Radio Forum Liftoff Near

NEW YORK—With deadline for registration fast approaching—the Billboard Radio Programming Forum starts Thursday (19)—space was at premium in the Waldorf-Astoria Hotel here. The Forum will run through Sunday (22) and radio men are invited to a special welcoming reception at 5 p.m. Thursday (19) hosted by the national advertising representative firm of Edward Petry & Co. The two-hour cocktail reception will be held in the Louis XVI room, fourth floor, at the Waldorf-Astoria Hotel, site of the four-day educational meeting.

Ben Holmes, executive vice-president of Petry, is one of the most knowledgeable men in radio and is one of the featured speakers in the Forum. (Continued on page 44)

NATRA 250G Plea To Educate Deejays

By CLAUDE HALL

NEW YORK — Record companies are being asked to fund a series of coast-to-coast "float ing seminars" to upgrade black deejays of the National Association of Radio and Television Announcers. Dr. Shoichiro Katayama, executive director of the organization, said that the chances of raising $250,000 from record companies for these and other projects were "excellent."

For one thing, NATRA has made vast strides since its shaky convention a year ago in Miami, he said. The next convention—Aug. 13-17 in Washington—will bar all record company cocktail suites and throw stumbling blocks against elements who come only for a good time, he said. (Continued on page 8)

Cartridge Vender Unveiled by NAL

NEW YORK — North American Leisure (NAL) is displaying an 8-track cartridge vending machine at the Consumer Electronics Show. The machine, based on the concept of the paperback vending machine, displays 40 tape cartridge faces and holds up to eight pickers of each title displayed. (Continued on page 8)

Nat'l Tape, 5 Cos. to Merge

By ELIOT TIEGEL and BRUCE WEBER

MILWAUKEE — Jim Tiedjen's National Tape Distributors and five California-based distributing and recording companies have agreed in principle to merge. National Tape will be the surviving company.

The five Los Angeles companies are Merit Distributing Corp., California Record Distributors, Hitsville Inc., United Tape Corp., and Vault Recording Corp. The companies are owned by Jack Lewerke, Ralph Kaffel and Mrs. Stella Terr.

The merged firms will continue to operate independently as subsidiaries of National Tape. Under the agreement, a stock. (Continued on page 4)

PLAYTAPE PLANS 99c CARTRIDGE YOUTH-GRABBER

NEW YORK — Playtape will release in the fall a low-priced two-song cartridge for its machines. The 99-cent cartridge will feature the latest hit tunes on the company's top 100 charts and will be geared towards the youth market. Frank Stanton of Playtape revealed that his company will release at least 24 new titles in this line each month.

Playtape has also learned that three major Japanese electronics companies, Toshiba, Sanyo and Pioneer, are manufacturing in Japan a combination Playtape machine with AM radio. (Continued on page 106)

Tape's the Thing As CES Swings

By RADCLIFFE JOE

According to Jack Wayman, staff vice-president of the Consumer Products Division of the Electronics Industries Association, tape equipment, which was barely on the statistical charts at the beginning of the 1960's, sold more than nine million units last year. These included reel-to-reel, cassettes and cartridge equipment which were sold with factory sales values of more than $225 million.

The addition of pre-recorded tape and tape accessories rocketed the total to $350 million at factory level and more than $500 million in retail.

Wayman feels that the new simplicity, portability and compactness of tape will appeal to young people. (Continued on page 106)

You've been reading about the youth explosion.

Another explosive album from the most exciting young people on record today, Julie Budd. She's mod, she's "pop," she's what's happening...with extraordinary talent and a unique style that has made her the biggest selling instrumental group in the world...are well on the way to having their second hit single, "Theme From a Summer Place" #56115 from their smash Liberty album, "Hawaii Five-O." Order "Wild And Wonderful" now...and watch sales go sky high.

Produced and Arranged by Herb Bernstein
RCA STEREO RECORDS may be played on any modern phonograph with a lightweight tone arm.

You will hear excellent sound reproduction on a mono player and lull stereo sound on a stereo player.

**Stereo LSP-4185**

**FELICIANO / 10 TO 23**

Jose Feliciano

Produced by Rick Jarrard

Strings, Brass, and Woodwinds arranged by Al Capps

Vocals and Guitar arranged by Jose Feliciano

**Side 1**

AMOR JIBARO (Actual recording of Jose Feliciano at age 10)

FIRST OF MAY

THE WINDMILLS OF YOUR MIND (Theme from "The Thomas Crown Affair")

BY THE TIME I GET TO PHOENIX

MISS OTIS REGRETS

LITTLE RED ROOSTER

**Side 2**

SHE'S A WOMAN

LADY MADONNA

RAIN

GOTTA GET A MESSAGE TO YOU

HEY JUDE

The album starts when he's a boy. And it moves right to Feliciano today. In his most contemporary style yet. José Feliciano expressing himself through his music. With honesty. With sensitivity. With strength. That's the only way he sings. That's the reason José Feliciano is the artist he is today.

**RCA VICTOR**

**FELICIANO / 10 TO 23**

LSP-4185
Buddah’s Bogart Racks Up Racks For ‘Trying to Kill Single Field’

NEW YORK—The singles business wouldn’t be dying if someone didn’t keep telling the biggest singles weren’t trying to kill it.” That’s the way Buddah, vice-president and general manager of Buddah Records, looks at the former merchant singles because they think album sales will be hurt. What they forget is that the singles business is a business unto itself. They sell to a different part of the retail market. Although they may be in competition for the same dollars, tape doesn’t hurt album sales and vice-versa. The singles business is still alive and still profitable if it’s handled right.”

“Buddah” is the label of “A PROPHECY OF DOOM” that the singles business is not dead, Bogart pointed to the label’s sales of 562,004 copies of its certified million-sellers in the past five months. The label led off in the early part of ‘68 with "I Never Loved A Cheyney" by the Ohio Express, went to February with "Wrong That Can’t Be Right," by the Brooklyn Bridge, took March with "Lonely Boy," by the Shrunken Fruit Company, and locked up April with "It’s Your Thing" by the Isley Brothers.

Buddah Records sold over 18,000,000 singles during the 1968-1969 business year while most of the racks were letting singles lie on their shelves, not promoting them, it was said. Then, the company was changing its tactics and not selling them. "A kid who has a dollar to spend wouldn’t buy a single of Chin- dianly have $4 or $5 to spend on an album," Bogart said. "Single business is not as good as it was a year ago because of the lower price. Some racks forgot we were promoting singles, and that’s some of their most important customers."

Bogart cited the experience of Joe Wynow of Bibb Distributors in Charlotte, N.C., who took a $30,000 account in his market previously handled by a national jobber. Average weekly sales had been about 200 units. In a month, single sales quadrupled, while album sales remained the same. "There’s a difference between making calls and just waiting for the phone to ring. The single business is the best business for top 40 radio because they make the sales direct to the household. The parents, in most cases, can’t stop station the kids like whether they want to or not. He added, "Top 40 stations want singles. When it wants to—from refrigerators to pimple cream. Not only the kids will hear it, but the parents will hear it too." Bogart named the audience is radio’s biggest audience. Even a teen-ager can’t afford to drive a car, so can’t possibly drive one and in most cases even own a car the time he’s 15 or 16. He’s a potential buyer, Madison Avenue shows it. Advertising single to these potential buyers.

Bogart continued, “Buddah has hit all age groups within the singles range. We hit an audience with ‘bubblegum’ that everyone else has ignored—the kids who are too old for kiddie records and too young for rock. But we’ve also hit the older kids with the Brooklyn Bridge, the Edwards Brothers, and the Isley Brothers. We sold more than a million copies each of their albums and we’re not selling any of their albums. Singles business is as salable as they ever were, but the racks must push them, top 40 radio must overcome the business can’t afford it. The grave diggers should put their shows away and let the alive and well—if they’re properly promoted and merchandised.

Isleys Plan Giant Soul-Out To Aid Black Communities

NEW YORK — The Isley Brothers will present a soul extravaganza on Labor Day at the Philadelphia Spectrum. A large share of the proceeds will go to benefit the black community. The Isley Brothers—Ronald, Rudolph, and O’Kelly—have announced that 100 per cent of the gate will be donated to the Minstink Women’s Educational Fund, the Corporation for Minstink for underprivileged blacks and the Bivins Fund, an educational fund. Appearing on the show, in addition to the Isley Brothers, will be the Edwin Hawkins Singers, the Brooklyn Bridge, the Chambers Brothers, the Five Staircases & Cubic, Peaches & Herb, and the Clara Ward Singers. More acts will be announced as the show progresses. Buses will be free to attend free. Buses will be available in front on 165 W. 56th St. at 8 p.m. From an open house and cocktail reception from 6-7 p.m. at the Bill- boards, the “First Soul Brothers Sing Out” will be co-sponsored by Betty Sperber of Action Talents, Soul and Style En- terprises, and Buddah Records. Buddah Records is also assisting.
Film-Berthed Group to Debut on WB-7 Disks

LOS ANGELES—The record and film division of Warner Bros.-Seven Arts are teaming with independent producers Bob Booker and George Foster to spring a film-berthed group for the record market.

The group, which has several successful TV-created groups-The Archies, the Monkees, the Partridge Boys—the Warner Bros.-Booker & Foster inspired group, The Phynix, was formed for at least three upcoming feature films.

Warner Bros.-Seven Arts Records plans to distribute at least three albums plus a number of singles in conjunction with the films. The Phynix, a rock-and-pop act under a limited one-year film-record-publishing contract with the ASCAP and Foster's Organization.

Initial release—an LP and two singles—will come six to eight weeks prior to the group's first film in November. Both the LP, a soundtrack album with score and songs by Jerry Leiber and Mike Stoller, will be available. The third member of the trio, the film are labeled "The Phynix."

The second album—non-soundtrack—will be released in March in conjunction with the group's second film, with the third (LP soundtrack) album and film scheduled for September.

None of this material will be released in France, where the Warner Bros.-Seven Arts Records will be an Editorial Diurna, a producer with material written by members of The Phynix. The company's four LPs being published under Booker and Foster's three publishing firms, Cinema (BMI), CBS and RCA (ASCAP).

By Teresa Graves

NEW YORK—Pierre Boulez has been appointed music director of the New York Philharmonic for the 1971-1972 season. Boulez, a leading contemporary composer, will also be a guest conductor of the Cleveland Orchestra and Seattle Symphony this fall.

Boulez is scheduled to make his debut with the Philharmonic on Sept. 7 at Avery Fisher Hall on the first of the group's four concerts this season beginning with the 1971-1972 season. Boulez will conduct a three-year stint as principal guest conductor of the Cleveland Orchestra for the 1971-1972 season. Boulez also is music director of the Cleveland Opera, Covent Garden, succeeding the BBC Symphony Orchestra from 1971-1972.

Jean-Pierre Boulez will be among the acts listed for 14-city tour in London, to be presented in the fall. The Moody Blues will return to the U.S. in the fall of next month. Promotions for both groups will include radio spots, newspaper ads, displays in markets where the units are playing.

Boulez Selected for Philharmonic Berth

NEW YORK—Pierre Boulez has been appointed music director of the New York Philharmonic for the 1971-1972 season. Boulez, a leading contemporary composer, will also be a guest conductor of the Cleveland Orchestra and Seattle Symphony this fall.

Boulez is scheduled to make his debut with the Philharmonic on Sept. 7 at Avery Fisher Hall on the first of the group's four concerts this season beginning with the 1971-1972 season. Boulez will conduct a three-year stint as principal guest conductor of the Cleveland Orchestra for the 1971-1972 season. Boulez also is music director of the Cleveland Opera, Covent Garden, succeeding the BBC Symphony Orchestra from 1971-1972.

Georges Szell, who will be the Philharmonic's music director for the 1969-1970 season, will conduct the group for the 1970-1971. Szell also is music director of the Cleveland Orchestra.

Leonard Bernstein has retired as the Philharmonic's music director after the group's 1968-1969 season. He will continue to lead programs as conductor emeritus.

Other conducting vacancies for the group arise from the resignation of the Boston Symphony Orchestra's present music director, Dorothy Lamour, who has been a guest conductor of the Philharmonic for the past two years.

In addition to conducting vacancies, the group is looking for a string of new members for the group. The group's present complement is being increased by 14, a minimum of 14 weeks here each of the six preceding seasons of the contract. The group will participate in some of the orchestra's fall performances.

Boulez, 45, first conducted the Philharmonic for four weeks this past season. He will be a guest conductor for five weeks next season. He will conduct a concert tracts to CBS Records, which has a contract with Columbia Records. The label's recording of Stravinsky's "Firebird Suite" and Bartok's "Dance Suite" for the BBC Symphony on Columbia hit the classical charts early this month.

Boulez' two LP Debussy package was a chart item. He received his first recording of Stravinsky's "Firebird Suite" and Bartok's "Dance Suite" for the BBC Symphony on Columbia hit the classical charts early this month.

Boulez, a leading contemporary composer, is represented in the catalog by recordings of his "Marteau sans maître" on Odyssey Records, "Les Soloi des eaux" on Angel, and "Soleil des eaux" on RCA-Victor.

In addition to the Philharmonic and the Cleveland, Boulez's 1968-1969 U.S. conducting duties included concerts with the Los Angeles Philharmonic, Boston Symphony Orchestra, and Seattle Symphony Orchestra. He is currently guest conducting the BBC Symphony Orchestra to be followed by the Royal Opera House, Covent Garden, and the Seattle Symphony Orchestra. Boulez' heavy schedule will limit his future conducting activities to the group's 1971-1972 season. Boulez and his wife, Lucie, will be among the group's 1971-1972 guest conductors, with the group's first performance on April 20.

Californians, the group has been issuing a weekly newsletter and holding monthly meetings for the past year. The group has been the subject of several national articles and has been underwritten by ASCAP and BMI.

Avco Mounts Coast Buildup—Projects Set

NEW YORK: The newly formed Avco Embassy Records is preparing for a West Coast buildup, utilizing the Avco Embassy Pictures West Coast office in Beverly Hills as base of operations. Lou Creatore, vice-president of the label, and Bud Tharrington, transferred from Los Angeles to the Coast this week to line up several projects including artists for the label, planning to initiate independent production deals. While Creative will be concentrating on the West Coast area, Katz will be focusing his attention on the disk company's distribution set-up for Los Angeles, San Francisco, Seattle, Denver, Dallas and Houston.

Barclay Ships First 8 Track Cartridges

PARIS—Barclay Records has shipped its first 8-track tape cartridge releases, reported Bernard de Bosson, international label head of the Gitanes group. The cartridges are being distributed by Compagnie des Disques du Dix, a distribution complex owned by Eddie Barclay, head of Barclay Records.

Cyril Brilliant, head of the international promotion department of CED, said that the new releases are the first authorized in France to present the first real volume of French-product on the tape-cartridge market. The first French-language cartridges. About 50 dealers were importing the tape cartridges into France but customers weren't able to buy them in large numbers.

De Bosson and Brilliant spent the last two weeks touring recording studios in England, the U.S. ... especially pressing plans and distributors. Their main objective was to present a series of cutting-edge methods of marketing albums. In France, sales of tape and cartridge albums back to the record company, who has to then put the tape and cartridge out.

U.S. promotion methods also came under close scrutiny. An American product in France sells largely through television exposure while television plays an important role in promotion of French products. But French promotions that play records are becoming increasingly important to expose and sell best product, de Bosson said.

Golden Dollar Sets 4 Benefits

NEW YORK—U.S. Pol- dor will sponsor four Monday night benefit concerts at the Village Gate in New York Monday (16) with Carly Simon and the All Night Newsboys headlining, the first two programs for Tony Williams Lifetime and Jimmy Owens & His Friends.

Mark Dutil and Ray Sunley, a group of men now recently signed with the label, will be among the acts for Monday's first concert, as will the Golden Earrings, the Fabulous Thunderbirds and the Wheel Drive. Two dollar admission contributions and other funds collected will go to WBAI radio.

AF to Distribute Chart in N.Y. Area

NEW YORK—Audio Fidel- ity's company-owned branch, serving this area, has taken over the distribution of its newly acquired Stereo & Hi-Fi Chart Records, for the Metropolitan ter- ritory.

Charles Morrison, branch manager, will supervise all sales and distribution for both labels. Members joining before July 1 will be enrolled as charter members and will receive scrolls. Life membership calls for a single dues payment of $100, while regular members pay an annual $75. The Hall has been written under ASCAP and BMI.
Here's all you need to know about Jerry Vale's newest album:

**Jerry Vale**

*Where's The Playground Susie?*

Traces / Happy Heart
Galveston / Seattle
You Gave Me A Mountain
To Know You Is To Love You
Where's The Playground Susie?
Goodnight My Love
The Way It Used To Be
Let It Be Me / My Way

Today's biggest hits make the difference. That's why *Where's The Playground Susie?* and all of Jerry Vale's other albums are so special. His choice of the best repertoire available and a warm sincere voice keep Vale's audience and sales ever growing. You could call it the Vale Specialty.

On Columbia Records®
Jones Takes U.S. Triple Crown

NEW YORK — Tom Jones, the English pop singer, has reeled off a U.S. hat trick of three number one hits as a triple-barreled show business success. Jones, known to his fans as simply "Tom," has now racked up an unparalleled score on the pop charts this week with six listings for his London-distributed Parrot product. He's on the chart with "Help Yourself!" (22), "Live" (24), "Paper Face" (26), "This Is Tom Jones" (27), "Green Green Grass of Home" (50), and "It's Not Unusual" (85). It's an especially impressive chart score because it represents six of the eight LP's that Jones has released here in the past five years. Jones has been curiously riding high in the singles market with "Love Me Tender," Jones TV show, which premiered in February on ABC, has enjoyed such success that the network has moved it into a more prominent position. (Thursday 9 to 10 p.m.) For Jones, the commercial bonus, the network will go straight through the summer with reruns of the Jones show rather than put in a "summer replacement." His new series will definitely keep viewers tuned in.

On the in-person level, Jones will wind up a solid tour in advance of the Maro-Los Angeles engagement at the Flamingo in Las Vegas on July 25. The show will be backed by a sold-out-in-advance and record-breaking "Love Me Tender" Theater at Los Angeles, the Coliseum in Oakland, the Oakland Theater in San Francisco, and the Carousel Theater in Framingham, Mass.

Litigation on 'Mercy' Name

TAMPA, Fla. — Gil Cabot Enterprises and Sundi Records have been temporarily halted from using the name "Mercy" for a Circuit Court here. However, pending a final decision, the company will continue selling the single "Love (Can Make You Happy)" and "Can't Help Myself (Love Makes You Happy)."

Rights to the group, except for the world outside the U.S. and Canada, are held by Jack Sigler Jr., Marlin Record Corp., and Henry Stone pending outcome of a final decision. Warren Troob, attorney, represented Marlin, Sigler, and H. D. Meyers and Henry Stone operate Myrtle Mountain Management.

Fantasy Buys Berkeley Land as New Hqts.

OAKLAND, Calif.—Fantasy Records has purchased a 19,000 square-foot plot in Berkeley for its future headquarters. The building and equipment has been sold for $1.1 million.

Fantasy previously had purchased a 19,000 square-foot plot in the East Bay area has been slotted for the Monaco Berkeley lot. Ground-breaking on the studio-office complex will begin August 1 and is scheduled for completion early in 1970. The construction of the two recording studios (8- and 16-track plus room for expansion for a third studio), mastering and dub down facilities, three rehearsal studios, a health area, a dark room for photography, facilities will be available for Fantasy/Galaxy artists only.

The major factor in the move, according to Fantasy mainstay, is the success of Creedence Clearwater Revival.

Fairlane Tunes

—Continued from page 1

A major television feature.

Both deals were handled by John Clarks of the firm and the law firm of Abeles and Clark.

Next week Spinn will set up to interview Bill Clinton for the production company.

SONGWRITER'S HALL OF FAME SERIES

Writer Recalls Golden Days With Yankee Doodle Daddy

By L. Wolfe Gilbert

I know if George M. was alive, he would be one of the top men in The Songwriters Hall of Fame. Being only one of many upon whom Cohan had an influence, I am not sure I would find him in some of the locations during my contact with him.

While I was writing and hustling parodies, I haunted the music publishers offices because you would always find young authors and guts everywhere. I knew Jerry Mills, one of the leading music publishers of that day, published Myron's first record, the "Spring in New York." Years afterward, Mills asked me to write some parodies on Cohan's song "If I Were Only Mr. Morgan." He wanted me to do only song parodies. There were not many legitimate theaters, and vaudeville was the only real means of exploitation. These choruses were for the vaudevillePersonnel. After I composed a couple of choruses, Mills gave me the handsome sum of $10. It was then considered obligatory on a client's part to show to the publisher, so he had approval before he would give them to the performers. Cohan saw them and liked them. He asked Mills who did them. Mills replied, "A little fellow named Gilbert who hangs around here." Cohan then asked, "Did you pay him?" and Mills blusteringly said, "of course, we paid him." To which Cohan replied, "I know — I know — what fellows pay. Please give me that boy's address." George wrote me a typed letter and thanked me for the offer over $100, which I need not tell you was "money" those days.

The next Yankee Doodle Boy" story concerns Cohan's famous number called "Get Your Warlocks Out." It always brought a cheer from the crowd. Providence, R.I. I am not at good dates but it was approximately when he and his mother, father and sister, Josephine, occupied the old famous Broad Street House. In one of the lobby was a friends and theatrical people who had company together. One evening, I was the advance agent for the next road show, introduced himself to Cohan and said his name was Manny Lowenstein. Cohan asked him how he liked the show and he shook his head in his characteristic gentleman said: "George, will you tell me why the hell you try to act? You are the lowest actor I ever saw in my life and B.S. singing, you are the lowest. No, yes, you're a pretty good dancer, but that's about all. The play is just a fair play. It will not amount to anything, etc., etc." George threw his arms around Manny's neck and said, "You are what I have been looking for. A true friend, you tell the truth.

The motion picture industry had grown to such an extent that they now dared to ask the mighty Cohan to do Hollywood, and it took some persuading. Cohan was wealthy, a successful Broadway producer and actor. But they finally convinced them, I came into picture, "The Phantom President." Norman Taurog was assigned to direct George. He was abed by Cohan and George was bewildered by camera angles, chalk marks on the screen, and the certain limitations that the screen technique demanded at the time. He was also not a pretty half bad. So, that at the last minute, they brought in Jimmy Durante to save it.

