (Writers: DeAngelis-Hotlen) (Damian, ASCAP)—Ballad beauty set to a commercial arrangement with a top lfield performance offers much potential for play and sales. Hickory 1540

JOSH WHITE JR.—Here I Am Again (Prod. Henry Jerome) (Writer: Brooks) (Notable, ASCAP)—Culled from his current LP, this infectious folk-flavored rhythm item has all the ingredients to put him on the charts. United Artists 50543

GROOVERS—He'll Break Your Heart (Prod. Warren Hardin Jr.) (Writers: Butler-Mayfield-Carter) (100 Butler Road-Conrad, BMI)—This new group will make a solid chart dent with their dynamic version of the Jerry Butler hit. A&M 1077

HOT CHOCOLATE MUSIC COMPANY, LTD.—Whammy! There Goes Sammy (Prod. Jim Kemper & Larry Fogel) (Writers: Kemper-Fogel) (Ampco, ASCAP)—Top bubble gum item offers much appeal for the teen set. Coral 762560

LIFE 'N' SOUL—Here Comes Yesterday Again (Writer: Murphy) (Mervyn) —Powerful swinger with strong lyric. Loaded with underground and Top 40 appeal. Mainstream 705

TOP 20 COUNTRY

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

GEORGE JONES—IF NOT FOR YOU

(Prod. "Pappy" Daily) (Writer: Chestnut) (Passkey, BMI)—His "I'll Share My World With You" took him right up the chart and this ballad beauty from the pen of Jerry Chestnut has all that sales potential and more. Exceptional entry tied in with the "George Jones Month" promotion. Flip: "When the Wife Runs Off" (Glad, BMI). Musicor 1366

TOMPALL & GLASER BROTHERS— WICKER CALIFORNIA

(Prod. Jack Clement) (Writer: Clement) (Jack, BMI)—Hot on the heels of their "California Girl" hit they came up with another sure-fire winner much in the vein and sales bag of that recent item. Much pop potential here as well. Flip: "This Eve of Parting" (Glaser, BMI). MGM 14064

JIM ED BROWN—THE THREE BELLS

(Prod. Felton Jarvis) (Writers: Reisfeld-Villard) (Harris/Meridian/Soc Les Nouvell, ASCAP)—The exceptional performer goes it solo in the fine revival of the hit made with his sisters during the 1950's. Will prove a top chart item for him and spill over heavy pop as well. Flip: "Beyond the Shadow" (Penix, BMI). RCA 74-0190

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

LORENE MANN—Tell It All (Burlo, BMI). RCA 74-0184

ERNIE ASHWORTH—Love, I Finally Found It (Acuff-Rose, BMI). HICKORY 1538

LEROY VAN DYKE—Steal Away. KAPP 2021.

DICK MILES—Happiness Was (Green Grass, BMI). CAPITOL 2542

BEN COLDER—His Lincoln's Parked at Margie's Again (Newkeys, BMI). MGM K-14065

MYRNA LEE—Leftover Love (Reality, ASCAP). MUSICOR 1363

DIANNE LEIGH—The Big Three (Yonah, BMI). CHART 5018

TOM SAWYER—The Best Fruit of the Family Tree (Shelby Singleton, BMI). PLANTATION 19

THE HAGERS—With Lonely (Blue Book, BMI). CAPITOL 2533

TOP 20 R&B

R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

THERE ARE NO R&B SPOTLIGHTS THIS WEEK

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

CHI-KITES—Let Me Be the Man My Daddy Was (Dakar, BRC, BMI). BRUNSWICK 755414

AL GREEN—One Woman (Rhomers, BMI). HI 2164

JIMMY HUGHES—Chains of Love (Groovesville, BMI). VOLT 4017

THE PERSIANS—Don't Know How (To Fall Out of Love) (Jibaro, BMI). GWP 509

JIMMY REED—Don't Light My Fire (Alstein, BMI). BLUESWAY 61025

LORRAINE ELLISON—Only Your Love (Ragmar/Rumbalero, BMI). WARNER BROS.-7 ARTS 7302

MITTY COLLIER—You Hurt So Good (Azrock/Dortch, BMI). BEACHTREE 121

CLARENCE REID—Nobody But You Babe (Sherlyn, BMI). ALSTON 4574

THE SONS OF WATTS—When You Love, You're Loved Too (Johnny Rivers, BMI). BLUE ROCK 4086

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

An Open Letter from
a Committee of
Concerned Record Executives.

Is Warner/Reprise Mortgaging Its Future?

Beginning 9 a.m. Monday, June 23, Warner/Reprise Records has announced a "special" campaign selling the absolute cream of its catalogue. This sales program strikes us of the Committee as inordinate and reckless.