George hated Hollywood. Our mutual friend, a prominent young attorney (and a fine composer too, by the way), I. B. Kornblum, joined me, and we called on George at the Ambassador Hotel. He told them that the leading companies were up to their necks and a better man. He demanded a audition. He jumped at our threats and refused to do anything, etc. etc. It was all quite when I and my mother, father and sister, Josephine, Providence, R.I. I am not at good dates but it was approximately when he and his mother, father and sister, Josephine, occupied the old famous Broad Street House. In one of the lobby was a friends and theatrical people who had company together. One evening, I was the advance agent for the next road show, introduced himself to Cohan and said his name was Manny Lowenstein. Cohan asked him how he liked the show and he shook his head in his characteristic gentleman said: "George, will you tell me why the hell you try to act? You are the lowest actor I ever saw in my life and B.S. singing, you are the lowest. No, yes, you're a pretty good dancer, but that's about all. The play is just a fair play. It will not amount to anything, etc., etc." George threw his arms around Manny's neck and said, "You are what I have been looking for. A true friend, you tell the truth.

The motion picture industry had grown to such an extent that they now dared to ask the mighty Cohan to do Hollywood, and it took some persuading. Cohan was wealthy, a successful Broadway producer and actor. But they finally convinced them, I came into picture, "The Phantom President." Norman Taurog was assigned to direct George. He was abed by Cohan and George was bewildered by camera angles, chalk marks on the screen, and the certain limitations that the screen technique demanded at the time. He was also not a pretty half bad. So, that at the last minute, they brought in Jimmy Durante to save it.

George hated Hollywood. Our mutual friend, a prominent young attorney (and a fine composer too, by the way), I. B. Kornblum, joined me, and we called on George at the Ambassador Hotel. He told them that the leading companies were up to their necks and a better man. He demanded a audition. He jumped at our threats and refused to do anything, etc. etc. It was all quite
Dynamite!

Wilson Pickett

"HEY JOE"

Atlantic #2648
Produced by Rick Hall
UA Gets Calcutta’ Score; Decca Releases Title Tune

NEW YORK — The United Artists Music Group has acquired the publishing rights to the musical score for "Oh! Calcutta," a controversial Broadway production opening Tuesday (17). Negotiations were completed with Valt Okun in behalf of Window Wide Music Inc., whereby UA Music will administer, exploit and publish the score with all activities co-ordinated between Okun and Murray Deutsch, UA Music's executive vice-president.

Mothers in U. S. — Toured Europe

NEW YORK — The Mothers of Invention have returned here after a 15-day European tour, which included sold-out dates at London's Albert Hall and Paris' Olympia. The Bizarre art-mothers will return to Europe in the summer campaign. The summer campaign is set for an all-out campaign to co-ordinate between the firm is in all aspects of the pre-recorded tape business. Tape sales represent a 20 per cent share of Capitol Records' volume with 8-track cartridges as the primary factor in the tape dollar volume picture. "As more home equipment is being presented by the firm, sales in the tape dollar volume picture. "As more home equipment is being presented by this month and the first week in June.

AF Starts Major Summer Drive

NEW YORK—Audio Fidelity's entire sales department is setting up its summer campaign to promote its summer theme of "There Ain't No Such Thing as You Can't Sell Anything in the Summer." In the campaign are 11 new album releases.

NATRA 250GPlea To Educate Deejays

* Continued from page 1

"A strong emphasis" will be placed on educational sessions, he said, and NATRA will hire 30 professional supervisors to organize and maintain an educational atmosphere at the annual convention that meet about once a month.

"It's true that we had some bad publicity relations last year in Miami, but I believe we have outgrown that. I and other executives have spent the year conducting seminars around the nation for regional chapters. We produced a 13-week series of half-hour radio shows for the Equal Employment Opportunity Commission that was aired on 112 stations. Jack Walker of WLIB in New York, narrated a black history tape that NATRA helped promote and distribute. And NATRA was involved in local radio programs." He mentioned successful negotiations with WAPX in Montreal and KGJF in Los Angeles and stressed that the opponent of this month and the first week in June.

NAL Cartridge Vender

The unit is designed for use in retail, hotel lobbying and service stations, and will accept a special white tape, as an effort to capture all markets, including school drop-out syndrome.

Belwin Gets Distribution, Sales of Mills Music Songs

NEW YORK — Belwin Inc. has acquired the sales and distribution rights on all Mills Music Songs, according to a joint statement by Alane Shulman, president of Mills Music, and Martin Winkler, president of Belwin.

Belwin will be sole and exclusive distributor of all Carl Pratt material in the catalogs now and in the future. Winkler said that all Mills personnel will be retained by Belwin, including Robert Silverman, di-
Just Recorded . . .
A Smash Single by
America's Biggest
Young Recording Star

B. J. THOMAS
PASS THE
APPLE EVE

Mark James—John Christopher

Producer: Chips Moman

Scepter Records

Still Climbing . . .
B.J.'s Newest LP
REDWOOD CITY, Calif.—Ampex Corp. registered record sales earnings for the fiscal year, which ended June 3, according to the report by William E. Bueckers, president and chief executive officer.

Roberts reported on Tuesday (10) that sales for fiscal 1969 reached $296,319,000, a 27 per cent rise from the $236,665,000 made in 1968 when the company's stock closed at $32.1/2. Net earnings rose 95 per cent to $25,116,000 from the $12,884,000 of a year ago. Net earnings hit $13,702,000, a 79 per cent increase from $7,665,000 of a year ago. Preferred earnings meant $1.35 a share on 10,172,185 average shares outstanding, a 72 per cent gain from fiscal 1968's 80 cents a share based on 18,600,827 shares outstanding.

During a seven-year period, Ampex has gained a compounded average growth of 18 per cent in sales per 17 per cent; pretax earnings, 20 per cent; net earnings, 12 per cent; and earnings of 18 per cent a share.

Roberts explained that 74 per cent of last year's sales were derived from five major areas: communications, 26 per cent; television broadcasting, 23 per cent; computer peripherals, 15 per cent; education 9 per cent; and entertainment and re-tail, 1 per cent.

**Holders Approve Kinney, W-Tie**

**NEW YORK**—Shareholders of Kinney National Service, Inc., and of Triangle Music, Inc., Ltd., meeting here and in Atlanta, Georgia, respectively, on Tuesday (10), approved Kinney's acquisition of Warner in exchange for shares of common stock of Kinney preferred securities. Kinney shareholders also authorized increases in common shares to 40 million from 20 million in preferred shares and to 20 million from 5 million.

should add all contributions to its 1969 earnings. The company purchased a 50 per cent interest in Hurok Concerts Inc., in March this year and over the past few months has formed Transcontinental Television Inc., a music producing and publishing company and Forward Records Inc., record and tape producing firm.

**Public Offering Made by Luray**

**NEW YORK**—Luray Industries Co., of Luray, Va., is offering shares of its common stock to the public. The firm is engaged in music publishing, record manufacturing and mail order catalogues. Luray Music Co., (BMI), Frankie Records and Luray Sales Co., its mail order firm, are subsidiaries.

Luray has filed an initial public offering of 10,000 shares of its common stock with Securities & Exchange Commission. The offering is priced at $2.75 per share. Owen F. Silvious, Luray president, said most shares being offered to the public will be sold by mail. Luray Music specializes in country music and rock 'n' roll.

**Dividend Declared By Handelman**

**DETROIT**—A dividend of 17 cents a share has been voted by the Board of Directors of Handelman and Co., Inc., to holders of record on July 14 to stockholders of record at the close of business on Friday (20).

**Polydor Obtains 'Alexander' Rights**

**NEW YORK—Polydor, Inc., has obtained soundtrack rights to the film, 'Alexander,' which is being released by Cinema V Distributing, Inc. The film's music was composed and conducted by Vladimir Cosma. "Alexander" has been a hit in Italy, Los Angeles and Pittsburgh.

**Market Quotations**

As of Closing Thursday, June 12, 1969

<table>
<thead>
<tr>
<th>NAME</th>
<th>Week's High</th>
<th>Week's Low</th>
<th>Week's Close</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admiral</td>
<td>211 1/2</td>
<td>15</td>
<td>452</td>
<td>17 1/2</td>
</tr>
<tr>
<td>American Broadcasting</td>
<td>76 1/2</td>
<td>56</td>
<td>166</td>
<td>68 1/2</td>
</tr>
<tr>
<td>Ampex</td>
<td>46 1/2</td>
<td>32</td>
<td>764</td>
<td>43 1/2</td>
</tr>
<tr>
<td>Anchor Radio</td>
<td>41 1/2</td>
<td>37 1/2</td>
<td>137</td>
<td>38</td>
</tr>
<tr>
<td>Automotive Dealer Assn</td>
<td>1171/2</td>
<td>99</td>
<td>265</td>
<td>106 1/2</td>
</tr>
<tr>
<td>Avnet</td>
<td>367 1/2</td>
<td>147</td>
<td>187</td>
<td>17 1/2</td>
</tr>
<tr>
<td>Beckett</td>
<td>112</td>
<td>72</td>
<td>206</td>
<td>17</td>
</tr>
<tr>
<td>Chico Musical Inst.</td>
<td>33 1/2</td>
<td>24</td>
<td>107</td>
<td>25 1/2</td>
</tr>
<tr>
<td>CNS</td>
<td>59</td>
<td>45</td>
<td>655</td>
<td>54</td>
</tr>
<tr>
<td>Commonwealth Pic.</td>
<td>42</td>
<td>27</td>
<td>591/2</td>
<td>32</td>
</tr>
<tr>
<td>Commonwealth-Unlimited</td>
<td>24 1/2</td>
<td>11</td>
<td>475</td>
<td>12 1/2</td>
</tr>
<tr>
<td>Disney, Walt</td>
<td>86 1/2</td>
<td>69</td>
<td>706</td>
<td>75 1/2</td>
</tr>
<tr>
<td>EMI</td>
<td>81</td>
<td>56</td>
<td>714</td>
<td>4 1/2</td>
</tr>
<tr>
<td>General Electric</td>
<td>98 1/2</td>
<td>85</td>
<td>1370</td>
<td>93 1/2</td>
</tr>
<tr>
<td>Gulf &amp; Western</td>
<td>50 3/4</td>
<td>27 1/4</td>
<td>1124</td>
<td>92 1/4</td>
</tr>
<tr>
<td>Holland</td>
<td>40 1/4</td>
<td>30</td>
<td>119</td>
<td>41 1/4</td>
</tr>
<tr>
<td>Survey</td>
<td>25 1/2</td>
<td>17</td>
<td>57</td>
<td>16 1/2</td>
</tr>
<tr>
<td>Kinney Services</td>
<td>39 1/2</td>
<td>28</td>
<td>181</td>
<td>32 1/2</td>
</tr>
<tr>
<td>Lookers Co.</td>
<td>44 1/2</td>
<td>31</td>
<td>202</td>
<td>35 1/2</td>
</tr>
<tr>
<td>MGM</td>
<td>44 1/2</td>
<td>30</td>
<td>842</td>
<td>35 1/2</td>
</tr>
<tr>
<td>Metromedia</td>
<td>55 3/4</td>
<td>39</td>
<td>1200</td>
<td>55 1/2</td>
</tr>
<tr>
<td>RCA</td>
<td>48 1/2</td>
<td>41</td>
<td>1451</td>
<td>44 1/2</td>
</tr>
<tr>
<td>Servott</td>
<td>49 1/2</td>
<td>34</td>
<td>190</td>
<td>35 1/2</td>
</tr>
<tr>
<td>Superbee</td>
<td>54 1/2</td>
<td>32</td>
<td>159</td>
<td>49 1/2</td>
</tr>
<tr>
<td>Tenna Corp.</td>
<td>62 1/2</td>
<td>46</td>
<td>185</td>
<td>58 1/2</td>
</tr>
<tr>
<td>Trans America</td>
<td>38</td>
<td>32</td>
<td>199</td>
<td>34 1/2</td>
</tr>
<tr>
<td>Transcontinental Investment</td>
<td>72 1/2</td>
<td>52</td>
<td>124</td>
<td>26 1/2</td>
</tr>
<tr>
<td>Triangle</td>
<td>37</td>
<td>28</td>
<td>86</td>
<td>29 1/2</td>
</tr>
<tr>
<td>20th Century Fox</td>
<td>41</td>
<td>24</td>
<td>133</td>
<td>29 1/2</td>
</tr>
<tr>
<td>Viewlex</td>
<td>37 1/2</td>
<td>32</td>
<td>102</td>
<td>27 1/2</td>
</tr>
<tr>
<td>Warner Bros.7-Ants</td>
<td>64 1/2</td>
<td>39</td>
<td>940</td>
<td>45 1/2</td>
</tr>
<tr>
<td>Westitch Corp.</td>
<td>32 1/2</td>
<td>24</td>
<td>841</td>
<td>25 1/2</td>
</tr>
<tr>
<td>Zenith</td>
<td>22 1/2</td>
<td>18</td>
<td>117</td>
<td>16 1/2</td>
</tr>
</tbody>
</table>

**GRT Purchase Of Caedmon Off**

LOS ANGELES—GRT's announced plans to buy Caedmon Records has been terminated by the tape company, according to Mark Payley, GRT's president and chief operating officer.

The two companies had agreed in principle to the acquisition of Caedmon's stock, but the deal was given for the termination.

In another financial arrangement, GRT has acquired Approved Cybernetics Corp., a Palo Alto, Calif., computer software company doing programming firm. Applied Cybernetics will be operated as a GRT subsidiary.

**Interest in Dam Is Sold by Risi**

LOS ANGELES—Nick Risi, president of Risi Enterprises, has sold his interests in Dam Light music publishing, c/o P & A (BMI) to James S. Thomas II, his ex-partner and director of Dam Productions.

Risi will leave for Europe soon to set up an international representative for his own new publishing company, Risi Music.

Risi Music has recently entered the personal management fold with Pat Beckett, an exclusive artist with Forward Records, while James Thomas continues to be active, seeking new material and writers for both his publishing and production companies.

No Transamerica M'Media Merger

NEW YORK—Metromedia, Inc., and the Transamerica Corp., both major media mergers plan by mutual consent. The proposed deal, announced in October, called for an exchange of shares valued at more than $260 million.

In a joint statement, John W. Kluge, chairman and president of Metromedia, and John R. Beckett, chairman of Transamerica, explained that continuing as officers during such a future prolonged growth plans of each organization. Federal opposition to large media mergers and TV industries was cited as a major stumbling block to the merger.

**Kingy's Regular Quarterly Dividend**

NEW YORK—Kinney National Service, Inc., has declared regular quarterly cash dividends on its stock. The dividends are $2.875 cents a share on the Common Stock, 20 cents a share on the Series A (2) preferred stock.

All three classes are listed on the American Stock Exchange, and all dividends are payable on Aug. 15 to shareholders of record on July 20.

**Merc. Production Accord With Allen**

CHICAGO — A production agreement has been set between Mercury Record Corp. and Ray Allen and Associates of Louis ville, Ky., and Allen Presco single, "Look Homeward Angel," is already out on the Smash label, and another tune by Joe Dossett and the Chatanooga Coaches will be coming soon under the Mercury family label.
Panasonic car stereo.
A concert hall on wheels.

Imagine playing living room stereo at 60 mph.
That's the idea behind Panasonic's new Le Mans 8-track car stereo tape player. Model CX-807SU.

It's solid state throughout. Plays instantly and automatically without warm-up. Has automatic and push-button channel changer. Plus variable tone and balance controls. And there's never any interference from tall buildings, tunnels, thunderstorms and the like.

It literally transforms any car into a concert hall.

If someone wants to enjoy radio? There are optional AM and FM stereo tuner packs.

And the Le Mans tape player is a snap to operate. Tape cartridges snap in and out. And then take them inside for home stereo enjoyment.

There's even a complete line of speakers. Wedge type. Door type. Universal type. For in-door or flat-mounted installation. It's like sitting in a music chamber that moves.

Interested in a concert hall on wheels? Write or drive to Panasonic Automotive Products, 200 Park Avenue, New York 10017. But please, not at 60 mph.
New York — Retailers have been walking a configuration tightrope for so many years (8-track and 8-track-to-8-track) that many are in a mood just to relax and welcome all tape systems. But they can’t.

A new retailing concern is blooming in the wake of the tape (software) boom. It was in evidence at the Consumer Electronics Show which opened Sunday (15) and continues through Wednesday (18) here in the Hilton and Americana hotels.

An abundance of hardware equipment, both for home and auto, is flooding the market. Consequences are obvious: retail problems bloom as 8-track and cassette booms.

The idea of more hardware equipment is dammed and pressures the retailer on salvage for the industry or a threat to it, claim major retailers, already burdened with a heavy product mix from a multitude of hardware manufacturers.

Sound of Money

The sweet sound of money is booming from the tape cartridge market to retailers across the nation. But the retailer, be he a major department store chain in California or New York, or a mam’zelle papa operation in Chicago, is cautiously keeping an eye on the new flood of equipment.

Either way you’ll find some retailers who would trade it off if others who just relax and sell it.

Right now the worrying is competitive pricing and what they are paying for the product. With the importation of equipment, variety of prices, the large number of suppliers, and the confusing nature of the products themselves.

Leading the hardware tidal wave in the U. S. are the Japanese manufacturers. In jetty days, when the American customer were somewhat indifferent to Japanese home entertainment products, most were sold to the consumer electronics market and not to the retail channel.

New York — Previously uninterested in the research and development gains in the hardware field, U. S. record companies have now become aware of the hardware on which their music will be played.

The great number of new machines in the 8-track and cassette configurations are being unveiled at the consumer electronics show here this week, portends greater sales for the music companies. But there is also concern among record companies concerning the advent of a new feature on 8-track players for the first time. This is an unusual sales tool, for record companies have heretofore been unconcerned with design elements on which their music was replayed.

The general attitude among record companies is that they are in the entertainment business and they will reproduce their product in whatever form or fashion appeals to the public. One of the major concerns is the play concept in electronics, and the record labels are talking about it in serious tones.

American manufacturers have to be competitive with the importing companies; they have to make a quality machine.

New York — Tape firms have dumped the concept of tape loyalty oaths.

Ertegun sees the role of the duplicator, coming as a custom service to music suppliers. Ampex has been the most aggressive of the duplicators, signing up a number of independent record producers in companies such as Lee Hazlewood’s LHI, Jimmy Bowen’s Amos Productions and Barry Mann’s American Productions — which ensures a guaranteed supply of fresh music.
Did the fact that we created Dynapak, the world’s first no-return cartridge, saddle us with the responsibility of designing a no-return cassette, too?

So we did.

We call it Dynapak Cassette. It’s as superior to the cassette you’re accustomed to as Dynapak is to old-fashioned tape cartridges.

It contains only ten parts. The present most-widely used cassette has seventeen. Thus, the Dynapak Cassette eliminates seven chances for assembly line or operating foul-ups.

Simplicity is the keynote of its design.

For example: Its two halves snap onto a one-piece hub. No sonic welding. No screws.

For example: The loading of its spring pad assembly is so uncomplicated, its slot design so ingenious, the tape can be dropped into place.

Do you begin to see the implications of this? Stereodyne has created a cassette so simple in design that it can be put together on a 100% automated assembly line.

In short, the Dynapak Cassette is so brilliantly engineered to be fool-proof that it is now the cassette against which all others must be judged.

Stereodyne
TROY, MICHIGAN
TORONTO, ONTARIO
LOS ANGELES, CALIFORNIA
Disk Firms Dump Tape Loyalty Oaths

Continued from page 12

Bonetti said. They are the 20 percent of the market which everyone talks about nowadays. "But that other 80 percent has to be damned important."

GRT doesn't speculateally go after tape rights. It goes after these sales rights when a new company is formed which looks appealing.

It was among the first duplicators to sign record labels when the cartridge boom began five years ago. Bonetti said, "Historically we have dealt with small companies. Our strength is collectively combining the growth of these small companies."

Monument, with offices in Nashville and Los Angeles, is not a small company by any comparison. Its policy, explains international vice-president Bob Weiss, is not to sign an artist with the label unless tape is included in the contract.

Beat Out Barclay

In negotiating for the exclusive American distribution of product by Charles Aznavour, Monument had to trave off an effort by the Universal manufacturer Barclay to control the tape rights. "If we make all the efforts on the record, we have to enjoy these benefits on tapes," Weiss said. "The record creates the tape desire."

Monument had relinquished tape rights on several Brazilian masters to Muntz Stereo-Pak, but these LP's have since been deleted from the label's catalog.

At Liberty/UA, the Transamerican company, tape rights "Come right on the dinner," said West Coast A&R administrator Dave Pell. Liberty/UA duplicated its own tapes and has one of the top separate tape operations of any record manufacturer. When it had leased its tape rights to Muntz, the duplicator paid the music originator a royalty. "It was almost like a foreign deal," Pell offers as an analogy.

White Whale is a small company with 16 acts on its artist roster, the most successful being the Turtles. Only one of these acts is not signed with the label for tape.

Co-owner Ted Feigin feels the record companies have to "hold the line and make tape included with record rights." Feigin says he's aware of talk about artists seeking to make separate tape deals and he's quick to mention the Black Pearl Atlantic situation.

"The tape people are provoking the situation. They're going to people and giving huge advances for the rights. How can we all fight this? By holding a firm position if an act wants to be with a record company." Feigin worries on an act if it didn't want to give up its tape rights," said Mrs. Chris Hamilton, the executive vice-president of Ranwood Records. "It seems kind of unfair to the manufacturer who spends all the money to get the artist off the ground and then winds up losing the tape sales."

As more and more record companies do not renew their distribution and marketing contracts with 8-track tape duplicators and choose to take on these assignments themselves, the supply of music for the duplicators diminishes.

RCA, Columbia, Capitol, Warner Bros. Seven Arts, Dot, A&M, are additional music suppliers who now control their A&M, are additional music own tape destinies in the leading 8-track sales configuration. Many also handle cassette sales. Muntz Stereo-Pak continues as the proponent of the 4-track system and companies which have been with Muntz generally stay with it.

Cartridges Go Discount Road

LOS ANGELES—Local retailers are beginning to discount tape cartridges.

American Records, with outlets in Tarzana, West Gardena and Goleta, has been offering 8-track tapes for $4.99 from the Warner Bros. Seven Arts catalog as leader items.

Vogue Books and Records, with locations in Hollywood and in Westwood Village—one block from UCLA—has been offering Capitol 8-track and cassette titles at 40 percent off. The $6.98 8-tracks are going for $4.19, with the $5.98 cassettes pegged at $3.59.

The six-store chain of Olson electronics outlets have been offering Liberty Stereo Tapes at a $1 discount. This reduction covers cassette, 4 and 8-track and open reel.

Advertisements placed in local papers appear next to ads selling discounted records.

Seminar Series for CES Show Visitors

NEW YORK—Visitors attending the third annual Consumer Electronics Show (CES) will have the opportunity to attend a series of industry seminars and conferences at the Americana Hotel's Royal Box Theatre. The theme of the sessions, open free to all trade show visitors, is "The Challenge of the '70's."

Co-owner Ted Feigin feels the record companies have to "hold the line and make tape included with record rights." Feigin says he's aware of talk about artists seeking to make separate tape deals and he's quick to mention the Black Pearl Atlantic situation.

"The tape people are provoking the situation. They're going to people and giving huge advances for the rights. How can we all fight this? By holding a firm position if an act wants to be with a record company." Feigin worries on an act if it didn't want to give up its tape rights," said Mrs. Chris Hamilton, the executive vice-president of Ranwood Records. "It seems kind of unfair to the manufacturer who spends all the money to get the artist off the ground and then winds up losing the tape sales."

As more and more record companies do not renew their distribution and marketing contracts with 8-track tape duplicators and choose to take on these assignments themselves, the supply of music for the duplicators diminishes.

RCA, Columbia, Capitol, Warner Bros. Seven Arts, Dot, A&M, are additional music suppliers who now control their A&M, are additional music own tape destinies in the leading 8-track sales configuration. Many also handle cassette sales. Muntz Stereo-Pak continues as the proponent of the 4-track system and companies which have been with Muntz generally stay with it.

Consumer electronics manufacturers executives and a representative group of nine industry retailers will appear on panels, which will focus upon the merchandising in the '70's. The three panels are "Getting Your Share of the Business," "People Will Make the Difference" and "The Road to Profitability."

The final session, slated for Wednesday (18), is the CES Tape Equipment Conference, which will focus on "The Challenge of the '70's for Tape" (Continued on page 22)
Come See, Hear...

THE UNTOUCHABLES!

Tenna's AUTOMOTIVE SOUND CENTER OF TOMORROW

Tunin and turn on with Tenna... to swinging new concepts in automotive sound.

Sound ideas. Soundly designed. Smartly packaged. A new potential that you can turn to profit.

Tenna gives you the most advanced automotive sound ever to reach the market, including our revolutionary burglar alarms that'll blow any thief's mind.

TENNA CORPORATION
CLEVELAND, OHIO 44128

Tuned to tomorrow! In Touch with today!
ONLY OFFERS

OVER 40 TOP NAME BUDGET CARTRIDGES & CASSETTES TO RETAIL AT ONLY $4.95

OVER 40 TOP LABELS WITH OVER 100 TOP NAME STARS TO RETAIL AT REGULAR PRICES

OVER 40 TOP-NAME TWIN-PAKS TO RETAIL AT $6.95

OVER 400 DIFFERENT CARTRIDGES AND CASSETTES
LABELS

AMY
ATHENA
BELL
BRAVO
COTIQUE
CRESSEND0
COUNTRY SOUND
DIRECTION
DYN/OICE
ELF
EVOLUTION
FOUR CORNERS
GAMBLE
GOLDWAX
JAD
KAPP
LATIN SHOWCASE
LLP
MILESTONE
MINARET
MALA
MONMOUTH-
EVERGREEN
N.A.L.
NEW VOICE
PAGE ONE
PHILLY GROOVE
PLANTATION
PROJECT 3
ROULETTE
SHELBY SINGLETON
INT'L
SKYE
SPEED
STEREO DIMENSION
SUMPTER
TENNESSEE SOUND
TETRAGRAMMATON
VIVA
WHITE WHALE

POP AND COUNTRY ARTISTS

BOBBY DARIN
AL HIRT
COUNT BASIE
BARBARA McNAIR
CHICO HAMILTON
LOUIS ARMSTRONG
JO STAFFORD
THE KING FAMILY
JIMMY WITHERSPOON
AL HIBLER
DUKE ELLINGTON
MORGANA KING
NELSON RIDDLE
ETHEL MERMAN
GEORGE GREELEY
MITCH RYDER
TOMMY JAMES AND THE SHONDIELLS
"MAMA CASS" ELLIOT
LALO SCHIFRIN
JOE WILLIAMS
SARAH VAUGHAN
JOE WILLIAMS
BILLY ECKSTINE
DINAH WASHINGTON
GLEN CAMPBELL
ROGER MILLER
JOHNNY CASH
GEORGE JONES
JOHNNY BOND
JIMMY DEAN
MINNIE PEARL
Buck Owens
ROY DRUSKY
JUSTIN TUBB
THE WILLIS BROS.
RED SOVINE
T. TEXAS TYLER
GUY MITCHELL
BOOTS RANDOLPH
J. RICHARDSON
FLATT & SCRUGGS

FARON YOUNG
"THUMBS" CARLISLE
SNOOKY LANSON
PETE DRAKE
ARTHUR SMITH
ROY WIGGINS
COWBOY COPAS
DOLLY PARTON
MELBA MONTGOMERY
DAVE DUDLEY
WEBB PIERCE
THE STONEHAMS
FRANK MILLER
MOON MULVAN
DOTTIE WEST
BILL COSBY
DEEP PURPLE
BIFF ROSE
CAROL BURNETT
MARThA RAYE
PAT BOONE
RHETTA HUGHES
MIDNIGHT STRING QUARTET
TURTLES
BOB CREWE GENERATION
BOBBY RUSSELL
LARRY SANTOS
JACK BENNY
RAYMOND LEFEBRE
THE INTRUDERS
JAMES CARR
JOHNNY NASH

BEL—I
THE BOX TOPS
MERILEE RUSH
SOLOMON BURKE
CHAD MITCHELL
BRAD—
THE MIDNIGHT VOICES
COTIQUE—
JOHNNY COLON
JOEY PASTRANA

EL LUPO
THE THT BAND
CRESSE/D0—
ARTHUR LYMAN
BILLY STRANGE
LES BAXTER
THE SEEDS
TITO PUENTE
ROGER WILLIAMS
JACK JONES
BOB WILLS
LOUIS ARMSMGRON
THE HESITATIONS
ROD McKUEN
SHANI WALLIS
MEL TILLIS
BURT BACHARACH
FREDIE HART
LATIN BLUES BAND
CHITO & THE LATIN UNIQUES
LARRY WILLIS
NAT ADDERLEY
BUDDY MONTGOMERY
LEE KONITZ
THE DELFONICS
JEANNIE C. RILEY
DEE NULLINS
TERESA BREWER
LEE WILEY
BOB CROSBY
ETHEL WATERS
MILDRED BAILEY
CLAUDE THORNHILL
PEGGY SCOTT & JO JO BENSON
Mickey MURRAY
SIL AUSTIN
GABOR SZABO
CAL TJDKER
GRADY TATE
GARY McFARLAND
LOS ASTRONAUTAS
BOBBY BYRNE
GENE BERTONCINI

NORTH AMERICAN LEISURE CORP.
1776 BROADWAY, N.Y., N.Y. 10019
Radio Doctors Finds Tape a Sales Builder for Record Products, Too

MILWAUKEE — The increased volume of tape being sold by Radio Doctors here has not cut into the sale of records. Instead, tape has helped boost the LP business because of the traffic brought by enlarging the prerecorded tape inventory.

The firm's downtown outlet, according to Stu Glassman, president, is devoting 15 to 20 per cent of its total merchandise inventory space to tape and, "Everything we stock is selling better, including tape players and auto tape units."

"The tape revolution has stirred up a new type of customer for prerecorded music and equipment. What's more, people who stop in for prerecorded tapes are not neglecting their record collection."

"If they don't add to their own collections, at least, "they buy an LP for the kids while they're here shopping for tape products."

**Rack Display**

The big increase in tape sales started some months back following installation of a new rack display. Radio Doctors' stock of prerecorded tape titles is now housed in glass-enclosed racks. The cases are kept locked, but the neatly arrayed stock of tapes is in easy view.

"The fact that we lock the racks has not been a deterrent to tape sales," Glassman said. "There is no key access to the tapes for any customer. Only our salespeople can open the doors. But all a customer has to do is ask a sales clerk and the sliding (Continued on page 106)

---

Fast Rundown on What's New in Electronics Show's Tape World

**NEW YORK** — More than 85 exhibitors are displaying a variety of hardware equipment, tape product and accessory items at the annual Consumer Electronics Show here at Americana and Hilton Hotels.

New products include:

- **Bell & Howell:** Seven new cassette player/recorders including two compacts in the $269-$269 price range. Two open reel tape decks also were unveiled. The compacts, first such units for the company, feature AM/FM/FM radio and stereo play and four record. Model 2399B lists for $269.95 and has separate speakers; model 2399A has self-contained speakers and lists for $255.95.

- **Panasonic:** Five stereo cassette recorders, including an auto-home unit priced at less than $100. The Englewood ($99.95), a battery-operated auto home cassette recorder; Constellation ($149.95); Orbitone ($229.95) with AM/FM radio; Bridgeport ($109.95) features push-button controls and pop-up cassette system; Westwood ($99.95) with AM/FM radio.

- **Hitachi:** Five new tape recorders, including a cassette recorder with AM/FM radio. The new tape recorder line includes seven reel-to-reel (three monaural and four stereo) and seven cassette units, five monaural (including the Starr system) and two stereo recorder/player units. A cassette recorder at $29.95, and 8-track unit with speakers and a budget cassette player at $19.95 were also added to the line.

- **Scott:** Introducing the 3610 Cassette, a 6-track stereo receiver cassette recorder combination unit at $399.95

- **Lear Jet:** Offering a 8-track stereo auto tape player at $59.95 incorporating automatic and (Continued on page 22)
Hardware Floods Market Retailers Boost or Burden?

and recorder market. And Sony, Matsushita, Aiwa, Toshiba, Hitachi, TEAC and Akai have found a home for Japanese equipment in America.

Why? Because Japanese manufacturers are reporting substantial increases in production, sales and profits. "One good look at the impact of hardware equipment on the American economy, measured in terms of business volume and employment, opens our eyes to the great and growing economic interdependence of the U.S. and Japan," said Robert Black, president of the Rapaport Corp.

Japan's export trade to the U.S. hits about $3 billion annually, with about $450 million in home entertainment products.

Added to the merchants dilemma is the key role in the export expansion, especially in players and recorders played by vibrant home entertainment market. The Japanese player-component industry demonstrated in 1968 how an impressive range of products could compete in world markets.

And it's going to get better, say the Japanese. Merchants, already beset with "how to merchandise" the many products, also figure that buyers will have a difficult time selecting hardware.

Problems Multiply

The problems of merchandising 8-track and cassette equipment are beginning to multiply. New innovations alone are creating marketing, merchandising and promotion headaches.

Unmistakably, the clarity between 8-track and cassettes is disappearing.

For instance:

- The cassette recorder, initially a voice recording device, switched to stereo and invaded the music business. 8-track, a music machine for autos, then invaded the home field.
- The advantage that the cassette has over the 8-track cartridge is that it can be used for recording as well as playback. Sony, Panasonic and Lear Jet are now involved with 8-track recorders, thus narrowing the competitive advantages of the cassette.
- Cassette manufacturers are trying to "copy" 8-track in terms of one-step insertion.
- Although it now may be "pie-in-the-sky" thinking, several cassette manufacturers are developing a continuous loop cassette, automatic reversing cassette recorders and cassette units with start system changers.
- Trends show a possible merger between the two systems, with Panasonic developing a cartridge device for an 8-track auto unit which permits cassette use. Aiwa is planning to introduce compatible 4 and 8-track players and cassette models.

It all leads to merchandising woes, marketing pitfalls, rearing headaches and big dollars.

Chancellor Browser

NEW YORK - Chancellor Tape Merchandisers is introducing a browser bin that permits unsupervised handling of tape cartridges and cassettes. The display is made of clear plastic, triple-decked in 6 x 12 boards.

June 21, 1969, Billboard
POP-UP CASSETTE ADAPTOR

Play any cassette tape cartridge in any 8-track cartridge player with Goodway's exclusive Pop-Up Cassette Adaptor. The Pop-Up Adaptor fits any 8-track player and with one motion, turns a cassette tape library into an 8-track collection. Goodway's exclusive Pop-Up front loading makes other cassette adaptors obsolete; only the Goodway Adaptor lets a cassette be changed when the adaptor is in the cartridge player! There's no removing the adaptor to flip the cassette over or to play another cassette! Order cassette adaptors today... from Goodway!

SCENE "SCPRCT*"

Here's a portable AM, FM, FM Stereo radio that becomes a cartridge tuner... and vice versa. The SCPRCT* (*self-contained portable radio cartridge tuner) is about the size of a tape cartridge; and SCPRCT*'s split personality makes it the ideal traveling companion. Pair it with a tape cartridge player and it will turn that player into an AM, FM, FM Stereo radio. Or flip the switch and SCPRCT* is ready to go it alone as a self-contained portable FM radio! Equipped with Auto Y and telescoping antennas, SCPRCT* gets terrific reception wherever—and however—it goes.
CONCERT 70 HOME STEREO RADIO SYSTEM
Goodway manufactures this high quality home stereo radio system with the consumer in mind. Its walnut veneer and chrome finish add a sleek note to today's fashionable home interiors. Concert 70 lets the consumer choose from monaural AM/FM and stereo FM radio programming with easy-to-operate controls. Its matching deluxe speakers are equipped with 8-foot extension cords to give true wraparound stereo and high fidelity sound reproduction.

SPECTRUM 70 8-TRACK SOLID STATE HOME STEREO TAPE CARTRIDGE PLAYER SYSTEM
A new addition to the Goodway line of fine audio products, the Spectrum 70 home tape player system is a compact stereo system which provides the consumer with the convenience of a tape player and the pleasure of today's stereo sound for less than you'd expect to pay. It's a high quality home stereo player system priced within the range of most home radio players. Spectrum 70 is designed and built with the requirements of today's home hi-fi audio listeners in mind.

SCENE FM CARTRIDGE TUNER
A take-me-along stereo FM radio, the Scene FM multiplex tuner is as easy to operate as a tape player. This Scene multiplex turns any 4 or 8 track tape cartridge player into a full stereo FM radio! Its telescoping antenna makes the Scene ideal for home and portable use. It goes anywhere! Pioneer, one of Japan's leading manufacturers, makes it for Goodway.

TRAVELER 8 STEREO FM RADIO-TAPE CARTRIDGE PLAYER
Now made for Goodway by one of Japan's leading manufacturers, the Traveler 8 is a stereo FM radio-tape cartridge player that will turn any tape cartridge player into a high fidelity stereo FM radio. The Traveler 8 is the answer when you want all the convenience of your own radio-tape cartridge player. Goodway is bringing you this new product at a low price--less than you'd expect to pay. It features true stereo reproduction at an attractive price. Get the Traveler 8 and take your music--and your stereo--along with you anywhere you go.

SCENE FM CARTRIDGE TUNER
The Scene FM Tuner is so easy to take along or leave at home. This Scene FM multiplex tuner is as easy to use as a 4 or 8 track tape player. The Scene FM Tuner comes equipped with its own telescoping antenna for reception anywhere and anytime.

SCENE SPECTRUM
Here's a portable AM/FM/FM Stereo radio that becomes a tape cartridge tuner and vise versa! The Scene Spectrum contained portable radio/tape player is about the size of a tape cartridge and SCPRCT turns into a true AM/FM/FM Stereo radio and tape cartridge player in seconds. It's as easy to take as a tape cartridge and as convenient as a tape player. The Scene Spectrum comes equipped with Auto Y and telescoping antennas, and good reception no matter where it goes.

SCENE SPECTRUM
Here's a portable AM/FM/FM Stereo radio that becomes a tape cartridge tuner and vise versa! The Scene Spectrum contained portable radio/tape player is about the size of a tape cartridge and SCPRCT turns into a true AM/FM/FM Stereo radio and tape cartridge player in seconds. It's as easy to take as a tape cartridge and as convenient as a tape player. The Scene Spectrum comes equipped with Auto Y and telescoping antennas, and good reception no matter where it goes.

POP-UP CASSETTE ADAPTOR
This easy-to-use tape cartridge in any brand cassette player with Goodway's exclusive Pop-Up Cassette Adaptor. The Pop-Up Adaptor is for any brand tape cartridge in 8 track, 4 track, 2 track, and 8/4 track (split personality) cassette player! It's an instant stereo FM radio! Simply clip the Pop-Up Adaptor to your tape player, and your tape player turns into a world of superb sound in seconds! The Pop-Up Adaptor is a Goodway exclusive. Quiet, compact and easy to use--it's your answer to tape player convenience everywhere and anytime.

CONCERT 70 HOME STEREO RADIO SYSTEM
Goodway manufactures the high quality home stereo radio system (with the consumer in mind) to match many and present high fidelity sound reproduction. It includes a tape cartridge player and a fine stereo FM radio. The Concert 70 is designed and built with the requirements of today's home hi-fi audio listeners in mind. Goodway is bringing you this new product at a low price--less than you'd expect to pay. It features true stereo reproduction at an attractive price. Get the Concert 70 and take your music--and your stereo--along with you anywhere you go.

SCENE AM CASSETTE RADIO TUNER
Big catch in the profitable cassette market—the Scene AM Radio Tuner turns any cassette player into an AM radio. Another product for the generation that's on the go and takes its music wherever it goes.

SCENE FM CARTRIDGE TUNER
The Scene FM Tuner is so easy to take along or leave at home. This Scene FM multiplex tuner is as easy to use as a 4 or 8 track tape player. The Scene FM Tuner comes equipped with its own telescoping antenna for reception anywhere and anytime.
Player Quality & Design Draw Serious Tones From Record Cos.

*Continued from page 12*

said Ted Feigin of White Whale Records. Feigin is concerned about the quality of reproduction, not the number of systems being developed.

Mike Mainland, the president of Warner Bros.-Seven Arts Records, shows a management concern over the record feature on the cassette and now 8-track machines.

Duplicating a performance off someone's tape or album as a convenience and without paying the copyrights is a serious matter, the executive said. How does W-7 look at the influx of all the new cartridge players? "If they function effectively and play within good standards of sound, we're greatly in favor of them," is Mainland's retort.

Hardware Avalanche

Mainland sees this avalanche of hardware in similar terms to the state of phonograph development 20 years ago. "There will be models which gain the public's favor and there will be models which fall away. Some people will buy quality and some will buy price."

"We want to make the very best tape. If it's played on an inferior machine, we'll be as unhappy as the public. The public in the end will dictate the decision as to whether there are too many players on the market."

There will be new companies among those bringing out machines, Mainland continues, and a number will fail. But there will also emerge several design features from other new companies which will prove beneficial.

At Paramount/Dot Records, president Arnold Burk feels the more machines the more the market will grow.

"We are concerned that the equipment gives the listener the most quality. If the public hears quality, it will buy quality."

Burk does not feel that the recording capabilities on the players is of a high quality. "Just like people made clear their preference for stereo, so too will they make clear their preference for top quality machines."

Will Paramount do anything to help any player manufacturers? Like all the other record companies without interests in the hardware field, Paramount will not. It will typically offer its repertoire in as many configurations as are selling.

Larry Welk, the general manager of Ranwood Records, offers a typical music company thought on the hardware scene: "It doesn't matter how many machines are introduced in the U.S. We're more concerned about the retail price of the tapes."

Welk feels the market for machines with a record feature will reflect a small percentage of total players sold. "There will be a small percentage who will take the music off the air, but that won't cut into our business," Welk believes.

"We're more concerned about having our music available." Companies like RCA, CBS and Capitol, which sell their own tapes, are also in the hardware field. At these companies the concerns are twofold:

- Getting their music to all retail outlets.
- Keeping their player designs as new as the competition.

This summer and fall the shelves of electronic equipment departments will be packed solidly with new cartridge machines with exotic and romantic monikers. The Sony, RCA and Automatic Radio dealers will all be happily stocked with product. Off on the side smiling confidently will be the music supplier. He has his Beatles, Elvis Presley, Blood, Sweat and Tears, Lalo Schifrin, Ray Stevens, Supremes, Carole King. Why worry about anything else?

Fast Rundown on Show's Tape World

*Continued from page 18*

For CES Show

- Manual track changers, cartridge dust door and illuminated program indicators.

Automatic Radio: Two portable cassette player/recorders and a compact 8-track stereo tape player (model SED-9060). The 8-track unit also plays 4-track cartridges with the company's Gidget attachment.

Craig: A line of cassette and cartridge tape recorders and players covering the portable and home spectrum. New units in the portable cassette line include: A pocket-size cassette recorder (model 2605) at $109.95; an AM radio-recorder (model 2607) at $69.95; portable push-button stereo cassette recorder (model 2608) at $129.95; portable cassette recorder (model 2610) at $47.95, and a push-button cassette recorder (model 2611) at $94.95.

Seminar Series For CES Show

*Continued from page 14*

Equipment." The format of the conference will feature four panels, composed of leading manufacturers, merchandisers and retailers. Panel moderators include: Jack Trux, Bell & Howell; Craig; Oscar Kusisto, Motorola, Inc.; "The Cartridge" panel; David Monoson, Marketing World, Inc., "The Open Reel" panel, and Donald Hall, Ampex Corp., "The Tape and Tape Accessories" panel.
After 5 years, Norelco continues to sell more cassette machines than anybody.

Here's how we can help you sell more, too.