The program concerns the company's Greatest Hits albums. Other record companies, notably Columbia, also have a Greatest Hits sales program. We can hardly criticize them for it. In fact, we applaud them. But no other company is approaching its sales program like Warner/Reprise.

HERE ARE SOME FACTS:

FIRST, Warners includes in their program the company's ten best-selling Greatest Hits albums. Surely these ten albums — if Warners sells enough of them — could conceivably create havoc at pressing plants manufacturing albums for other artists unable to get their records pressed.

Apparently, Warners ignores that risk. The ten albums are:

- | | |
|---|---------|
| 1. The Very Best Of The Everly Brothers | WS 1554 |
| 2. Petula Clark's Greatest Hits | WS 1765 |
| 3. The Association's Greatest Hits | WS 1767 |
| 4. Greatest Hits Of Rod McKuen | WS 1772 |
| 5. The Kinks' Greatest Hits | RS 6217 |
| 6. Trini Lopez' Greatest Hits | RS 6226 |
| 7. Sammy Davis Jr.'s Greatest Hits | RS 6291 |
| 8. Dean Martin's Greatest Hits (Vol. 1) | RS 6301 |
| 9. Dean Martin's Greatest Hits (Vol. 2) | RS 6320 |
| 10. Frank Sinatra's Greatest Hits | FS 1025 |

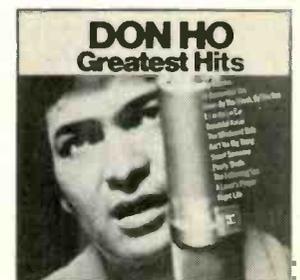
SECOND, Warner/Reprise is adding three new albums as "leaders." These three are also included in all benefits of this danger-laden Greatest Hits program.



Smash Hits The Jimi Hendrix Experience. Reprise MS 2025



Ike & Tina Turner's Greatest Hits Warner Bros.-7 Arts WS 1810



Don Ho's Greatest Hits Reprise RS 6357

THIRD, Warner/Reprise has set up a distributor advertising program so reckless in bounty that retailers may suddenly find consumers suffocating in the press to get at these 13 albums.

FOURTH, Warners sales executives have incautiously included in this sales program all thirteen albums in tape form, too. As they say on the used car lots, "everything goes."

FIFTH, Warners is giving its associates, the record retailers, until August 15, 1969, to realize abnormal profits on these cream albums. We hold this move to be dangerously inflationary, even to the point of imbaling the economy of the whole business.

SIXTH, Warners' blithe attitude toward its sales after August 15 is of concern. What then will be left to sell? Warners' executives attempt to assure us that all this will be "forgotten" when the company reveals its unprecedented, 35-album Fall release.

But, have you ever known Warner/Reprise to be right?

—THE COMMITTEE OF
CONCERNED STOCKHOLDERS

Mo Austin *Mike Mauland*
Edmond West *Joe Smith*
Hubert S. Sherman *Joe in London*

Pocketdisc in Detroit Market: High Scorer

• Continued from page 1

Pocketdisc chief, sales for the 14 days in the 42 locations totaled 16,416. This represents an average sale of 390 units per outlet for the 14-day period, or 28 units per outlet per day. Some stores sold as much as 80 per day. These sales are at 50 cents per unit, with full markup.

Some of the 42 outlets were concurrently selling 45's at the discounted price of 59 cents and losing money.

Pocketdisc services its machines with top product chosen from 154 labels with whom it has simultaneous release agreements. The machines are loaded with 50 records of top potential and 25 of secondary sales power. The product is updated continually, with five new records per week added to the machines. Tapes of the new disks are ordered as soon as the titles appear on the "Bubbling Chart" or appear on the "Hot 100" with a star.

Power Sellers

Disks which had already peaked on trade charts and nevertheless sold powerfully on Pocketdisc were "Sweet Cherry Wine" on Roulette and "Gitarzan" on Monument. According to Hyman, "Sweet Cherry Wine" during the week of June 16 sold very well, although it had already dropped off the charts. "Gitarzan" had also started to drop. This phenomenon is taken to indicate impulse sales to consumers who for various reasons were not motivated to buy these disks as a result of the normal 45 promotional techniques.

The 42 outlets selling Pocketdisc here through vending machines include eight Spartan Atlantic stores, 11 Montgomery Ward stores, four Federal Department stores (five new ones have been added, but do not figure in the aforementioned figures), six Topp stores, three Yankee outlets, four each of Grinnell and Crowley, and two K-Mart outlets.

Many of the stores expressed

Metropolitan Season

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and Gretel" with soprano Teresa Stratas, mezzo-soprano Rosalind Elias, Miss Chookasian, tenor Andrea Velis, and baritone William Walker, Franz Allers conducting.