A Complete Cassette Line. Ever since we invented the tape cassette and the first cassette machine—the Carry-Corder®—we've kept inventing and improving. So, Norelco today knows more about cassette than anybody. That's one reason we sell more than anybody.

Another reason is our complete line. Take a look. We have more variety within our line than anyone else. Everything your customer could possibly ask for. And they do ask for Norelco.

A Complete Advertising Program. To bring people into your store to see our complete line, we've planned the largest print campaign in our history. We've combined a blanket national campaign with direct local campaigns. Including co-op advertising for you. You'll see our advertising in Life, Esquire, Reader's Digest, Sports Illustrated, and hundreds of newspapers.

A Complete Merchandising and Display Program. We've also developed a merchandising and display program to help you sell Norelco on the spot once we get people into your store. Each display holds machines that work right from it. So, people can compare models and listen to the Norelco sound before they buy. And once they listen, there's no problem selling to them.

We want to stay number one in our field. And we want to help you stay on top in yours. If you're interested in more information, call your Norelco distributor.

The Re-inventor of Tape Recording.

A share-the-cost co-op advertising program is available to all retailers. Contact your distributor.

STILL OUR MEAT
TRY OUR POTATOES
The 8-Track Tape Cartridge System is celebrating its FIFTH Anniversary . . . Five years of dominating the American Tape market to become the most popular of all tape configurations in the U. S. Now, another major step . . . the launching of an 8-track merchandising thrust internationally.

As the 8-track system enters an even more exciting phase, Billboard will mark the occasion with a special section that will document the configuration's remarkable growth and speculate on its future.

If your company has a stake in the 8-track industry, this is a golden opportunity to shout the success of YOUR 8-track story to the worldwide readership of Billboard.

Coming July 19 Issue
Advertising Deadline: July 3

Contact your nearest Billboard representative today!
CHANNEL PRESENTS...

INMONT

CASS/8

- Never before... Cassette music from a cartrige player.
- Converts tape cartrige unit to play pre-recorded Cassettes. Just pop cassette in Cass/8 and insert in tape player the same as you would a regular recorded cartrige.

See Us at Booth A-332

CHANNEL
THE INDUSTRY'S FOREMOST
CREATOR OF CARTRIDGE
AND CASSETTE ACCESSORIES

CARTRIDGE TUNERS—AM • FM • AM-FM • FM MULTIPLEX STEREO
CASSETTE TUNERS—AM • FM

ACCESSORIES

- Channel Brite Cartridge Cleaner
- Test Cartridges
- Cartridge Head Cleaners
- Tape Storage Channels
- Player Maintenance Kit
- Cartridges All Lengths
- Dust Covers
- Cassettes All Lengths
- Makers—10
- Cassette Head Cleaner
- Cartridge Caddy—
  slot in Cassettes
- 6 Cassette Album
- Cassettes Speed Erase
- Cassettes Re-Mailing Labels
- "Carry 20" Carrier
- Speaker Burglar Alarm

CHANNEL MARKETING, INC. N.Y., N.Y. • For Information Write or Phone • 28 Springale Road, Cherry Hill, N.J. 08034 • Phone 609-424-3344
AUTOMATIC RADIO is introducing a portable cassette recorder/player (Model CAF-9832) with AM/FM radio at the Consumer Electronics Show.

A TAPE recorder that looks and handles like a portable radio is Hitachi's monaural cassette tape recorder (Model TRQ-250).

THE NEW 8-track stereo tape player from Automatic Radio plays 8-track cartridges and 4-track cartridges with a Gidget attachment.

IN SPITE of its compact size, the new Hitachi portable 2-track cassette tape recorder has many advanced features.

TELE IS offering an 8-track cartridge recorder/player unit for use with external music system. The Viking (811-R) turns on automatically when a cartridge is inserted.

A TAPE recorder that looks and handles like a portable radio is Hitachi's monaural cassette tape recorder (Model TRQ-250).

LEAR JET'S new 8-track auto stereo tape player (Model A-50) lists at $59.95.

HIGH-END UNIT from Scott is the Cassiever (Model 3610), an AM/FM stereo receiver cassette recorder combination unit at $399.95.

WOLLENSAK cassette recorder features built-in AM/FM radio and switchable automatic record level control.

PANASONIC'S WESTWOOD is a new AC or battery-operated cassette recorder with an FM/AM radio. A pop-up feature provides easy cassette changing. It retails at $99.95.

CASSETTE TAPE DECK from Panasonic features a full complement of push-button controls, an end of tape signal lamp and a digital tape counter. It retails at $109.95.

COMBINATION AC cassette recorder and AM/FM radio receiver is being introduced by Wollensak at the Consumer Electronics Show. The unit plays back both monaural and stereo cassettes.

IN SPITE of its compact size, the new Hitachi portable 2-track cassette tape recorder has many advanced features.
CE DEALERS: the hottest franchise in tape cartridge equipment is waiting for you at the Americana Hotel, 5th floor St. James Suite.

For Reliability, Experience and Leadership... 
TAPE CARTRIDGE PRODUCTS FROM TeLePro

MODEL SAT-1010X AM-FM MULTIPLEX STEREO RECEIVER

It's new! Compact! Powerful! Equiped with the DUAl Record Changer.

MODEL CC-8-R 8-TRACK CARTRIDGE RECORD AND PLAYBACK UNIT

The first fully automatic 8-track tape cartridge recorder built to professional standards! See and hear it at the CE Show.

Also on display at the Americana Hotel will be the complete line of MONARCH High Fidelity Receivers, Recorders and related accessories.

A division of Monarch Electronics International, Inc.
7035 Laurel Canyon Blvd. • North Hollywood, Calif. 91605
Phone: (213) 877-0406 • Cable: Monacor

JUNE 21, 1969, BILLBOARD

Fidelipac® 880 "Fool-Proof" 8 Track Cartridge

Tele-Pro designed the 880 for the Professional duplicator. Perfectly aligned closure opens and closes without expensive jigs or machines. Pinch roller and pressure pads provide proper alignment which withstands temperature variation, physical abuse, and tolerates differing capstan force in playback machines. The tape path and moving parts design offer dependable performance under severe conditions. For price, dependability, and consumer satisfaction, you can't beat the Fidelipac® 880.

TeLePro
JET CARTRIDGE

Breaks Cassette Price Barrier!

Each Tele-Pro cassette bears a written performance guarantee of reliability, and reproduction fidelity is built in before it leaves the factory. Fool-proof posts and a failsafe hub, as well as a plastic retainer to give positive hold to leader, make sure that performance is exact.

• All standard lengths
• Loaded with our own Fidelitape®
• Private labeling
• Head cleaners, too
• Display counter packed
• Smoke-tinted styrene
• Immediate delivery

TeLePro COMPACT CASSETTES

Made in U.S.A. — licensed by NAP — pre-loaded with Fidelitape® — pre-leadered or unassembled — private labeling. All lengths — plastic mailer boxes — display packaging.

4 and 8 track empty and loaded cartridges. Head cleaners, too.

Write or call TelePro for speedy information on your tape cartridge requirements.
The MM-1000 master recorder from Ampex.

Does some regional dialects too. Like Country and Western, Dixieland and even bits of Chicago Jazz. Depending on what you’re in to.

The only professional audio recorder with a transport designed specifically to handle 2" wide tape. The same transport that sails through rugged everyday use on thousands of Ampex professional video tape recorders throughout the world.

Buy it in 8, 16, or 24 channels. If you decide to start with 8, you can expand later to 16 or 24. It’s our heavy. Look into it. Could be just the thing for what you’re in to.

Information from Ampex, 401 Broadway, Redwood City, California 94063. Or call collect (415) 367-4400.

The machine that speaks two languages. Longhair and long hair.
Four-Tune Kookies

The new generation is EP. Restless: Only 12 minutes instead of 120. Threadbare: The lower half (where you put in the tape) is toothless for no-thread loading. Simple: Only 5 parts, including the two halves of the case. Unwashed: Our precision molding is immaculate. And our EP cassette enjoys freedom of assembly: Snap or weld together.

THE QUALITY TWINS
INSIST ON THE BEST!

FOR TAPE CARTRIDGES
B83TC
Holds 24 Tapes
Available in 4 colors
BLACK ALLIGATOR
BROWN BLUE WHITE

FOR CASSETTES
B84TC
Holds 30 Cassettes
Available in BLACK and BROWN ALLIGATOR
See us at the EIA show, room A141, Americana.

THE QUALITY TWINS

FOR TAPE CARTRIDGES
B83TC
Holds 24 Tapes
Available in 4 colors
BLACK ALLIGATOR
BROWN BLUE WHITE

FOR CASSETTES
B84TC
Holds 30 Cassettes
Available in BLACK and BROWN ALLIGATOR
See us at the EIA show, room A141, Americana.

SOUTH'S LARGEST TAPE
ONE-STOP 4 AND 8 TRACK
STEREO CARTRIDGE TAPES

One day service. Complete inventory all lines. All orders shipped same day. Write, Phone, Wire or Call Collect.

STAN'S
728 Texas, Shreveport, La.
(318) 422-2182

Billboard has the "IN" side story
ON Tape Billboard

BEST SELLING TAPE CARTRIDGES

8-TRACK

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE - Artist, Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>BLOOD, SWEAT &amp; TEARS - Columbia</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>3</td>
<td>BAYOU COUNTRY - Columbia</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>GILMOUR - Columbia</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>4</td>
<td>IN-A-GADDAR-DA-VIDA - Columbia</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>5</td>
<td>BAYOU COUNTRY - Columbia</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>GILMOUR - Columbia</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>GREATEST HITS - Columbia</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>8</td>
<td>NASHVILLE SKYLINE - Columbia</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>9</td>
<td>ASSOCIATION'S GREATEST HITS - Columbia</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>10</td>
<td>WICHITA LINEMEN - Columbia</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>BAYOU NIGHTS - Columbia</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>12</td>
<td>LED ZEPPELIN - Columbia</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>13</td>
<td>CLOD NINE - Columbia</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>14</td>
<td>JOHNNY CASH AT FOLSOM PRISON - Columbia</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>15</td>
<td>HELP YOURSELF - Columbia</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>16</td>
<td>MY WAY - Columbia</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>17</td>
<td>T.C.B. - Columbia</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>18</td>
<td>TIM PEACE - COLUMBIA</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>19</td>
<td>FEVER ZONE - Columbia</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>20</td>
<td>BEATLES - Columbia</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>21</td>
<td>HAWAII FIVE-O - Columbia</td>
<td></td>
</tr>
</tbody>
</table>

CASSETTE

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE - Artist, Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>BLOOD, SWEAT &amp; TEARS - Columbia</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>3</td>
<td>BAYOU COUNTRY - Columbia</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>GILMOUR - Columbia</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>4</td>
<td>IN-A-GADDAR-DA-VIDA - Columbia</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>5</td>
<td>BAYOU COUNTRY - Columbia</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>GILMOUR - Columbia</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>GREATEST HITS - Columbia</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>8</td>
<td>NASHVILLE SKYLINE - Columbia</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>9</td>
<td>ASSOCIATION'S GREATEST HITS - Columbia</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>10</td>
<td>WICHITA LINEMEN - Columbia</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>BAYOU NIGHTS - Columbia</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>12</td>
<td>LED ZEPPELIN - Columbia</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>13</td>
<td>CLOD NINE - Columbia</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>14</td>
<td>JOHNNY CASH AT FOLSOM PRISON - Columbia</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>15</td>
<td>HELP YOURSELF - Columbia</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>16</td>
<td>MY WAY - Columbia</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>17</td>
<td>T.C.B. - Columbia</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>18</td>
<td>TIM PEACE - COLUMBIA</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>19</td>
<td>FEVER ZONE - Columbia</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>20</td>
<td>BEATLES - Columbia</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>21</td>
<td>HAWAII FIVE-O - Columbia</td>
<td></td>
</tr>
</tbody>
</table>

4-TRACK

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE - Artist, Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2</td>
<td>BLOOD, SWEAT &amp; TEARS - Columbia</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>3</td>
<td>BAYOU COUNTRY - Columbia</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>1</td>
<td>GILMOUR - Columbia</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>4</td>
<td>IN-A-GADDAR-DA-VIDA - Columbia</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>5</td>
<td>BAYOU COUNTRY - Columbia</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>GILMOUR - Columbia</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td>GREATEST HITS - Columbia</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>8</td>
<td>NASHVILLE SKYLINE - Columbia</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>9</td>
<td>ASSOCIATION'S GREATEST HITS - Columbia</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>10</td>
<td>WICHITA LINEMEN - Columbia</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>11</td>
<td>BAYOU NIGHTS - Columbia</td>
<td></td>
</tr>
</tbody>
</table>

Billboard SPECIAL SURVEY For Week Ending 6/21/69
SPECIAL SERVICE
for Subscribers in Great Britain and Europe

If you are a subscriber to any one of these BILLBOARD publications
- Amusement Business
- American Artist
- Billboard
- High Fidelity
- High Fidelity/Musical America
- Merchandising Week
- Modern Photography
- Vend

payment for your new or renewal subscription can be made direct to our London office:

TELLTIME LTD.
7 Carnaby St.
London W1, England

We'll let you in on the secret at the Consumer Electronics Show
- SEE our model plant take raw materials and turn them into finished magnetic tapes.
- HEAR music recorded and immediately played back on tape as it comes directly off the model coating machine.
- SEE the exciting new developments in Hi-Fi tape products from BASF, the fastest growing tape producer in the business.
- GET your sample of prerecorded tape.
- VISIT our display area — No. H-203 at the New York Hilton, June 15-18. We'll be looking forward to seeing you.

BASF SYSTEMS INC
Crosby Drive, Bedford, Mass. 01730

THE 3RD TAPE CARTRIDGE FORUM
IS COMING SOON...

SEE PAGES 100, 101 FOR DETAILS
NEW YORK—Panasonic has designed the first brushless DC motor aimed at eliminating rumbles, hums and flutters from its record players. The low speed motor drives the turntable directly and cuts out the speed reduction mechanisms required by conventional AC or DC motors.

The unit was displayed at the Consumer Electronics Show (CES) which opened here on Sunday (15). A spokesman for the company explained that the problems of rumbles, hums and flutters in conventional record players are traceable to the high speed revolution of phonograph motors.

He said that speed reduction mechanisms required by conventional motors have a speed range of several hundred to several thousand rpm's.

"Rumble," he said, "is caused by the vibrations of a high speed motor; and even though a rubber absorber is employed to pick up as much of the vibration as possible, yet a significant residue is inevitably transferred to the turntable and picked up by the stylus.

"On the other hand, varia-

Yamaha Displays Complete Line

NEW YORK—The Yamaha International Corp. displayed for the first time on Sunday (15) a complete line of audio products at the Electronics Show.

The line includes Natural Sound Systems and stereo consoles. Long known for its high quality pianos, organs and other musical instruments, the company utilized the shape and concept of the sound board found in its grand pianos to achieve a natural sound reproduction in its speaker systems. The stereo consoles feature these speakers.

Panasonic’s Rumble Remover

NEW YORK—Panasonic has designed the first brushless DC motor aimed at eliminating rumbles, hums and flutters from its record players. The low speed motor drives the turntable directly and cuts out the speed reduction mechanisms required by conventional AC or DC motors.

The unit was displayed at the Consumer Electronics Show (CES) which opened here on Sunday (15). A spokesman for the company explained that the problems of rumbles, hums and flutters in conventional record players are traceable to the high speed revolution of phonograph motors.

He said that speed reduction mechanisms required by conventional motors have a speed range of several hundred to several thousand rpm's.

"Rumble," he said, "is caused by the vibrations of a high speed motor; and even though a rubber absorber is employed to pick up as much of the vibration as possible, yet a significant residue is inevitably transferred to the turntable and picked up by the stylus.

"On the other hand, varia-

24 Players to Highlight '70 Home Line by Zenith

CHICAGO — Zenith Radio Corporation’s 1970 line of home entertainment products is highlighted by 24 consoles high-fidelity stereo record playing units. The units are shown at the electronics show.

Other newcomers are a phonograph and AM/FM stereo FM radio-phonograph with the Zenith modular stereo "Circle of Sound" system at new lower suggested list prices of $169.95 and $239.95.

According to Zenith Sales Co. president Walter Fisher, new engineering developments in the line include an advanced design Custom Stereo Professional 4-speed record changer with a synchronized motor drive, a new "instant-touch" stereo control panel with six control buttons that are sensitive to the slightest touch of a finger and a solid-state AM/FM stereo FM radio with a new field effect transistor circuit.

In Zenith’s console line, 17 models have two exponential (Continued on page 52)
Make the summer! At Newport '69, the greatest musical fair ever! On June 20, 21, and 22, at Devonshire Downs in Northridge: 31 of the top names in rock music, plus rides, booths, food, balloons, flowers... It's all there!

Tickets available now at the usual outlets. $6 per day if you buy in advance, $7 per day at the gate. The three-day package: just $15. Don't miss this!

Devonshire Downs in Northridge, next to Valley State College.

Ticket Outlets: Devonshire Downs • Valley State College • Wallichs • Mutual Agencies • Free Press Book stores • Groove Company Stores • Sound Spectrum (Laguna) • Judkin’s Music Store (Garden Grove) • Long Beach Arena • Harris Stores (San Bernardino) • Buffum’s • Hinshaw Stores

For further information call 213-363-8181.

A Mark Production.

Newport '69 is not an affiliation with Newport Folk or Jazz Festivals.

Fri. June 20, 3 p.m. to Midnite
Jimi Hendrix Experience
Spirit—Guest Star
Don Ellis
Edwin Hawkins Singers
Ike & Tina Turner
Joe Cocker
Southwind
Taj Mahal

Sat. June 21, Noon to Midnite
Creedance Clearwater
Steppenwolf—Guest Star
Albert Collins
Brenton Wood
Buffy St. Marie
Charity
Eric Burdon
Friends of Distinction
Jethro Tull
Lee Michaels
Love
Sweetwater

Sun. June 22, Noon to 10 p.m.
The Rascals
Festival Guest Stars
The Chambers Bros.
Booker T. & The MGs
Flock
Grassroots
Johnny Winter
Marvin Gaye
Merryweather
Mother Earth
Poco
The Byrds
Three Dog Nite
Talent

Berry the Berries at Fillmore

NEW YORK—Thunderclaps applause that turned to rumblings of disapproval greeted Chuck Berry, who incited fans to riotous ecstasy with flashes from his big red Gibson and a classic romp through the rock 'n' roll grave- yard, once again very much alive and kicking. And though Fillmore East is no People's Park—or even a people's theater—the establishment still thrilled the paid patrons who came out Saturday (7) to see the musical Albert King and hard rock's the Who.

His head pulled down into his open-colored white shirt, Big Albert King bent the high notes higher, winning at the pain of hitting high frequencies and squeezing his eyes as the notes climbed his spine like the steel clapper in the test of strength. King held down that note like a giant, weighted buoy, but his music cut the air with the sweetness, most simplistically penetrat- ing edge. He doesn't play many notes and doesn't have much on his mind whatever he challenges to say he makes clearly under- stood. His blues ballad "Crosscut Saw" was sheer beauty. King plays each note through the lot of electric charge as he plays left-handed and up- side down, without a pick.

COFFEE HOUSE
CIRCUIT PERKS

NEW YORK—The third annual Coffee House Circuit con- ference will be held Monday-Tuesday (16-17) at the Forum Theater in Lincoln Center and at the Bitter End in Greenwich Village. More than 200 delegates representing 300 schools will attend.

Ian & Sylvia Duo
Wed to Perfection

NEW YORK—Not even las- tminute bugs in the amplifier system and broken harpsichord strings could prevent a singing team of Ian and Sylvia, MGM Records artists, from turning in a professional, open tuned (10) at the Cafe Au Go Go. The couple, oozing professionalism from the tips of their guitar-strumming, ivory tickling fingers, to the soles of their patent leather dancing pumps,53 stocked over the first night's foul-ups to breathe through a racy, fun-filled, sing-a-long rep- ertoire of songs which left their audience screaming in the aisles for more. This exciting, young husband and wife team is on the verge of a pop career. Sylvia appeared on stage as chichi clad as a schoolmarm on her way to a New York department store's bazaar. Even members of the Great Speckled Bird, the duo's accompanying band, were feeling the pinch of most of them written by the couple, offer a wide variety of moods. (Continued on page 40)

Van Zandt Effective Artist
—Children & Ralph Excel

NEW YORK—Towees Van Zandt was effective at Steve Paul's Scene on June 5, an ac- complishment that can only be pulled off by a superior folk artist. Two pop groups, the Scene's usual fare, also had fine sets. The Children, trying their own material, were excellent, and a new group, Ralph, showed considerable promise. More will be heard from this blues unit.

Van Zandt relied heavily on his initial Poppay album and, since this album has been material, his judgment proved good. "Snake Mountain Blues" was a staple of his repertoire. His tender "She Came and She Touched Me," the poignant "Like a Summer Thursday," and the telling "Our Mother the Mountain," were other top tunes from the album, whose title is the last number. The young artist, who displayed a fine folk voice, also went pop with Muddy Waters' "Mighty Hand," a gypsy number. A&M's Children of God opened with their title tune, "Children of God," in folk style. This unit continues to shine with strong vocals and solid instrumental work as the drum, guitar and bass solos in this number demonstr- ated.

N. Sinatra to Intl. Aug. 28

LAS VEGAS — Nancy Sin-Fra will follow Barbra Streisand and Elvis Presley into the new International hotel here, starting Aug. 28.

Mac Davis will write special song material for the act, which marks her nightclub debut here. Her father is signed to Caesar's Palace and has just concluded his first contract with Davis.

The International is slated to open in July.

On another matter concerning recording, singer and Reprise artist, Don Ho, the Hawaiian singer, currently working at Studio One until June 5, will play dates in four California cities before returning to Honolulu. He recorded the disc of five Kraft Music Hall TV shows he will host. He is slated to work in San Francisco, Friday (6); San Diego, Saturday (7); Sacramento, Sunday (8), and Fresno, Monday (9).

New Underground Gets Lift From McCoys

NEW YORK—The McCoys, firmly entrenched in the under- ground milieu, gave a strong first set at New York's Secret, Tuesday (10), sparked by Rick Zehringer on lead guitar and vocals. The band, trying to change their image, also were impressive.

After a good instrumental with a boogie beat, the McCoys lashed into "Jesse Brady," a Mercury single. Organist Robert Peterson began this one on harmonium. One number in which the group has retained from its initial al- bum, "Tommy," was re-recorded "live" at the Scene in the McCoys', most recent Mercury LP. Here, Zehringer varied his voice from soft to loud effectively, giving an even better feeling of the screaming "Lord, Have Mercy."

Wilson Pickett's "Don't Fight It" was a top-notch rhythm number with the rhythm sections capably maintained by guitarist Tommy Zehringer, and bass guitarist Randy Hobbs. Here, Randy Zehringer's solo was bluesy at times and virtuosic. "Daybreak" was a strong closer with all of the musicians shining.

An example of the change in the Vagrants was the instrumen- tal, "(Thelonious Monk)," a pro- fuse and jazz number replete with improvisation. Lead gui- tarist Tommy Cosgrove, organist Mark Klingman, and bass gui- tarist Stuart Wasserman were sharp in their solos. Wasserman's long hit was especially impressive.

The Vagrants' variety was demonstrated by the country "Kirkpatrick of Delhi," the "rock's, Everybody in the Con- gression" and Ray Charles' blues, "I Got News for You." Cosgrove's vocals were strong throughout as was the group's steady instrumental work spear- headed by drummer Roger Zehringer, the only member left from the original group.

FRED KIRBY

Underground Gets Lift From McCoys

NEW YORK—The McCoys, firmly entrenched in the under- ground milieu, gave a strong first set at New York's Secret, Tuesday (10), sparked by Rick Zehringer on lead guitar and vocals. The band, trying to change their image, also were impressive.

After a good instrumental with a boogie beat, the McCoys lashed into "Jesse Brady," a Mercury single. Organist Robert Peterson began this one on harmonium. One number in which the group has retained from its initial al- bum, "Tommy," was re-recorded "live" at the Scene in the McCoys' most recent Mercury LP. Here, Zehringer varied his voice from soft to loud effectively, giving an even better feeling of the screaming "Lord, Have Mercy."

Wilson Pickett's "Don't Fight It" was a top-notch rhythm number with the rhythm sections capably maintained by guitarist Tommy Zehringer, and bass guitarist Randy Hobbs. Here, Randy Zehringer's solo was bluesy at times and virtuosic. "Daybreak" was a strong closer with all of the musicians shining.

An example of the change in the Vagrants was the instrumen- tal, "(Thelonious Monk)," a pro- fuse and jazz number replete with improvisation. Lead gui- tarist Tommy Cosgrove, organist Mark Klingman, and bass gui- tarist Stuart Wasserman were sharp in their solos. Wasserman's long hit was especially impressive.

The Vagrants' variety was demonstrated by the country "Kirkpatrick of Delhi," the "rock's, Everybody in the Con- gression" and Ray Charles' blues, "I Got News for You." Cosgrove's vocals were strong throughout as was the group's steady instrumental work spear- headed by drummer Roger Zehringer, the only member left from the original group.

FRED KIRBY
"People" is beautiful and "People" love "Ulla."
And you're going to need a lot of "People."

"ULLA" b/w "TURNIN' ME IN" #4088 PRODUCED BY MARK WILDEY FOR LAMPLIGHT PRODUCTIONS.
Crown College Music Champs

ST. LOUIS—The big band from the University of Illinois, the Harry Miedema Combo from Indiana University, vocalist Don Smith of Illinois and the Vassar G-Stringers vocal group were crowned as the collegiate music champions at the Budweiser and TWA-sponsored Collegiate Music Festival, held May 22-24, at the Kiel Opera House, St. Louis. The victory for the Illinois band, led by John Garvey, was its second sight.

The Miedema championship quintet from Indiana University featured the leader on alto sax; Harry Wilkinson, drums; Shelby James, piano, and Richard Straub, bass.

The judge declared a tie in the vocal category, where the finalists were Vassar's folk-sing- ing G-Stringers and Illinois vocalist Don Smith. Members of the Vassar group are Jane Scheps, Becky Norris, Fran Fine, Melissa Moody, Cate Livingston and Gloria Stokus.

All of the winning groups from St. Louis will compete against the top Canadian campus music talent in the North American College Music Championships Aug. 23 in Toronto.

The 17 groups which ap- peared at St. Louis were the survivors of more than 11,000 college musicians from 1,100 schools who began competing at six regional festivals earlier this year.

Members of the judging panel were: Dr. M.E. Hall, head of the Music Department of Stephen F. Austin State College, Texas; composer-flutist Paul Horn; saxophonist-arranger-composer Lenny Breau; keyboardist Johnny Smith, and trumpetist-bandleader Clark Terry.

Baja Marimba Shows Top Musical, Comedy Styles

LOS ANGELES—The Baja Marimba Band has developed its comedy to such a fine point that their antics in person now threaten to dominate their posture as a musical aggregation.

This comedic flair was strong- ly evident at the band's first appearance at the Century Plaza's Westside Room Wednesday (4). The hour's set moved swiftly and on the band's sleepy-eyed members.

Almost everybody took a crack at some humorous bit, with the accent was on buffoonery musically and melodically, but the accent was on buffoonery and on the band's sleepy-eyed members.

Mann Forms New Group

LONDON — The Manfred Mann group has disbanded and Manfred Mann and drummer Mike Hugg have formed a new group called Manfred Mann Chapter 3, developed from the 10-piece rehearsal band, Empress.

Mann split with his manager, Gerry Brion, and is now represented by David Joseph, who also represents Keith Potger (former member of the Seekers) and the Australian group, Procession.

The question of the old Mann group's recording contract with Fontana is now in the hands of Mann's legal advisors, and Joseph told Billboard: "We have been advised by Manfred's solicitor and counsel that the group is no longer bound by its Philipps-Fontana contract and we are free to negotiate a new deal."

Joseph will seek to negotiate a U. S. contract for all the new group.

NEW YORK—The much im- proved Amboy Dukes has a first set at Ungano's on Sunday (8). Also impressing was A&M's John Braden. The Am- boy Dukes are down to essentials, having reduced the group to the four, but the four are the key members.

Andy Solomon on keyboard has taken over vocals and, surpris- ingly, he came off better than the group's previous vocal- ists, having reduced the group to the four, but the four are the key members.

Lopex Turns on The Rhythm in A Driving Act

NEW YORK—Trini Lopez obviously likes to present him- self as a rhythm machine—his Waldorf-Astoria East Room opening on June 2 went right from "Come a Little Bit Closer" to "What'd I Say" via "La Bamba," "Land of 10,000 Dances," "If I Had a Hammer," and "America." All were performed with the same incessant force and drive that made for a happy nightclub scene.

Actually, of course, this rhythm attack of Lopez is an il- lusion because he does slip in several ballads too. Brassmen Dave Wells and Lee Katzman provided a deep, rich section sound and they, too, went in for fun.

Nightclub Sabbatical Puts 'Hair's Jennifer in Trim

CHICAGO — It has been more than a year since Jennifer did the nightclub scene but that year was well spent. As the feminine lead in the Los An- geles production of "Hair," the blonde singer matured nicely and her "comeback" here at Mister Kelly's up to her solid stage performance.

Dressed in a gruny outfit that emphasized her long, lean appear- ance, the Parrot recording artist quickly established her in- tense, clear style with the opening song, "Both Sides Now," and such subsequent numbers as "Fool on the Hill" and "Don't Rehearse Rag" which are described as a "Leonard Cohen poem set to music."

It's an experience just to watch Jennifer because her gestures are as intense as her singing. Whether one watches the moves of her hands or the way she abruptly turns her head, there's a feeling that Jennifer knows the secrets of life and wants to tell the world.

Although her style remains more, Jennifer can change moods quickly. Her light, breezy rendition of "Down on Santa Monica Pier" is in sharp con- trast to her closing number, "It's Easy to Be Hard," which she sang rightly in "Hair." The bal- lied is also her current single on Parrot. Theo SCHLACHTER

Int'l Artists Corp. Into Rock Clubs

NEW YORK—International Artists Prodoucing Corp., produc- tion-management-publishing complex based in Houston, is moving into the rock club business. Through a newly formed separate corporate divi- sion, the firm has been operating Love Street, a Houston club, and it recently opened the second edition of Love Street in nearby Corpus Christi. The company now envisions a flock of clubs, both direct ownership and franchising in key markets through- out the country.

JUNE 21, 1969, BILLBOARD
Dynamic
Bobbi Martin
has a Double Barrel Hit!!!
‘YOUR CHEATIN’ HEART’
b/w Tennessee Waltz
United Artists #5023

Exclusively on UNITED ARTISTS RECORDS

FRED ROSE MUSIC another in the family of ACUFF-ROSE publishers
Blues singer Brenda Patterson has signed an exclusive management-booking contract with Bethye Berger's Continental Artists agency in Memphis. Miss Berger negotiated a contract with Larry Cohen, director of Epic Records of New York, for Miss Patterson, who has been one of the top singers in the Mid-South for several years. The 21-year singer will record a single and album for release on the Epic label. She appeared with Johnny Winter at the Memorial Day event. Jim Stewart, president of the Star-Voil Hip record complex, will hold his first regional sales meeting in September at the Holiday Inn Riverview in Memphis. The regional meeting follows Stewart's national meeting in which he had initial orders of more than $2 million on 27 albums and 30 single releases. Since the meeting in May the company has racked up an additional million in sales.

Chet Price, the first Negro singer in the country field signed by RCA, still keeps close ties with his family at Stiegl and Lambert, Misc. He attended the wedding of his youngest sister at Lambe last week.

John King, who publishes the Gideon B. Matthews tip sheet for disk jockeys, has been signed as a public relations director with Ardent Recording Studios. Ardent is one of Memphis' top rental studios and has had such artists as the Gentrys, Short-Kuts, recording in the studio. John Fry, president of Ardent, said, "we have been working with Pepper and Jingle Co., and will expand our own operations for rentals." Bob Kranows, president of Blue Sun Recording Co., has been working with Ike and Tina Turner at Ardent and Hi Record Co., where they are being produced by Willie Mitchell.

East Cape, manager of the Fame-Capitol Recording Studio's at 1740 South Bellevue will work with his staff band in developing the studio sound. "We want to have the Memphis Sound with the strong bass and drums but will modify to fit into our Fame operations at Muscle Shoals, Ala," said Cape.

Dan Penn and Spooner Oldham have been producing Otis Redding at a Nashville Studio. The successful Penn-Olwood songwriting team worked with Waters for Capitol. Tom Dooley will play for four days at Memphis' TJ's Lounge Dooley is managed by Phil Levin.

Ralph R. Russell, president, and Quinton Claunch, vice-president of Goldband Record Co., have been working with Louis Paul and the Ovationists at Sounds of Memphis Studios. Chips Moman, president of American and Tommy Coghill, producer at American, worked with Sandy Posey on albums material for the Box-Tops album.

Ray Brown, president of National Artists Association, expects to send Jerry Lee Lewis on a European tour in the early fall. Lewis has been working on the West Coast.

From The Music Capitals of the World (DOMESTIC)

MEMPHIS
Blues singer Brenda Patterson has signed an exclusive management-booking contract with Bethye Berger's Continental Artists agency in Memphis. Miss Berger negotiated a contract with Larry Cohen, director of Epic Records of New York, for Miss Patterson, who has been one of the top singers in the Mid-South for several years. The 21-year singer will record a single and album for release on the Epic label. She appeared with Johnny Winter at the Memorial Day event. Jim Stewart, president of the Star-Voil Hip record complex, will hold his first regional sales meeting in September at the Holiday Inn Riverview in Memphis. The regional meeting follows Stewart's national meeting in which he had initial orders of more than $2 million on 27 albums and 30 single releases. Since the meeting in May the company has racked up an additional million in sales.

Chet Price, the first Negro singer in the country field signed by RCA, still keeps close ties with his family at Stiegl and Lambert, Misc. He attended the wedding of his youngest sister at Lambe last week.

John King, who publishes the Gideon B. Matthews tip sheet for disk jockeys, has been signed as a public relations director with Ardent Recording Studios. Ardent is one of Memphis' top rental studios and has had such artists as the Gentrys, Short-Kuts, recording in the studio. John Fry, president of Ardent, said, "we have been working with Pepper and Jingle Co., and will expand our own operations for rentals." Bob Kranows, president of Blue Sun Recording Co., has been working with Ike and Tina Turner at Ardent and Hi Record Co., where they are being produced by Willie Mitchell.

East Cape, manager of the Fame-Capitol Recording Studio's at 1740 South Bellevue will work with his staff band in developing the studio sound. "We want to have the Memphis Sound with the strong bass and drums but will modify to fit into our Fame operations at Muscle Shoals, Ala," said Cape. Dan Penn and Spooner Oldham have been producing Otis Redding at a Nashville Studio. The successful Penn-Olwood songwriting team worked with Waters for Capitol. Tom Dooley will play for four days at Memphis' TJ's Lounge Dooley is managed by Phil Levin.

Ralph R. Russell, president, and Quinton Claunch, vice-president of Goldband Record Co., have been working with Louis Paul and the Ovationists at Sounds of Memphis Studios. Chips Moman, president of American and Tommy Coghill, producer at American, worked with Sandy Posey on albums material for the Box-Tops album.

Ray Brown, president of National Artists Association, expects to send Jerry Lee Lewis on a European tour in the early fall. Lewis has been working on the West Coast.

JAMES D. KINGSLEY
Here he is—at the piano—the man in the turtle-neck sweater who has arranged, conducted and produced the Glen Campbell hits. Al DeLory playing his own matchless arrangements of: “Gentle On My Mind,” “Galveston,” “Wichita Lineman,” “Where’s the Playground Susie?”—all of the Glen Campbell classics. A rich sound in more ways than one.
Ad Notes

By CLAUDE HALL
Radio-TV Editor

Sometimes one wonders if the perhaps the grey-suited types on Madison Avenue aren't too closely following the theatre of Marshall McLuhan's "the medium is the message" concept. For example, the latest radio-TV spots about Ballantine Beer. Does it pay to point out the relative ordinariness of the flaws of the product? The scene opens in the office of a psychiatrist conducting a therapy session. One of his patients, a 30-year-old, has just been aggravated by the switch from jingles in advertising to more sophisticated music to create commercials, he said. "Our facilities have been booked solid for the past five years, causing much business expense to go out of Chicago. Now, with more studios here, and with our own equipment, it is generating a tremendous amount of recording activity and rivaling Nashville in the number of sessions."

Universal was the first here to add a new studio. MM 1000, Clapper said, describing the studio as being capable of accommodating 16- and 16-track productions, but its real breakthrough has been through developing a way to "patch" into the MM 1000 from small studios that can offer rates as low as $25 an hour.

"The MM 1000 offers tremendous flexibility and has allowed us to develop a new philosophy. For one thing, the MM 1000 can be operated entirely by remote control. Also, it can be monitored by closed-circuit television from studios as small as a narration booth if necessary. From the central studio we can patch in whatever is required from the small studio.

"The small studio does leave something to be desired acoustically speaking, but with the MM 1000 everything can be compensated. For example, the echo effects and equalization can be added. Working from the small studio the engineer can read the tapes on the MM 1000 over television. In effect, the small studio becomes a full-size 16-track studio."

Universal hasn't received deliveries of the complete recording system but plans to have one installed very soon, Clapper said.

Costs Boosted

The tremendous strides in recording studio technology has boosted the costs of studio time and this has been aggravated by increased wage demands on the part of musicians and engineers in recent months.

"This is part of the reason independent recording studios may have to operate. With all the increased costs how can the independent studio compete with the major labels that operate their own studios and can afford artists to work for as much as a month on one album? The major label doesn't depend on a studio to pay its way but the independent studio must depend upon rental fees to sustain all the costs involved,\" the studio chief said.

An organization of independent recording producers has already approached many mutual problems. Cetera, for example, has been involved in the annual trade show would also be possible.

"An organization of independent recording producers has already approached many mutual problems. Cetera, for example, has been involved in the annual trade show would also be possible."

By EARL PAIGE

CHICAGO — Although independent recording studios have enjoyed phenomenal growth in recent years, there have shared in the widespread use of contemporary music in commercials. The advent of the compact disc is re- sulting in the face of increasing pressures that now force them to form a national association. This is the view of A. B. (Bernie) Clapper, whose studio here has recently developed a service to provide low-cost studios served by a centrally located control room offering 8- and 16-track facilities.

Clapper pointed out last week that his firm, Universal Recording Corp., offers more varied services than any other facility in the Midwest. He also said that because of other, expanding studio facilities, the current facilities of jingle writers, record companies, independent recording studios, and, through its Tonto Tapes division, provides duplicating for record companies, 4- and 8-track CARtridges.

Universal's expansion has been in directions exhibiting unparalleled growth in recent years. The computer generated music field, Clapper expects to add a new area. Mike Sylvester, who recently completed a recording on Noneuch involving the computer-generated composition of John Cage and LeJaren Hiller, said that using the 'HIPSCHM' computer spelling for harpsichord, required compressing 52 key strokes to a pencil. With the computer-generated music, Universal has a two-track stereo.

Clapper employs the word "logarithmically" to describe the growth of cassettes in industrial fields. "At Tonto Tapes we have 40 people working two eight-hour shifts a day, and increasingly, we have components of cassette duplication. Right now, 50 percent of our duplicating is for industrial use by firms which use cassettes for sales training and communication.

Studio Sport

The growth of independent recording studios has spurred sales of new studio equipment. Please brought about by the switch from jingles in advertising to more sophisticated music to create commercials, he said. "Our facilities have been booked solid for the past five years, causing much business expense to go out of Chicago. Now, with more studios here, and with our own equipment, it is generating a tremendous amount of recording activity and rivaling Nashville in the number of sessions."

Universal was the first here to add a new studio. MM 1000, Clapper said, describing the unit as being capable of accommodating 16- and 16-track productions, but its real breakthrough has been through developing a way to "patch" into the MM 1000 from small studios that can offer rates as low as $25 an hour.

"The MM 1000 offers tremendous flexibility and has allowed us to develop a new philosophy. For one thing, the MM 1000 can be operated entirely by remote control. Also, it can be monitored by closed-circuit television from studios as small as a narration booth if necessary. From the central studio we can patch in whatever is required from the small studio.

"The small studio does leave something to be desired acoustically speaking, but with the MM 1000 everything can be compensated. For example, the echo effects and equalization can be added. Working from the small studio the engineer can read the tapes on the MM 1000 over television. In effect, the small studio becomes a full-size 16-track studio."

Universal hasn't received deliveries of the complete recording system but plans to have one installed very soon, Clapper said.

Costs Boosted

The tremendous strides in recording studio technology has boosted the costs of studio time and this has been aggravated by increased wage demands on the part of musicians and engineers in recent months.

"This is part of the reason independent recording studios may have to operate. With all the increased costs how can the independent studio compete with the major labels that operate their own studios and can afford artists to work for as much as a month on one album? The major label doesn't depend on a studio to pay its way but the independent studio must depend upon rental fees to sustain all the costs involved,\" the studio chief said.

An organization of independent recording producers has already approached many mutual problems. Cetera, for example, has been involved in the annual trade show would also be possible.

"An organization of independent recording producers has already approached many mutual problems. Cetera, for example, has been involved in the annual trade show would also be possible."

By EARL PAIGE

CHICAGO — Although independent recording studios have enjoyed phenomenal growth in recent years, there have shared in the widespread use of contemporary music in commercials. The advent of the compact disc is resulting in the face of increasing pressures that now force them to form a national association. This is the view of A. B. (Bernie) Clapper, whose studio here has recently developed a service to provide low-cost studios served by a centrally located control room offering 8- and 16-track facilities.

Clapper pointed out last week that his firm, Universal Recording Corp., offers more varied services than any other facility in the Midwest. He also said that because of other, expanding studio facilities, the current facilities of jingle writers, record companies, independent recording studios, and, through its Tonto Tapes division, provides duplicating for record companies, 4- and 8-track CARtridges.

Universal's expansion has been in directions exhibiting unparalleled growth in recent years. The computer generated music field, Clapper expects to add a new area. Mike Sylvester, who recently completed a recording on Noneuch involving the computer-generated composition of John Cage and LeJaren Hiller, said that using the 'HIPSCHM' computer spelling for harpsichord, required compressing 52 key strokes to a pencil. With the computer-generated music, Universal has a two-track stereo.

Clapper employs the word "logarithmically" to describe the growth of cassettes in industrial fields. "At Tonto Tapes we have 40 people working two eight-hour shifts a day, and increasingly, we have components of cassette duplication. Right now, 50 percent of our duplicating is for industrial use by firms which use cassettes for sales training and communication.

Studio Sport

The growth of independent recording studios has spurred sales of new studio equipment. Please brought about by the switch from jingles in advertising to more sophisticated music to create commercials, he said. "Our facilities have been booked solid for the past five years, causing much business expense to go out of Chicago. Now, with more studios here, and with our own equipment, it is generating a tremendous amount of recording activity and rivaling Nashville in the number of sessions."

Universal was the first here to add a new studio. MM 1000, Clapper said, describing the unit as being capable of accommodating 16- and 16-track productions, but its real breakthrough has been through developing a way to "patch" into the MM 1000 from small studios that can offer rates as low as $25 an hour.

"The MM 1000 offers tremendous flexibility and has allowed us to develop a new philosophy. For one thing, the MM 1000 can be operated entirely by remote control. Also, it can be monitored by closed-circuit television from studios as small as a narration booth if necessary. From the central studio we can patch in whatever is required from the small studio.

"The small studio does leave something to be desired acoustically speaking, but with the MM 1000 everything can be compensated. For example, the echo effects and equalization can be added. Working from the small studio the engineer can read the tapes on the MM 1000 over television. In effect, the small studio becomes a full-size 16-track studio."

Universal hasn't received deliveries of the complete recording system but plans to have one installed very soon, Clapper said.

Costs Boosted

The tremendous strides in recording studio technology has boosted the costs of studio time and this has been aggravated by increased wage demands on the part of musicians and engineers in recent months.