Giordano's "Andrea Chenier" will return to the repertoire with a cast headed by soprano Martina Arroyo, Miss Chookasian, Corelli, Merrill and Corena, Carlo Franci conducting.

Also being restored is Verdi's "Macbeth" with a debut for soprano Elena Suliotis. The other principals will be Milnes, tenor John Alexander, and Tozzi, Francesco Molinari - Pradelli conducting. Another Verdi revival on Molinari-Pradelli's schedule is "La Traviata" with Miss Tucci, Alexander and baritone Mario Sereni.

Carry-over Molinari - Pradelli conducting assignments are Puccini's "Tosca" with soprano Renata Tebaldi, tenor Bruno Prevedi, Colzani and Corena, and Verdi's "Il Trovatore" with Miss Price, mezzo-soprano Irene Dalis, Corelli, Sereni, and debuting bass Ivo Vinco.

Josef Krips will conduct the revival of Mozart's "Le Nozze di Figaro" with an initial cast headed by soprano Teresa Zylis-Gara, Miss Stratas, Miss Elias, Siepi, baritone Tom Krause, and Corena.

a desire for in-store promotion, and Pocketdisc executives are now studying ways of providing this. Some promotional aspects being considered include giveaways, demonstrators, in-store displays, etc. Pocketdisc has also made arrangements with the largest organization servicing vending machines in this market, so that an outlet experiencing mechanical difficulty can be serviced within one day.

New Model

The vending machine being used here is a second generation model (since the early testing period in Seattle). Two new prototypes will be tested in Detroit. These will take 66 selections. Hyman indicated that sales of singles through vending machines could be tremendously increased if more labels would co-operate.

"Our current agreements provide us with about 60 per cent of the Top 40 records but kids do ask for some records which are not available in the machines," he said. He added: "The manufacturer can't lose, and the dealer loves Pocketdisc because he is not involved with paper work nor has he any sales expense or pilferage to worry about. We estimate that sales would double if we had all the top hits available for the youngsters."

Some radio stations, incidentally, are asking Pocketdisc to furnish them with sales information to be used in formulating the stations' programming. Stations want the Pocketdisc sales information because the figures represent actual sales on a day-to-day basis. The sales figures are additionally interesting to these stations because they indicate sales trends not otherwise available, such as the large aftermarket which still exists when a record has peaked on the charts.

Double Shot Marks 3d Yr.

LOS ANGELES — Double Shot celebrates its third birthday with a sales campaign titled Operation Sell-abration.

Label Vice-President Irwin Zucker is on a 15-city tour to exploit product on the parent and subsidiary Whiz labels.

Artists covered by the campaign include Bobby Freeman, Brenton Wood, Count Five, Georgia Prophets and Bagdads, all on Double Shot.

Whiz' current product is from Senor Soul, an instrumental group and the Vanguards an r&b vocal group. The Vanguards' single of "Somebody Please" was acquired from L&M Productions of Indianapolis.

Billboard Special On Nashville Set

• Continued from page 3

gram. Although the emphasis will be on music, every facet of the city's activity will be detailed, and copies will be distributed world-wide.

Pointing out Billboard's unique ability to undertake such a book, Nasatir told of the magnitude of the special, portions of which have already begun. Others talked of distribution, sales plans and general outline.

More than 70 leaders of the city were on hand for the luncheon Thursday (12).

Gibb, Stigwood Settle Tiff on Friendly Basis

LONDON — The dispute between Bee Gee's singer Robin Gibb and his manager, Robert Stigwood, of the Stigwood Organization has been settled "amicably."

Stigwood announced that Gibb, co-writer of many of the group's hits, would both pursue a solo career and work with the Bee Gees for part of each year.

Gibb and Stigwood also signed a five-year agreement for Stigwood to operate Gibb's publishing company for five years and Gibb also signed a record contract for the same period with the Stigwood Organization. The records will be released throughout the world on Polydor and Atlantic.

Gibb's first solo single, "Saved By the Bell," will be released in the U. S. and U. K. on Friday (27).

Chris Hutchins becomes Gibb's personal manager on behalf of the Stigwood Organization. Hutchins also handles public relations and press for Tom Jones, Engelbert Humperdinck and other clients.

ABC Launches 'New Disk' Show

• Continued from page 1

or recording studio tape. Helping collect the exclusive releases will be John Rook, program director of WLS, Chicago, and Mike McCormick, program director of KQV, Pittsburgh. The show will feature disk jockey Chuck Leonard. It will be on at 10:25 p.m. However, in September it will start at 8:25 and be seven days a week.