"This is part of the reason independent recording studios may have to operate. With all the increased costs how can the independent studio compete with the major labels that operate their own studios and can afford artists to work for as much as a month on one album? The major label doesn't depend on a studio to pay its way but the independent studio must depend upon rental fees to sustain all the costs involved,\" the studio chief said.
Marty Robbins' newest album, "It's a Sin," has been a long time coming. We know that a lot of people have been waiting with great patience to get his original hit versions of both It's a Sin and You Gave Me a Mountain on an LP. Especially since You Gave Me a Mountain was written by Marty and has been recorded by so many of today's artists. "It's a Sin" also contains Marty's newest single, I Can't Say Goodbye, plus eight more new songs. All in all, the album makes a really strong impression. But then, it's what most people expect from a man with Marty Robbins' reputation for being one of the great singers of our time.

ON COLUMBIA RECORDS
FM'er's Rocking the AM Boat

By CLAUDE HALL

NEW YORK — FM radio stations, once considered white elephants, are now spreading and, in many cases, providing competition to AM radio stations. An example here is WOR-FM, which has virtually knocked off WMCA with its Top 40 format, and WABC, even knocked off WMCA with FM, stations once considered white seminaries. Paiva later demonstrated what type of records the artists should not make by playing some of the singles WPOT has rejected.

Long Play Weekend
Clicking for KRLA

By ELIOT TIEGEL

LOS ANGELES — KRLA, the avant-garde pop station, is completing its fourth weekend of "long-play weekend" whereby the programming emphasis is on album cuts.

This innovation of program director Doug Cox comes at a most propitious time: KHJ has left the station after four years.

General manager, who directs both an AM and an FM station in a major market, admits last week that his FM station is very close to overcoming his AM operation. An- d, a Drake-style station, Internet station manager — Jim Hilliard of WIBC and WNAP-FM in Indianapolis— feels that any broadcaster now making money with his FM station is "just crazy. Hilliard and WNAP-FM is seeking a Top 40 format revolving around 80 per cent singles and 20 per cent album cuts with strong personalities, to lambast WNEW-FM at a Top 40 outlet.

Hilliard, who once stated: "Rock, as we know it, is dead," is in the black with WNAP-FM, which is tightly formatted. He attributes part of the success of the FM station to lower overhead, but also the personality element of the staff and a wider playlist.

In a sense, this is a key to the success of the FM today. It's true that FM stations can get into the black with a classical music or easy listening format, but generally only over a period of years. Progressive Rock stations, however, are the key to a different audience appeal: twofold. For one thing, there has been a decided trend in the past year or so toward non-personality Top 40 radio stations and identification were the three areas. The Forum is drawing registrations from all over the U.S., including Whitney Young, which have been instrumental in promoting the "Sound of the Times." 

Tommy' Gets Full Play

NEW YORK — At least 25 radio stations, most of them FM operations, have played the Who's "My Generation" single, by the Who. Front-to-back, according to reports from the field promoting the single, WNEW-FM here, KEY-FM in Wichita, KAAY in Little Rock, WICE in Providence, WHO in Des Moines, KDAI in Denver, and KDWB-FM in St. Paul. The two- album set, which runs an hour and 12 minutes, has already been certified by the RIAA as a million-dollar album just three weeks after its release. Decca recently issued a special package of four singles strictly for Top 40 radio play.

June 21, 1969, BILLBOARD

Radio-TV programming

Forum Liftoff Near —Space at Premium

* Continued from page 1

Other representative forms which have been instrumental in shaping the direction of the Forum are Katz and Blair. Jim Greenwald, vice-president of Katz, will be chairman. Dave Klemm of Blair will be one of an outstanding slate of 37 speakers, including Whitney Young, executive director of the National Urban League, who speaks on the "Growing Significance of Community Involvement for Radio — Programs of Action."

Kenn Donnellon of Katz contributed immensely in promoting the "Sound of the Times" exhibit to radio time buyers on Madison Avenue. Many other radio representatives have contributed time and advice.

The Forum is drawing registrations from all over the U.S. and in Canada, Mexico, Tokyo and Mexico. Although many of the nation's leading program directors have registered, a good number of those attending this year are station managers and radio personalities.

"The Sounds of the Times" exhibit is being run on an uncondensed form of more than two dozen leading radio stations in all formats. The exhibit opened at 3 p.m. June 19. The sound system was installed by North American Philips Co.

For further details, call the education consulting firm, organizer of the meeting, at 212—687-5525.

FCC Fights Bias With Tougher Rules

WASHINGTON — New and tougher rules against racial discrimination in hiring by broadcasters have been announced by the Federal Communications Commission. Rules require that each station assure "genuine" equality of opportunity by recruiting, training, job design, and whatever other "positive" measures are needed. The programs must be "continuing."

Also, the commission wants comments on whether broadcasters with five or more full-time employees should have to submit equal employment opportunity programs they are adopting for employment of Negroes, orientals, American Indians and Americans with Spanish surnames. Reports on how the programs are working out would be made at station's license renewal.

Annual statistics on minority job holding would be sent in on a special form, to give the FCC a profile on minority employment in the industry, and would cover network personnel and headquarters staffs as well as station hiring.

The FCC says patterns of discrimination have grown up out of "indifference as much as out of outright bias." In view of today's "urgent national need for equal employment opportunities," the commission has set up definite rules for each licensee to provide equal opportunity and maintain a program to insure it. Also, forming a formal rule on the books permits the FCC to use fines, rather than having to resort to the rarely invoked cancellation of a license.

Tommy' Gets Full Play

NEW YORK — At least 25 radio station, most of them FM operations, have played the Who's "My Generation" single, by the Who. Front-to-back, according to reports from the field promoting the single, WNEW-FM here, KEY-FM in Wichita, KAAY in Little Rock, WICE in Providence, WHO in Des Moines, KDAI in Denver, and KDWB-FM in St. Paul. The two- album set, which runs an hour and 12 minutes, has already been certified by the RIAA as a million-dollar album just three weeks after its release. Decca recently issued a special package of four singles strictly for Top 40 radio play.

June 21, 1969, BILLBOARD
BACK BY POPULAR DEMAND!!!
The ALL Market Sound of

the Nashville Brass

featuring Danny Davis

\textbf{‘KAW-LIGA’}

A Smash Single and Fantastic Album

For eight months now, the totally different sound of the Nashville Brass has captivated listeners from coast to coast, while garnering fantastic exposure on radio stations of many and diverse formats. Suddenly, in the midst of a country music explosion, there came a sound that knew no boundaries. Top 40 stations found a place for the Nashville Brass in their play lists as readily as the country outlets. Once you hear it, you’re hooked. The bridge that the brass built has been crossed by music lovers from all walks of life—from the loyal followers of the Grand Ole Opry to the members of the “turned on” generation. Putting it plainly, everybody loves it.
Nancy Wilson, George Shearing, Sandler and Young. Always an encore performance. A people-jazz, where the people are, performance. Now, performing for...
POSITIONS OPEN

No. 1 rated station in top-30 market seeks midday personality, 50 -55, for Top 40. Must have Top 40/MOR experience. Send tape and resume to program director Lee Arbuckle. 165 W. 46th St., New York, N.Y. 10036.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

KETA, 4801, Eau Cluse Road, San Antonio, Texas, 78216, seeks Top 40 personality. Must be over 21, must be willing to relocate. Must have good voice quality, good language skills, excellent production and music knowledge. Send resume to: Claude Hail, Billboard Magazine, 165 W. 46th St., New York, N.Y. 10036.

First ticket needed for WEZL, Jacksonville, Fla., is for Top 40 disc jockey. This is an exciting opportunity for someone with Top 40 experience. Contact program director Jack Alls, 303-827-7455.

WROX Radio, Box 960, Boaz, Ala., is looking for a Top 40 personality. Must have Top 40/TOP 40 experience as Top 10 station. Send resume to WROX Radio, Boaz, Ala. 35711.

Major market operations with limousine, chauffeur and driver service. All male, two years experience. Good personality. Send tape and resume to: 165 W. 46th St., New York, N.Y. 10036.

1.600 watt, Chick country music station in Alabama seeks Top 40 personality. Good pay. Good working conditions. Must be neat and a good dresser. Must be willing to relocate. Send tape and resume to: Chuck Hall, Billboard, Box 65.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

First phone needed immediately for WKLQ, Lake Charles, La., is for Top 40 personality. Must be over 21. Six months experience minimum. Send resume to: Program Director, WKLQ, Lake Charles, La. 70601.

KETA, 4801, Eau Cluse Road, San Antonio, Texas, 78216, seeks Top 40 personality. Must be over 21, must be willing to relocate. Must have good voice quality, good language skills, excellent production and music knowledge. Send resume to: Claude Hail, Billboard Magazine, 165 W. 46th St., New York, N.Y. 10036.

First phone needed immediately for WKLQ, Lake Charles, La., is for Top 40 personality. Must be over 21. Six months experience minimum. Send resume to: Program Director, WKLQ, Lake Charles, La. 70601.

430 per week per top 40 personality. WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

Positions Wanted

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

Canadian stations, attention: Available immediately for Top 40, all male, 28 years old, high key personality. Must have solid background and extensive radio experience in Top 40. E-mail or phone: (416) 578-2670.

WEZL, Georgia, seeks Top 40 personality. Must be over 21. Send resume and photo to: WEZL Radio, Box 960, Boaz, Ala. 35711.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

 Need #2 for afternoon slot at station to mesh with existing Top 40 personality. Must be in Texas. Send resume to: Program Director, WSPA, Springfield, Mass. 01319.

Positions Wanted

Modern country music station seeks disc jockey and personality. Send resume and photo to: General Manager, KJZI, 22835 Highway 59, Panola, Texas 77868.

Consol. Pro. Dir.: Have been top Disk Jockey in major market, experienced in all phases of radio. College degree. Curriculum vitae. Correspondence not desired. Must have Top 40 experience. Looking for Top 40 or similar format operations. Send resume and photo to: Program Director, WSPA, Springfield, Mass. 01319.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.

WSPA, Springfield, Mass., has open position, 28 years old, for Top 40 personality. Send tape and resume to program director R. W. Goodwin. 454 Staleback Rd., Springfield, Mass. 01319. Phone: (413) 732-7333.
HOT 104

New York, N. Y. (WOR-FM)
Walt Whitman, Program Director


Georgia, Gin, & Yoko,” Beatles, Apple. BLFH: “First Hymn From Quentins Theme,” Charles Randolff, Rawwood.

Michigan, Mich. (WZZF)
Jim Wright, Program Director
BP: “While My Guitar Gently Weeps,” The Beatles, Capitol.


Norwich, Conn. (WICH)
Bob Craig, Program Director

South Lake Tahoe, Calif. (KTHG-AM-FM)
Bill Kingman, Program Director

RHYTHM AND BLUES

Miami Beach (WMBM), Danny Gee, Program Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Ashland, Ky. (WVB), Mike Todd, Program Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Chester, Pa. (WEEZ), Bob White, Program Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Cincinnati, Ohio (WUBS)
Bob Tiffen, Music Director
BH: “Young Love & Smith & Smith,” The Beach Boys.

San Francisco, Calif. (KGBM)
Jim Bayer, Program Director
BH: “You’re Gonna Need a Pillow,” Joe Bataan, Fontana.

Wyoming, WY (WVOE)
Jeff Stear, Program Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

COUNTRY

Ashland, Ky., and Huntington, W. Va. (WTCB), Mike Todd, Program Director

Cleveland, O. (WORC-FM), Jerry Halasz, Music Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Honover, N. H. (WDCR)
Paul Combschild, Station Manager
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Masleitos, Wis. (WOMT)
Jack Parker, Personality
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Fort Collins, Colo. (KCOL)
Kurt Hatcher, Program Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Baltimore, Md. (WMMS-Radio), Bill Kingman, Program Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Honover, N. H. (WDCR)
Paul Combschild, Station Manager
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Worcester, Mass. (WORC) Station Manager
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Progressive Rock

Winston-Salem, N.C. (WDBM), Jeff Jury, Personality
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

College

Brooklyn College
New York, N.Y. (WMXJ) hashCode:
BOY DIXON, President
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Other Picks

Hot 104—Kahn Hanson, San Francisco, Calif. (KGBM), BLF: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

Miami (WQOD)
Yoko Ono, Music Director
BP: “Moments to Remember,” Vogue.

Midland, Mich. (WJDE)
Jim Wright, Program Director

San Bernardino, Calif. (KBUR)
Jim Wright, Program Director

Appalachia, W. Va. (WYSR)
Joy Petrie, Personality

South Bend, Ind. (WMMS)
Keith Mann, Program Manager
BP: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

Oakland, Calif. (KGBM)
Jim Bayer, Program Director

Frick, PA
Mike Todd, Program Director

Louisville, Ky. (WDBQ)
Bob Wray, Station Historian
BP: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

Train, PA

Easy Listening

Atlanta, Ga. (WSB}

Detroit, Mich. (WJDE)
BP: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

Mendon, N.Y. (WSPN)
Jeffrey Man, Program Director
BP: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Other Picks

Kraft, PA
Rick Shannon, Personality

Gee, PA
Ellen Wilson, Personality

Burlington, Vt. (WILL)
Jerry Halasz, Music Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Lake Worth, Fla. (WQOD)
Bobby Vinton, Epic. BH: “Color Him Maroon.”

Klamath Falls, OR (KBBG-AM)
Jerry Halasz, Music Director
BH: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Lackawanna, PA (WVN)

Other Picks

Boston, Mass. (WGBH)
BP: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

St. Louis, Mo. (KSD)
BP: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

Washington, D.C. (WJGD)
BP: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Eugene, OR (KGNU)
BP: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

Buffalo, NY (WGR)
BP: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Other Picks

Kansas City, MO (KXAN)
BP: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.

Philadelphia, PA (WIP)
BP: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

EASY LISTENING

Atlanta, Ga. (WSB)

Detroit, Mich. (WJDE)
BP: “In the Year of the Pig,” Johnny Williams, The Beatles, Apple.

Mendon, N.Y. (WSPN)
Jeffrey Man, Program Director
BP: “I’m Nearing My Wit’s End,” Jimmy Ruffin, Motown.
Radio - TV programming

FM'ers Rocking the AM Boat

Continued from page 44

many fine writers saying so many things that never have been said before speaks highly of the chances for our society in the future."

KIN-FM started out supported largely by record company distributor advertising. Now, however, local stores and chains such as the McDonald's hamburger outlets are realizing the effectiveness of FM advertising.

It's clear that FM is not only an established medium—there were 19 total shares on FM in the evening in a recent Pulse audience rating survey—but growing. The National Association of Broadcasters stated recently that about seven out of every 10 FM stations with AM affiliations now offer separate programming on either a full schedule or for at least half of their broadcast time.

Charles M. Stone, NAB vice-president for radio, said more than half of the FM stations providing independent programming do so for at least 90 percent of the time they are on the air. And more than half are in stereo. An overwhelming majority of those who stereocast, said Stone, "85 percent offer stereo programs during 75 to 100 percent of each broadcast day."

Whether classical music, easy listening, Top 40 (or its grandchild—the progressive rock format), FM is here. Jim Hilliard says, "FM is a winner. Anybody letting their FM station die is crazy."

Baez Garden Concert Aug. 8

NEW YORK—Sid Bernstein is mapping plans to present a Joan Baez concert at Madison Square Garden on Aug. 8. Bernstein, who presented the Beatles at Shea Stadium a few years ago, has been engaged recently in managing such groups as the Rascals, Kinks, the Critters, P. F. Sloan and the Fuzzy Bunnies.

Also, Bernstein plans to launch a series of Rascals concerts around the nation and in Puerto Rico and Mexico City, Bernstein, with the aid of Billy Fields, has been expanding the management side. He also manages the Brass Buttons, Warren Marley and the Ten Wheel Drive with Genya Ravan.

Long Play Weekend

Continued from page 44

titles and four singles from the top of the charts.

Two-thirds of the LP's reflect the best of concept, and date back 10 years. So important have albums become to KRLA that Cox now lists LP's in order of popularity on his "music power" survey. Often if an LP is outselling a single in Los Angeles, the album will appear higher on the popularity list than the single.

KHJ has not added any immediate new personalities to its line-up despite the Steele and Morgan splits. Its regular weekly line begins at midnight with Johnny Williams, followed by Charlie Tuna (in the wakeup time), Scotty Brink, Harvey Miller, Sam Riddle and Bill Wade.

The weekend array of names gets shuffled around a bit. The ultimate decision as to who gets any new KHJ positions belongs to programmer Bill Drake.

The charts tell the story—Billboard has THE CHARTS

JUNE 21, 1969, BILLBOARD
May We Refresh Your Memory?

"MOMENTS TO REMEMBER"
by The Vogues

On Reprise single 0831
Produced by Dick Glasser
The new distributor-ords for record company dis-lines. He continues to operate-already owns the Tip Top rack-lease. Additionally, if I order re-lease to "progressive rock" FM mar-kets to "progressive rock" FM

distributing. The company's offices here-

organizes. Describes the Taurus as a
multisided firm concentrating in the
areas of personal manage-ment, the production of mo-tion picture and television proj-ects, and music publishing and
recording production.

The company's offices here-
are at 39 West 55th Street, and
Martel plans to open offices on
the West Coast in the near future.

Bank Offers LP In Alpert Drive

LOS ANGELES — Bank of America is issuing a premium album to coincide with NBC-TV's Herb Alpert special Oct. 29, sponsored by the bank's BankAmericard division.

The LP will feature Herb Alpert and the Tijuana Brass and other A&M artists. Bank of America is ordering about 1 million copies of the premium package to sell for $1 at the bank's 950 branches in Califor-nia, New York and in Europe. The gramophone will be offered at the bank's 31 military locations.

TALENT AUDITIONS

If you have a program Suitable for:
CONVENTION AND CONFERENCES
WOMEN'S, MEN'S or SERVICE CLUBS
COLLEGES
HIGH SCHOOL

Here is your opportunity to audition before National Bureau Managers and Program Chairman attending the INTERNATIONAL PLATFM ASSOCIATION.


whose members are involved in over
50,000 such program yearly.
All applications must be in as soon as possible, as the number of audi-
tions is limited.

For information write:

D. T. Moore
THE INTERNATIONAL PLATFORM ASSOCIATION

3110 North Kenmore Avenue
Cleveland Heights, Ohio 44106

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL

PERSONAL SERVICE TO ALL
ATLANTA, GEORGIA
Mainline Record Dist. Co.

BOSTON (WOBURN), MASS.
Transcontinental Dist. Co.

CHARLOTTE, NORTH CAROLINA
Bib Record Dist. Co.

CHICAGO, ILLINOIS
All State Record Dist Co.

CINCINNATI, OHIO
Supreme Record Dist. Co.

CLEVELAND, OHIO
Mainline Record Dist. Co.

DALLAS, TEXAS
B & K Record Dist. Co.

DENVER, COLORADO
Action Record Dist. Co.

DETROIT, MICHIGAN
Jay Kay Record Dist. Co.

EAST HARTFORD, CONN.
Seaboard Record Dist.

HONOLULU, HAWAII
Microphone Music

LOS ANGELES, CALIFORNIA
California Music Record Dist.

MADISON, WISCONSIN
Tell Music

MEMPHIS, TENNESSEE
Music City Record Dist.

MIAMI, FLORIDA
Music Sales Dist. Co.

MINNEAPOLIS, MINNESOTA
Hellerich Bros.

NASHVILLE, TENNESSEE
Music City Record Dist. Co.

NEWARK, NEW JERSEY
Essex Record Dist. Co.

NEW ORLEANS, LOUISIANA
All South Dist. Corp.

NEW YORK, NEW YORK
Dome Dist.

PHILADELPHIA, PENNSYLVANIA
David Rosin, Inc.

PITTSBURGH, PENNSYLVANIA
Hamburg Bros.

SAN FRANCISCO, CALIFORNIA
H. R. Basford Dist. Co.

SEATTLE, WASHINGTON
Fidelity, Record Dist. Co.

ST. LOUIS, MISSOURI
Commercial Record Dist.

WASHINGTON, D.C.
Schwartz Bros.

ATLANTA, GEORGIA
Mainline Record Dist. Co.

BOSTON (WOBURN), MASS.
Transcontinental Dist. Co.

CHARLOTTE, NORTH CAROLINA
Bib Record Dist. Co.

CHICAGO, ILLINOIS
All State Record Dist Co.

CINCINNATI, OHIO
Supreme Record Dist. Co.

CLEVELAND, OHIO
Mainline Record Dist. Co.

DALLAS, TEXAS
B & K Record Dist. Co.

DENVER, COLORADO
Action Record Dist. Co.

DETROIT, MICHIGAN
Jay Kay Record Dist. Co.

EAST HARTFORD, CONN.
Seaboard Record Dist.

HONOLULU, HAWAII
Microphone Music

LOS ANGELES, CALIFORNIA
California Music Record Dist.

MADISON, WISCONSIN
Tell Music

MEMPHIS, TENNESSEE
Music City Record Dist.

MIAMI, FLORIDA
Music Sales Dist. Co.

MINNEAPOLIS, MINNESOTA
Hellerich Bros.

NASHVILLE, TENNESSEE
Music City Record Dist. Co.

NEWARK, NEW JERSEY
Essex Record Dist. Co.

NEW ORLEANS, LOUISIANA
All South Dist. Corp.

NEW YORK, NEW YORK
Dome Dist.

PHILADELPHIA, PENNSYLVANIA
David Rosin, Inc.

PITTSBURGH, PENNSYLVANIA
Hamburg Bros.

SAN FRANCISCO, CALIFORNIA
H. R. Basford Dist. Co.

SEATTLE, WASHINGTON
Fidelity, Record Dist. Co.

ST. LOUIS, MISSOURI
Commercial Record Dist.

WASHINGTON, D.C.
Schwartz Bros.
We can make you No. 1
(with our “we care” package)

AMPEX is the No. 1 name in pre-recorded stereo tape!
And in cassettes, there’s just no doubt about it. Sure, we’re proud of being No. 1. But the important thing is making YOU No. 1. We care about you. After all, you’re the reason why we’re where we are today!

We know this business of selling cassettes inside and out, and we want to give you everything it takes to sell more and more stereo tapes...everything you need to be No. 1 in Sales and Profits!