The show will feature one new record each day. This is the first time, according to Sklar, that the ABC-owned radio stations have co-operated with the ABC network. Sklar believed that this was the first time any network show had been designed primarily to expose new records. The show has not yet been named.

Roberts Handles RCA in St. Louis

NEW YORK — RCA Records has concluded arrangements for Roberts Record Distributing Co., Inc., to become its St. Louis-based distributor. RCA's record line had previously been handled in that territory by Interstate Supply Co., which will continue to be the distributor for RCA Consumer Electronic Products.

Roberts is headed by president Robert L. Hausfater and vice-president and general manager Norman Hausfater.

McCulloch Sets Up Production Firm

NEW YORK—John McCulloch has set up a production firm, McCulloch Productions, in Atlanta, Ga. He'll be working in record production, music publishing, booking and management.

McCulloch, who had been associated with Phil Gerhard Enterprises, will headquarter his new firm at 1147 Peachtree Street, N.E., in Atlanta.



BILLBOARD executives Bill Williams, Ron Carpenter, Lee Zhito, Mort Nasatir and Bob Kendall (all on dais) meet with Nashville civic and business leaders.

Illegal Copying, Sales Help Worries Sheet Music Trade

• Continued from page 56

instruments, stereo phonographs and some tape players and a large inventory of sheet music. "We have witnessed an evolution in sheet music retailing," Hamilton said. "It used to be that the customer came in and requested items he wanted. Often we had to demonstrate a particular composition."

"The trend today is to find ways to get the customer to do as much selecting as possible. The retailer is concerned with time and the problem of finding enough alert, capable employees to handle sales. We attempt to have one of every title out in open browser displays."

Categories

Various broad categories are broken down such as keyboard, vocal, band, etc. These are further categorized into such groupings as to degree of difficulty and whether solo or duet performances are called for. Each individual title has its own folder kept right in the browser bin on which are listed the details necessary for reordering and inventory control.

"There is no doubt but what self service has increased sales of sheet music," he said. "Our goal is to have inventory displayed in such a manner so that a teacher, for example, can quickly identify the proper section and find items readily available, whether they are theory books, technique manuals or music categorized by composer."

The proliferation of publishers, particularly in popular music, "is unbelievable," according to Hamilton. "The sheet music field is so widespread today and there and so many in the field." However, he believes that

Three Seminars

• Continued from page 18

at the opening luncheon-business meeting Friday (5).

Following Bayley's speech and seminar discussions by Trux and Doyle, a panel will be formed to discuss and review the tape market. James Shipley, president of Main Line Distributing, Cleveland, will serve as panel moderator.

Person-to-person conferences will be held between rack jobbers and manufacturers during the conference.

Cole & Russo Link

• Continued from page 1

fine and develop" talent, especially in the rock area.

Russo launched the Kinetic Playground in Chicago, a 5,000-seater, about 18 months ago. The club grossed \$1 million in its first year.

an alert, capable sheet music buyer can overcome the problems to a large degree. "The good material quickly proves itself."

Finding capable personnel is another thing, though. He conceded that shortages of personnel affect all segments of the industry. "A publisher's representative told me recently about a dealer who had been receiving partial shipments. Sometimes items weren't even listed as back ordered. He finally got a note on an order which simply said: 'Too bad.'"

College Market

In his own operation here, Hamilton has been tapping the college labor market. "It has been most successful. Particularly when we can find music majors to work part time in the store."

The problem of personnel shortages could possibly be offset if sheet music publishers could go to electronic data processing techniques and tag each piece of merchandise, he said. "It's worthy of discussion. Of course, we're dealing with items that retail for as little as 35 or 40 cents so I don't know how much money could be expended on such techniques."

The dealer's most pressing problem, Hamilton believes, is the illegal duplication of sheet music. There is little way to know how widespread the problem is or how much it is affecting sales, he said. "The whole problem is a point for discussion, although I don't know if we will be able to get very far during this year's seminar."

"So many people have access to copying machines. Where a customer can come in and buy a piece of choral music and run off 25 or 30 copies on his office copier it is apparent how many sales can be lost. A lot of people don't realize they are violating the copyright laws through illegal duplication."

MGM MEETING ON JULY 20-22

NEW YORK — MGM Records has scheduled its midsummer sales meeting at the Caesars Palace Hotel, Las Vegas, July 20-22. Sy Lesser, the label's head, will officiate, and Lenny Scheer, director of marketing, will unveil new product through special presentations. Scheer will also reveal the company's sales incentive programs to distributors.

Highlight of the meeting will be emphasis on the "Goodbye, Mr. Chips" soundtrack album. A special "Chips" minifilm will be shown to distributors.

It's blues, folk-rock, hip-rock, country & western
and guts on a guitar, poetry phrased in a timeless idiom—
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