How? Listen to our “We Care” package—a dynamic merchandising program that’s loaded with all kinds of sales power.

We’ve got the world’s largest selection of cassettes and micro-cassettes—from more than 65 different recording labels. Everything from soul to soundtracks! Of course, we’ve got it all on open reel, and 4 & 8 track cartridges, too.

But that’s only the beginning. We can put you in the cassette business now with our innovative cassette display racks...the famous BD 120 and BD 480, exclusively from Ampex Stereo Tapes. These pilfer-proof carousel cassette units let you stock and display cassettes right in front of your customers with just minimal floor or counter space.

And then, to put your customers in the buying mood, we give you colorful window banners, artist posters, mobiles, label catalogs and other dynamic point-of-purchase materials. All designed to stimulate impulse buying.

Our “We Care” program doesn’t stop there. We’re telling millions of consumers, month after month, the exciting Ampex Stereo Tapes story with national consumer advertising in PLAYBOY, in LOOK, in STEREO REVIEW, HI-FIDELITY, teen and campus publications, and on AM and FM radio.

And on top of all this, a real special “We Care” sales stimulator—our big new 1969 Ampex Stereo Tapes Catalog—a complete listing of over 5,000 albums. Pop, rock, folk, jazz, soul, classical, showtunes and spoken word. Whatever kind of music turns them on...Ampex has it all, and it’s easy to find, easy to buy...the Ampex way!

All this “Care” is specially created to make you No. 1. You see, you’ve got a good thing going when you go with Ampex: the product, the promotions, the merchandising, the advertising, the service, and the No. 1 name in the industry!

Ask your local Ampex Stereo Tapes distributor for our special “We Care” cassette promotion. And stop in and see us at the C.E.S. Show, New York Hilton, Gramercy Suite, June 15th-18th. Find out how much we care.
FELICIANO -- T.O. 23

JOSE FELICIANO--Feliciano 10, Decca SD 13214 (S)

Jose Feliciano's excellence is in his top sales spot that he has achieved for a recording he made at age 10 (15 years without discounting that he was recorded at age 23). While that make the sell a winner, the record includes songs by two unknown writers, "Winds of Your Mind," Colley Stronger's "Love the Beast," and the Saxes' "Hey Jude" and "Lady Madonna.

SANDLER & YOUNG--Pretty Things Come in Twos, Capital ST 241 (S)

This highly talented song seems to sing with the ease of breathing. As though it all is a that distinguishing characteristic called taste. Represented here are the title tune, "Heather," and "If We Only Have Love." The LP contains all the hits, "New Day," and "When We Tried" and has much variety, including some excellent interpretations of Son," and some excellent interpretations of classical material, as well as many other songs of interest. The LP is a timely hit and we are expecting little and the LP is a timely hit out in the LP.

JACKIE LOMAX--In This What You Want? Apple ML 3177 (S)

This extraordinary George Harrison-produced album includes among the LP's a bonus LP's, "Nashville Sound," and "Almost Room." He is a very fine vocalist with the LP's, and his new group, called to Lomax" powerful vocal work on his own single, "My World With You." The following are among the LP's, "Almost Room," and his new group, called to Lomax" powerful vocal work on his own single, "My World With You." The following are among the most appealing LP's, "Almost Room," and with emphasis on the label's, "Tchaikovsky" and "Detail..." This album is a timely and justly not underrated hit. The LP is a timely hit and we are expecting little and the LP is a timely hit out in the LP.

THE NASHVILLE BRASS FEATURING DANNY DAVIS

PLAY MORE NASHVILLE SOUNDS-- RCA Victor LSP 4176 (S)

Danny Davis' Nashville Brass invaded the Pop LP charts with its LP's, "Nash-ville Sound," and "Almost Room," and with emphasis on the label's, "Tchaikovsky" and "Detail..." This album is a timely and justly not underrated hit. The LP is a timely hit and we are expecting little and the LP is a timely hit out in the LP.

SOLomon bURke--Prove Me Wrong--RCA Victor B.E. 9037 (S)

Featuring his recent Hot 100 interpretation of the Columbus Crew, this hit album has much more than the title song. Every week another dimension of this artist's soul is the basis of his version of "One O'clock's Three Acres of Mine," where he evokes the memory of the master with-out any pretentiousness. Otis Redding's "These Arms of Mine" where he evokes the memory of the master with-out any pretentiousness. Otis Redding's "These Arms of Mine" where he evokes the memory of the master with-out any pretentiousness. Otis Redding's "These Arms of Mine" where he evokes the memory of the master with-out any pretentiousness.
NOW NEW YORK'S BIGGEST LITTLEST SWELLEST MUSICAL HIT IS AN ORIGINAL CAST ALBUM ON COLUMBIA RECORDS.

"A REAL WINNER, A LITTLE GEM OF A MUSICAL"
Clive Barnes, New York Times

"BIGGEST HIT OF THE SEASON"
Newsweek

"INGENIOUS"
Time

"BEST SHOW OF THE SEASON"
Look

"ONE OF THE MOST BEAUTIFUL MUSICALS OF MANY, MANY SEASONS"
Judith Crist, NBC Today Show

The San Francisco company of "Dames At Sea" opens at the Hungry I, June 25
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No. &amp; Pub.</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAN'T SEE MYSELF LEAVING YOU</td>
<td>Jr. Walker &amp; the All Stars</td>
<td>Stax</td>
<td>2996</td>
</tr>
<tr>
<td>CE'DAR</td>
<td>Billy Wright</td>
<td>Capitol</td>
<td>2321</td>
</tr>
<tr>
<td>CHIRPING</td>
<td>The Doors</td>
<td>Epic</td>
<td>10002</td>
</tr>
<tr>
<td>CRYIN' AND CARRYING ON</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARR</td>
<td>Blues Box</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRYING</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRYING</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRYING</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRY</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRYING</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRY</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRYING</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
<tr>
<td>CRYIN' AND CARRYING</td>
<td>Blue Thumb</td>
<td>CBS</td>
<td>5456</td>
</tr>
</tbody>
</table>

**BEST SELLING RHYTHM & BLUES SINGLES**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No. &amp; Pub.</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>MOODY WOMAN</td>
<td>B.B. King</td>
<td>BluesWay</td>
<td>61034</td>
</tr>
<tr>
<td>6</td>
<td>DADDY ME</td>
<td>Luther Ingram</td>
<td>Ko Ko</td>
<td>2102</td>
</tr>
<tr>
<td>7</td>
<td>I TURNED YOU ON</td>
<td>King Curtis &amp; His Kingpins</td>
<td>Atco</td>
<td>6680</td>
</tr>
<tr>
<td>8</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>9</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>10</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>11</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>12</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>13</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>14</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>15</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
<tr>
<td>16</td>
<td>I'M TAKING CARE OF BILL</td>
<td>Marvelettes</td>
<td>Specialty</td>
<td>2090</td>
</tr>
</tbody>
</table>

**THE CHARTS**

HOLLAND-DODZIER-HOLLAND, top soul songwriting team of the 1960's, read about their new deal with Capitol Records in Billboard's "Soul Sauce" column, with Capitol Records president, Stanley Gortikov, Left to right are: Lamont Dozier, Eddie Holland, Stan Gortikov and Brian Holland. The songwriters' invictus label will be distributed by Capitol.
OVER 350,000 SOLD!
"ABRAHAM, MARTIN AND JOHN"
THE INCREDIBLE
MOMS MABLEY
72935
Produced by Barry Oslander

from the Mercury Record Corporation family of labels
I. JUNE 21, 1969, Hotel Mark Hopkins, San Francisco, California

II. Rhythm & Blues LP's

- DAVID RUFFIN, Motown MS 685 (5)
- YOUNG HEARTS, Minit LP 24016 (5)
- SWEET SOUL SHAKIN'
- GRAZIN' IN THE GRASS
- 25 MILES
- STAND
- JERRY BUTLER, Mercury SR 66188 (5)
- Pavilion BPS 10001 (S)
- EDWIN HAWKINS SINGERS, LET US GO INTO THE HOUSE OF THE
- IT'S OUR THING
- MARVIN GAYE & HIS GIRLS, MEMPHIS UNDERGROUND
- DIONNE WARWICK, Scepter SPS 571 (5)
- TEMPTATIONS, Gordy GS 938 (S)
- LIVE AT THE COPA
- JAMES BROWN, King 5-1047 (5)
- TYRONE DAVIS, Dakar SD 9005 (5)
- GETTIN' DOWN TO IT
- LOUIS RAYMOND, Capitol ST 215 (5)
- MOTHER NATURE'S SON
- Soundtrack, Stax STS 2006 (S)
- BEST SELLING 3rd Tape Cartridge Forum
- I CHANGE MY MIND
- August 3-6, 1969

III. Dexter’s Scrapbook

- HOLLANDWOOD — Because of recent, crucial surgery, aging Igor Stravinsky’s long and enviable career as a composer has ended. He will be 87 on June 17.

- JOE JEFFREY GROUP’s ‘‘My Pledge of Love.’’
- PRODUCTIONS is slated for a mid-July repeat showing.
- JOE McCARTHY’S ‘‘esus Christ Superstar’’ will hit Broadway in January, the producer vowed.
- "Youth regenerates the blood stream," he says. "Music gets better all the time. Despite its commercial aspects, orchestration is better, rhythms are more natural, more attractive and nearer to speech. Like today’s architecture, music is becoming more functional."
- His composition, ‘‘Concerto for Amplified Piano, Brasses and Percussion and String Basses’’ was premiered last December in Los Angeles. He is now involved in another work, a concerto, which should be finished by early 1970. He believes that the American university is becoming the cultural center of the nation, and is moving swiftly towards a position where it will assume the sponsorship of music and the arts just as the medieval church once did.
- "Andante for Strings," was first performed in Lewisham Stadium by the New York Philharmonic in 1926. He later studied in Paris and served on the faculties of Cornell and Colorado College.
- "Students in 1969 must compete with the highest standards of the greatest composers in the Western world, the best symphonies of the past 500 years," he said. "We who teach want our composers, our artists, our conductors, our students, to be as dedicated and concentrated as our best athletes. Composing is as much a skill as learning to be a pro basketball player," he said."

IV. Soul Sauce

- CLYDE MCPHATTER, long-time U. S. soul artist now living in England, was among the first to record "B.B. King v. James Brown," looking on at the signing area, left to right, John Abbey, producer for B & C, McPhatter, and Max Needham, B & C Records press officer. McPhatter will record an album with the label.
THE INCREDIBLES ARE BACK
ON AUDIO ARTS!

...AND "HEART AND SOUL" IS A DOUBLE HIT!

THE INCREDIBLES!
HEART & SOUL

Also Available On Stereo Tapes

SPECIAL THANKS TO:
RODNEY JONES
WVON CHICAGO

AL PERKINS
WJLB DETROIT

RUDY GREEN
WJMO CLEVELAND

DISTRIBUTORS:
ARG DISTRIBUTORS
DETROIT, MICHIGAN

UNITED DISTRIBUTORS
CHICAGO, ILLINOIS

BROTHERS DISTRIBUTORS
CLEVELAND, OHIO

CALIFORNIA RECORD DISTRIBUTORS
LOS ANGELES, CALIFORNIA

A & L RECORD DISTRIBUTORS
PHILADELPHIA, PENNSYLVANIA

GENERAL DISTRIBUTORS
BALTIMORE, MARYLAND

C & C STONE DISTRIBUTORS
BURLINGAME, CALIFORNIA

RECORTRAN DISTRIBUTORS
ST. LOUIS, MISSOURI

HOT LINE RECORD DISTRIBUTORS
MEMPHIS, TENNESSEE

AUDIO ARTS, INC./2552 WEST PICO BOULEVARD/LOS ANGELES, CALIFORNIA, 90006/(213) 386-6094
NEW YORK — The first 10 sets of the Metropolitan Opera National Tour Opera Series offer much for the opera buff. Some of the material will be repeated on Artila and Urania with the new series signaling a revitalizing of the Gold Coast opera material.

The new works are in Russian (Rimsky-Korsakov’s “Sadko” and “Tsar Saltan,” and Mussorgsky’s “Khovanshchina”), with two in German (Dvorak’s “The Devil and Kate” and Janacek’s “The Cunning Little Vixen”), four in German (Wagner’s “Tristan und Isolde,” Verdi’s “Fidilico,” Flotow’s “Martha,” and Dvorak’s “Rusalka”), and one in French (Massenet’s “Werther”).

“Sadko” and “Tsar Saltan” each contain three disks. The material carries a list of $2.98 a disk.

All the operas are in the original language and virtually all are taken, originally, in Russia. This version doubtless was included in this series for the prominence of its quality in the cause of its availability in original stereo.

“Tsar Saltan” has an original stereo cast performing ably under Joseph Keffel. The role is played by the voice of its creator, bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role. “The Devil and Kate” has the ride Troekhled in the title role and bass Gottlob Frick, whose name is synonymous with the role.
SPRINGFIELD, Ill.—A provision calling for state inspection and supervision of pinball machines started House judiciary committee passage last week of a Senate bill that would make illegal the operation of bingo-type machines. At press time a House judiciary committee had scheduled at which proponents of the bill would speak. Opposers of the amendment, only a few in number, hoped the provision for state control would be dropped out. “We’re in pretty good shape,” said Illinois Coin Machine Operators Association (ICMOA) executive director Fred Gain. The measure, Senate Bill 592, was attacked by Representative Gerald Shea as “coming in bad faith.” He said “We worked hard and listened to testimony until 1:30 a.m. in 1967 and passed substantially the same bill only to see it fall because proponents said it didn’t offer them enough.” Shea, who planned to add two amendments, also attacked the state inspection provision: “We’re creating a state-wide snooping service.”

The bill, described as having being backed by government agencies, the state police, three manufacturers of pinball machines, ICMOA, the attorney general’s office and other groups, was opposed by Bally Manufacturing Corp., whose attorney, Tim Murtaugh III, said, “I wonder if we’re not creating a tempest in a teapot? The law in Illinois has been fairly settled over the years. Local control has

French Firm Develops Jukebox/Pinball Unit

LYONS, France—Devematic, a coin machine company run by Rene Dedieu and Jean Verlyne in Lyons, has developed a special tape recorder for installation in pin ball machines to produce a combined pinball-jukebox.

The recorder, trade-named Musmirg, measures 10” x 6” x 4” and weighs about 13 pounds. It contains 50 selections and is connected up in such a way that when a coin is inserted in the

PANASONIC’S PROTOTYPE of the jukebox of tomorrow is a futuristically designed automatic recorder-player equipped to handle six cassettes. The push button-operated changer utilizes Panasonic’s exclusively designed solar scooop speakers, which are mounted in different stereo effect. A light pattern activated by sound waves moves in tempo with the frequency emanating from the unit. The unit is being shown at the Consumer Electronics Show in New York.
Buy Bally for top earnings in every type of location everywhere

WASHINGTON — Switzerland, West Germany, United Kingdom, Italy, France and Japan were among leading importers of U. S. amusement games last year, according to a report from the U. S. Department of Commerce. The report, a cumulative total covering the whole year, stated that $36,800,543 worth of games were exported. There were no comparison figures in the 1967 Commerce report.

The 1968 figures:

Canada $ 499,382
Mexico 71,982
Panama 142,643
Bahamas 14,007
Jamaica 18,003
Venezuela 73,860
Iceland 23,089
Sweden 591,376
Norway 102,838
Finland 984,640
Denmark 5,073,805
Japan 161,565
South Korea 211,000
Thailand 2,157
Australia 36,545
Fiji Islands 7,475
Vietnam 291,175
Philippines 76,217
Kenya Republic 5,379
Malaysia 5,991
Japan 2,002,932
Netherlands 85,403
Australia 268,703
Liechtenstein 1,637
Kosovo Rep. of South Africa 16,596
Other countries 133,171
TOTAL $36,800,543

Short Route Problem

*Continued from page 63

Billed for complete 1969 Catalog of Phonographs, Vending and Games. Established 1934

ATLAS MUSIC COMPANY
2122 W. WESTERN AVENUE, CHICAGO, ILL. 60647. Ask for catalog.

MOA Speech Gets Support

CHICAGO — An increasing number of Music Operators of America (MOA) members are "mustering the courage" to deliver the association’s "Jukebox Story" speech, according to executive vice-president Fred Granger.

At the recent Florida Amusement and Music Association (FAMA) convention in St. Petersburg, Granger and MOA president Howard Ellis asked for and received commitments from several operators to try out the speech. They include James Mullins, an MOA director from Jacksonville; L. O. Tillman, an MOA member from Winter Haven; and A. W. (Buster) Fallin, a new member from Long Key.

Meanwhile, Bob Rondou, (Continued on page 76)

Electronics Scoreboards ... 2 Models

OVERHEAD MODEL
Natural finish hardwood cabinet
* Two-faced, Scores 15-21
F.O.B. Chicago $169.50

SIDE-MOUNT MODEL $249.50
Each model also has these features:
* 104 1-player or 2-player by simple plug-in interchange. Also 2 for 25c.
* "Come Over" light flashes on at end of game.
* Large metal coin box—holds $500

For use on coin operated devices of all kinds.

Request billiard supplies catalog

Proven Profit Maker!

CHICAGO COIN’s NEW 2-PLAYER
YANKEE BASEBALL

HOME RUN RAMPS
REALISTIC BASE RUNNING IN LIGHTS
CANCEL "OUT" FEATURE
PITCHER CONTROL
ADJUSTABLE SPECIAL BASEBALL FEATURE
10c-25c COIN CHUTES

ALSO IN PRODUCTION:

GRAND SLAM BASEBALL
MICKEY MANTLE BASEBALL
RICKY CRUSH

Chicago Coin Machine Div. of Chicago Dynamic Industries, Inc.
1715 W. Cullom Ave., Chicago 22, Ill.
Phone 312-342-7224

What’s Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Baton Rouge, La., Location: R&B-Lounge
GENE SHARP, programmer, Stake Novelty Co., Inc.


Indianapolis, Ind., Location: C&W-Lounge
LARRY GEDDES, programmer, Lew Montooth Phonograph Service.


Peoria, Ill., Location: Young Adult-Tavern
BILL BUSH, programmer, Len Montooth Phonograph Service.


Chicago — An increasing number of Music Operators of America (MOA) members are "mustering the courage" to deliver the association’s "Jukebox Story" speech, according to executive vice-president Fred Granger.

At the recent Florida Amusement and Music Association (FAMA) convention in St. Petersburg, Granger and MOA president Howard Ellis asked for and received commitments from several operators to try out the speech. They include James Mullins, an MOA director from Jacksonville; L. O. Tillman, an MOA member from Winter Haven; and A. W. (Buster) Fallin, a new member from Long Key.

Meanwhile, Bob Rondou, (Continued on page 76)
By far the best of the 160's

First it's a Wurlitzer 160 Selection Phonograph but foremost it's a Wurlitzer AMERICANA III with all the great features that have made this instrument such a tremendous money maker.

It will operate from most current 160 selection wall box models. No need to remove the present installation. No need to buy new boxes. No expensive rewiring.

If you want to pump new blood into old locations with 160 select wall boxes — this is the PROVEN way to do it!

WURLITZER

Americana III

INVESTMENT IN AUTOMATIC MUSIC

THE WURLITZER COMPANY
113 Years of Musical Experience
North Tonawanda, N.Y.
**Bulk Vending News**

**Illinois Legislature to Decide Fate Of 2 Vending Bills: Tax & Security**

By RON SCHLACHTER

CHICAGO—Illinois bulk vending operators are keeping a sharp eye on the progress of two bills now pending before the State Legislature in Springfield.

One bill, which was recently introduced by Rep. C. L. McCormick (R., Vienna), would amend the sales tax acts to exclude from any sales tax any sales through bulk vending machines as defined by the bulk vending machine definition established by the National Vendors Association (NVA). The two tax acts in question are the Retailers Occupation Tax Act and the Use Tax Act.

The other bill, which has been passed by the House and is now pending before the Senate, would amend the definition of burglary to include breaking into a vending machine in order to commit a felony or theft and the possession of any key or other device suitable for use in breaking into a vending machine with intent to commit a felony or theft.

Concerning the sales tax bill, Morris Muck, NVA counsel, said: "Right now, there's a tax of 5 cents per on all vending machine sales. At the same time, it is felt that the loss of revenue to the State would be relatively small with the elimination of this tax. Therefore, changes of ultimate passage are considered good, although the press of major revenue measures in Illinois in this session, especially the proposed new income tax bill, may mean the proposed legislation will be deferred to January 1969."

Much added that the NVA has contacted all Illinois members and requested that they contact their legislators "to urge passage of this vital legislation." As for the burglary bill, Much said: "Passage of this year is expected. Rep. Bernard McDivitt (R., Chicago), is the chief sponsor of one to two years in the penitentiary for violators."
**Pinball Fight Delays Hearing**

- Continued from page 63

been effective, this is especially so in Chicago and Cook County. Testimony from another opponent, Globe Dist. Co., was not heard after the first hearing grew lengthy and finally bogged down after a motion to postpone was voted down and a quorum call showed that only 13 of the required 15 committee members were present.

Witnesses were questioned as to whether amusement pingames could be converted to gambling-types, one committee member Richard Eirod asked, "What's so bad about pinball games, anyway?" references to "crime syndicate" involvement in bingo game operations were aired; and at one point Eirod said, "I hear the Mafia is controlling the towel business. We should enact a law prohibiting the manufacturing of towels." Another committee member said that would be "unconstitutional."

Operators from points in the state as distant as Enfield, Rockford and Chicago attended the hearing. For many, including manufacturer and distributor representatives, it was a familiar scene, inasmuch as the issue of pinball legislation has been rehashed here for several years.

**Candy Sales Continue Up; 1c Items Dip**

- continued from page 66

cent of total dollar volume. Candy bars held second place with the greatest gain in bars selling over 10 cents. Bar sales went to 116 million pounds valued at $64 million representing 39 per cent of total quantity and 27 per cent of over-all value.

Nickel and dime specialty items, including fruit drops, caramels, rolls, bags and packets of mints, accounted for 12 per cent of both dollar volume and total poundage.

Bulk goods accounted for 10 per cent of total candy poundage and 8 per cent of total sales. This group consists of candy weighed out by the pound at retail.

A total of $67 million was spent by the industry last year for ingredients, or 39 cents out of every dollar spent by the industry last year for ingredients, or 39 cents per cent of total candy poundage and 8 per cent of total sales. This group consists of candy weighed out by the pound at retail.

The report mentioned a definite supply, spending costs of cocoa beans, rising costs of many other raw materials, shortage of skilled labor, rising labor costs, funds needed for new facilities, equipment and distribution and an increasingly unfavorable import-export balance as industry problems.

Balancing these unfavorable factors, it was pointed out, were the rising prices of man-made, population growth, especially in the younger age brackets; and the increasingly enter into the candy business by large firms such as W. R. Grace & Co., General Foods, American Home Products, General Mills, Standard Brands, Loew-Cornell and others.

MCA's estimate for sales in 1969 is $1,760 billion, or a 3 per cent increase over 1968's record figures.

**On the Street**

By RON SCHLACHTER

Howard Bartley, marketing manager for Nutting Associates, reports the company is working on new equipment which "we hope to announce in a couple of months."

Meanwhile, Bill Nutting and Bartley were recently in Chicago to talk with Joe Robbins about Empire's exclusive distributorship of Nutting's Computer Quiz in Europe.

... Dr. David Rockola, vice-president of Rock-Ola Manufacturing Corp., is back at Chicago headquarters after visiting the company's distributors in Europe.

According to sales manager Bill Jackson, Williams Electronics, Inc., "is busy as can be." The company is currently shipping its new Supersense, Fast Ball baseball game and Gumball shuffle alley.

Morris Much, general counsel for the Vending Vendors Association (NVA), will attend the Seminar of Small Trade Associations in New York Friday and Saturday (20-21). The seminar is sponsored by the Practicing Law Institute. While in the New York area, Much will visit Harold and Roger Fole in Oceanside... Midway's Ross Scher reports the company is getting ready to release a new game in a couple of weeks and that "details will be sent to our distributors."

Midway is currently in production with a new game called Golden Arms. Meanwhile, the plant will be closed July 30-Aug. 10 for its annual vacation period.

Mid's Coin in Green Bay, Wis., recently sponsored its first Northwestern 8-Ball Tournament. According to Mel Malec, 12 locations participated in the event, which concluded with final rounds held at WLUE-TV studios in Green Bay. The station televised the final three games in the Green Bay area... In New York, Menominee, Mich., Bob Rondeau reports "we're quite busy, particularly with the promotion trip to Nasa..." Lyle and Bob Olson of Olson Vending Company, Marinette, Wis., are boasting a new mode of transportation with their brand-new Suzuki.

(Continued on page 76)

**VICTOR'S NEW 77 SPECIAL EXTRA CAPACITY TOP**

**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®

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.
4th Quarter '68 Jukebox Exports Up

- Continued from page 63

**VENDING October 1968**

<table>
<thead>
<tr>
<th>Country</th>
<th>December 1968</th>
<th>November 1968</th>
<th>December 1967</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>No report</td>
<td>No report</td>
<td>$305,369</td>
</tr>
<tr>
<td>Mexico</td>
<td>7,855</td>
<td>3,163</td>
<td>5,350</td>
</tr>
<tr>
<td>Guatemala</td>
<td>7,096</td>
<td>3,326</td>
<td>5,710</td>
</tr>
<tr>
<td>Panama</td>
<td>22,927</td>
<td>19,414</td>
<td>18,350</td>
</tr>
<tr>
<td>Bermuda</td>
<td>9,714</td>
<td>No report</td>
<td>31,916</td>
</tr>
<tr>
<td>Bahamas</td>
<td>No report</td>
<td>No report</td>
<td>7,375</td>
</tr>
<tr>
<td>Russia</td>
<td>No report</td>
<td>No report</td>
<td>7,925</td>
</tr>
<tr>
<td>Venezuela</td>
<td>3,835</td>
<td>No report</td>
<td>7,375</td>
</tr>
<tr>
<td>Sweden</td>
<td>7,942</td>
<td>7,429</td>
<td>7,125</td>
</tr>
<tr>
<td>Norway</td>
<td>21,466</td>
<td>20,714</td>
<td>20,916</td>
</tr>
<tr>
<td>Finland</td>
<td>1,756</td>
<td>6,645</td>
<td>6,645</td>
</tr>
<tr>
<td>U.S. Germany</td>
<td>7,998</td>
<td>5,958</td>
<td>5,958</td>
</tr>
<tr>
<td>Britain</td>
<td>7,982</td>
<td>7,982</td>
<td>7,982</td>
</tr>
<tr>
<td>W. Germany</td>
<td>116,567</td>
<td>173,803</td>
<td>173,803</td>
</tr>
<tr>
<td>Switzerland</td>
<td>2,383</td>
<td>No report</td>
<td>2,383</td>
</tr>
<tr>
<td>Spain</td>
<td>3,661</td>
<td>3,661</td>
<td>3,661</td>
</tr>
<tr>
<td>Japan</td>
<td>29,671</td>
<td>54,072</td>
<td>54,072</td>
</tr>
</tbody>
</table>

**New German Coin Sought**

BONN—The growing use of coins in the currency and amusement business has spurred off research into the possibility of developing a new coin alloy which is more proof against counterfeiting and for which foreign coins can no longer be effec- tively substituted.

The Deutsche Metallwerke AG has developed a three-layer piece consisting of a nickel-copper-nickel nucleus. Tests of these experimental coins have so far proved successful and at the annual convention of the Association of the German Coin Machine Industry in Berlin, an officer of the Federal Finance Ministry said the expert committee was at present considering the introduction of these coins.

**Bush Appointed Bally Distrb.**

MIAIMI—Bush International, Inc., headquartered here and with sales offices in Jacksonville and Tampa, has recently appointed a new distributor for Bally Manufacturing Corp. equipment, according to sales manager Paul Calamari.

"We are very favorably impressed by the Bush Interna- tional organization, especially from the point of view of in- creasing sales of Bally products in Florida, but also from the viewpoint of their ability to provide service to operators," Calamari said.

**NAC Attracts Bulk Vendors**

The report mentioned a defici- tory supply, spiraling costs of cocoa beans, rising costs of many other raw materials, shortage of skilled labor, rising labor costs, funds needed for new fa- cilities, equipment and distribu- tion and an increasingly unfa- vorable import-export balance as industry problems. To balance the unfavorable factors, it was pointed out, were the rising personal income pop- ulation growth, especially in the younger age brackets; and the increasing entry into the candy business by large firms such as W. K. Grace & Co., General Foods, Hershey Confectionary Products, General Mills, Standard Brands, Lorillard Corp., and others.

NAC's estimate for sales in 1969 is $1.76 billion, or a 3 per cent increase over 1968's record figures.

**Coin-Operated Racing Bet Unit**

MUNICH—For the first time in the history of horse racing in age of skilled labor, rising labor costs, and the almost certain suspension of racing in the last possible moment before the start of the race, and the rising personal income pop- ulation growth, especially in the younger age brackets; and the increasing entry into the candy business by large firms such as W. K. Grace & Co., General Foods, Hershey Confectionary Products, General Mills, Standard Brands, Lorillard Corp., and others.

NAC's estimate for sales in 1969 is $1.76 billion, or a 3 per cent increase over 1968's record figures.
NEW YORK — The annual search is now under way for the nation's 100 best high school musicians to form the 1969 McDonald's All-American High School Marching Band.

After the young musicians have been selected, they will play and march in the Macy's Thanksgiving Day Parade in New York City and in the Tournament of Roses Parade on New Year's Day in Pasadena, Calif. The band members, representing all 50 states, will be seen in both parades on the NBC-TV and CBS-TV networks.

According to Paul Lavalle, director of the band and musical director of New York's Radio City Music Hall, every high school band director in the country has been invited to submit nominations for his best band. Each school selected will be made by Lavalle and a panel of band directors, including Al G. Wright, director of bands at Purdue University; George A. Christopher, director of bands at Port Washington High School, Long Island, N.Y.; and several others.

The idea of the band, sponsored by the nationwide McDonald's restaurant chain, is to single out the nation's outstanding high school musicians and arrange them in much the same way all-star teams salute athletes. Lavalle explained:

"High school musicians deserve recognition just as much as athletes. And young people make the McDonald's All-American High School Band the same way athletes make all-American teams — on performance. In fact, I've long felt that band playing, even and attend a live entertainment room, billed "A Fair to Remember." The first show was held June 10-11 at the Marriott Motor Hotel in Philadelphia.

The display, designated 9713A, occupies less than an inch of width, allowing up to 24 displays to be easily arranged in less than 2 ft. of panel space. It is calibrated in modulation percentages of 6, 16, 25, 40, 63, 100, and overload, using respectively blue, four green lights in stepped succession, yellow and red. The unit measures 1 in. wide by 41/2 in. high by 31/2 in. deep.

The conventional approach of monitoring console outputs cannot be effectively used when modern sound reproduction techniques require eight, 16 or, on many occasions, 24 channel processing. And, according to designer of the display, "This new Altec volume level display answers these multi-track monitoring problems, providing an indicator device that is virtually instantaneous in following the audio envelope. It is very simple for the eye to follow a multiple array of colored lights as opposed to watching many meter needles."

The new Altec VU indicator was developed as a component part of the new Altec 9300 recording console. The company has taken steps to obtain a patent on the device.

Practice Rooms

OWATONNA, Minn.—Wenger Corp. here has introduced new movable practice rooms in three sizes designed for individuals, duets and trios, and quartets, small bands, orchestras and ensembles. Specified sound isolation values are warranted for the rooms which are 31, 54 and 87 square feet, respectively.
Country Music

6 Shows in Florida Lure 45,000

FORT LAUDERDALE, Fla. — Six shows headed by the Stonemans, Merle Haggard and Hank Williams Jr. brought 45,000 to the Fort Lauderdale War Memorial Auditorium and the Miami Beach Convention Center during the Memorial Day weekend.

A huge promotion, backed by WGMA Radio of Hollywood-Fort Lauderdale, was the culmination of four months of planning and preparation, according to WGMA President C. Edward Little.

The Friday night performances were sold out. At the Convention Hall on Saturday and Sunday, which accommodates 8,500, there were near sellouts.

The shows were co-sponsored by Food Fair Stores and Quaker Oats, in cooperation with WGMA. Tickets were placed on sale throughout the South Florida area in some 90 locations prior to sales at the auditorium box offices during the final week. WGMA Radio purchased more than 187 television spot announcements on each of the four major networks of the area. The Baha-

Decca's Lee to Cut in Nashville

NASHVILLE — Leapy Lee, the Decca recording artist who never considered himself a country artist although he had a "feel" for country music, will cut his next LP here.

The English singer, whose "Little Arrows" became a best-seller in the country field, made his first appearance on the "Grand Ole Opry" last week. He also announced his upcoming Nashville session.

Lee was on a promotional tour of the U.S., pushing his current album which includes several songs written here. He also will be master of ceremonies at the Decca sales convention in Miami in July.

Campbell Charges Starday With Illegal Production

NASHVILLE — Capitol artist Glen Campbell, here for a taped appearance on the "Johnny Cash Show," filed suit in Chancery Court against Starday Records, charging the record firm with using demonstration records without his permission to make three albums of inferior quality.

Campbell seeks $500,000 compensatory damages and another $200,000 in punitive damages and all other money Starday may have made from the reproduction and sale of the albums. Chancellor Ned Lentz issued a temporary injunction prohibiting Starday from further production, manufacture or sale of Campbell's records.

The suit contends the LP's were made from demo records which had been cut "solely for the promotion of songs." It claims that Campbell, "in accordance with industry practice, granted no reproduction rights in them to the defendant or anyone else."

"We weren't trying to make a profit,” Little said, "We wanted to upgrade the image of country music in the public distribution."

"But strictely a matter of union jurisdiction."

He explained that the agency had refused to allow union jurisdiction over a pending grievance, and this was the reason for the suspension. "But now it has the matter under the proper roof, and the suspension is over."

The agency was retained, along with the J. Hal Smith film syndication company, when Smith sold Pamper music to Tree International a few weeks ago.

The grievance on file with the union has not been settled, but the spokesman said he expected it would be acted upon shortly.

Bill Anderson does it again...and again!

"But you know I love you"

by 732514

Bill Anderson

"My Life” has been on the charts for 17 weeks and it’s still going strong. Now, Bill Anderson does it again with his latest hit, “But You Know I Love You.”

June 21, 1969, Billboard
Texas Cites 3 Artists

NASHVILLE—Three Texans, all members of the Country Music Hall of Fame, have been honored at special ceremonies in their native state.

Gov. Preston Smith of Texas honored Bob Willis, Tex Ritter and Ernest Tubb May 29. The Texas legislature had passed a special resolution paying homage to the native sons. Each of the three appeared before the legislature to receive accolades.

Country Drive With Signing of Newberry

NASHVILLE—Mercury Records has added Mickey Newberry, formerly of RCA Victor, to its artist roster. He is one of the outstanding songwriters in both the country and contemporary fields.

Newberry, who has written such tunes as “Funny, Familiar, Forgotten Feelings,” has had his songs recorded by such artists as Tom Jones, Andy Williams, Eddy Arnold and the First Edition.

Mercury has been making strong moves in the country market lately. “Our country success in recent months has been nothing short of astounding,” said Irwin Steinberg, corporation executive-vice president, who participated in the Newberry signing along with Jerry Kennedy, Mercury Nashville adr director, and Jay Boyer, the entertainer’s personal manager. He said that with the signing of Newberry the company’s country position will be bolstered even more.

Since turning its attentions more to country, 90 per cent of all the company product released (over the past 2 months) has been on the charts.

Mercury and Smash have been aided considerably with the addition here of Rory Bourke, country promotion director. All of the production is handled by Kennedy.

Newberry is a staff writer for Acuff-Rose publishing. Bob Beckham, of Combine Music, brought Newberry to Kennedy’s attention. Beckham now will co-produce the sessions with Kennedy.

‘Opry’ Ruling Strengthened

NASHVILLE — Federal Judge William E. Miller has made permanent his earlier temporary ruling that the word “Opry” in the country music field belongs exclusively to the “Grand Ole Opry” of WSM.

WSM, owner of the show which now is the oldest continuous program in radio history, had brought suit against Opry Records, Inc., and its owners, and obtained a temporary injunction against use of the name.

The station contended in its suit that Opry is not a generic name, and was an exclusive, registered name belonging to the radio show. The temporary order was made permanent with the consent of both parties.

Nashville Scene

By BILL WILLIAMS

Doug Kershaw, long time writer-artist, has signed with Warner Bros. and will have his first L.P. out early in the fall. Kershaw, one of the city’s bright new songwriters, has moved on Mickey Newberry’s houseboat. Two of the writer’s songs have just been cut by Roger Miller. The latter also cut three tunes written by Dennis Lindy, another of the new writers from St. Louis. A. V. Bamford of KBER Radio, San Antonio, has made arrangements with the producers of the “Kraft Music Hall” to have Miss Country Music, U. S. A., appear on the CMA Awards show in October.

Chubby Howard, of KAVE Radio, Puyallup, Wash., will be making personal appearances in Ohio for five weeks this summer, including Sundays, at Steve Lake’s Chautauqua Park. Leroy Van Dyke is set to appear at the New York State Fair Sept. 1 in Syracuse. The Kapp artist also is set to headline Harrah’s Tahoe July 10-29.

Another report from Vietnam from Tiny Harris of Stop Records tells of frontline visits, performing from bunkers, and plenty of trophies from the troops.

(Continued on page 74)
THE 10th CONSECUTIVE NO. 1 HIT RECORD

DAVID HOUSTON

SINGS

"I'M DOWN TO MY LAST I LOVE YOU"

(Written By Billy Sherrill & Glen Sutton)
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;NEVER MORE&quot; QUOTE THE RAVEN</td>
<td>Stonewall Jackson</td>
<td>Columbia 4-44663</td>
</tr>
</tbody>
</table>

A quote from a raven in Stonewall Jackson's newest single may not be worthy of Bartlett's, but dozens of stations around the country think it's very worthy of being Stonewall's biggest single yet. From Birmingham to L.A. DJs are playing "Never More" Quote the Raven and people are listening. And you just can't get any more familiar than that.

On Columbia Records
Fred Boyd & The Young Country head for Tucson, Ariz., for a two-week engagement...marking his first appearance in the western half of the U. S. . . . Billy Orr is ready for a new Nashville session... . . . Milton Cooper appointed manager of the New Orleans office of Brite Star promotions... . . . Inability to get any musicians to work on the road has caused the Clousey Brothers to close their band and start booking as a single... . . . Some.groups now on tour are Bud-Lee attractions, or Buddy Lee Enterprises. Buddy Lee says the firm in the future will be known only as Buddy Lee Attractions, Inc., located at 39 W. Colorado, South Suite 300, Nashville... . . . Jerry Evans has a new release on Big Howdy label, titled "My Little Girl Keeps You In Mind." . . . Dot Records' Jack Barlow and Capitol's Lynn Jones are state- shopping with a Country Music in Concert" tour of shows. The Country Music in Concert shows are packaged by Circle Talent and Carol Enterprises of Nashville. David Willis is back from Tulsa's previous "rock" club, Caesar's Palace, with a great success story for country music. David Willis is set for a recording session at once for Capitol. The Tulsa disk jockey, also a top promoter, is on the staff of Moss Rose Publications. Tom T. Hall is happy to have owned his own date in early July, by his hometown of Olive Hill, Ky. . . . Dot Artists Tommy Overstreet and Peggy Little are getting good spots on the "Wilburn Brothers Show" network's newest label release. Warner Bros. label released "Blessed Are the Poor" with a winning combination: production by Larry Butler, and a pair of songs, and authors... . . . Hall of Fame Bob Wills hospitalized at Tulsa following an apparent stroke. Jimmy Lewallen is alive and well, almost completely recovered from his recent illness. Kathleen Jackson was instrumental in her recovery. Johnny will be up and performing again soon. Nov. Tomm Younger Hunter plays 25 of the 30 days in June in a Western Canada tour... . . . Sonny James has parted company with Band Box Records, and her new affiliation will be announced soon. The 15-year-old youngsters from Denver has just cut a Nashville session under the direction of Bob Wilson of True Publishing... . . . Clayton Head has signed with Bar-Mac Records of Smyrna, Ga., owned by Vee, Kendrick and Bob McNught. He is the first country artist on the new label. Earl Woods of a Nebraska compo- sition, was here to record on new equipment at the Varisty Record- ing Studio... . . . A scheduled release at Sundance Records of Reading, Pa., is "Save It" and "How Far I'll Go For You" by Kenny Martin and the Country Avengers, featur- ing Lynda Mack. It's a modern country group based in the New York City area... Sonny James completed 37 shows in 38 days, ranging from Georgia to past New York. He then took off on a "vacation" which includes taping an "Ed Sullivan Show" appearance in New York... Bill Anderson, vacationing in Larkspur, Calif., was discovered that his duet with Jan Howard, sched- uled for an immediate release, was held up another six to eight weeks instead. Decca heard his new single, "But You Know I Love You," and decided it should get priority. Bill was pleased that he was not aware of the change in releases unti- l he called his office here. There's another interesting angle to the re- lease. It is Bill Anderson's first record ever released in which he did not write at least one side... KUZZ Radio, Bakersfield, Calif., set June 29 as the date of the fifth annual "Fun in the Sun" show at Hart Memorial Park. Headlining the show will be Buck Owens and his Buckaroos, Susan Raye, Haggard-Buddy & the Sound Brothers, Sheb Wooley. Ben Colter and many other performers will perform at the all-day event, attended by people from all parts of Cali- fornia, is expected to draw a capaci- ty crowd of 14,000. In his session at the Country Music Hall of Fame's George Ritchie plans to discu- ss a couple of new Tom T. Hall tunes... . . . Bill Owens, leading singer-songwriter and members of the Jordan Brothers, were in studio here at 1012 17 Avenue South. The office, known as Bill Owens Enterprises, will be managed by his brother, Robert Owens... Porter Wagoner's "The Big Caper Of West Coast" contest winners came from an array of places, from Virginia to Texas. The winners got a tour of the city, a visit to thhe Country Music Hall of Fame and Museum, a visit of the Opry, and a banquet... . . . Mike Hoyer of WHO is bringing another of his tours from Des Moines, with bus riders from four States. Some fans who will make the pilgrimage with him come from such places as Peoria, Ill., Kansas City, Kan., Glendive, Mont. and Denver.
A SALUTE TO A GREAT COUNTRY ARTIST

GEORGE JONES

JULY IS GEORGE JONES’ MONTH

So we’re celebrating with a big promotion of all of his great country albums. We know we’ll sell a lot and make George a lot of money ... and we can’t think of a nicer way to SALUTE ONE OF THE GREAT LIVING LEGENDS OF THE COUNTRY WORLD.

- RADIO PROMOTION
- NATIONAL DISC JOCKEY PROMOTION
- STORE DISPLAYS

... and a special salute to Pappy Daily for producing all the great hit singles and albums

Brand New Hit Single
"IF NOT FOR YOU"
MU 1366

CONTACT YOUR DISTRIBUTOR FOR OUR SPECIAL MERCHANDISING PLAN

MY COUNTRY
Special 2 Record Set
20 Great Songs $5.89 List

LOVE BUG
MS3088

WALK THROUGH THIS WORLD WITH ME
MS3119

GEORGE JONES' GREATEST HITS
MS3116

I'LL SHARE MY WORLD WITH YOU MS 3177
ATTENTION ALL ADVERTISERS: ADVERTISINGスペース A Titan is your key to worldwide distribution. Send your message to JUSt, 390 Mass Ave., Cambridge, Mass. A Titan offers rapid, low-cost delivery. Give your message the power to sell with A Titan.


MASTERS WANTED FOR IMMEDIATE release. We pay 24% on wholesale of all records. Complete details on request. Apex Rendezvous, Inc., 390 Main St., Waltham, Mass. Phone: 399-2300.

RECORD SERVICE

INTERNATIONAL EXCHANGE

UNITS


MUSIC MONITORS

OPPORTUNITY KNOCKS NOW!

We need Program Directors, DJs, Newsman and Production Directors now for major and medium markets. Contact me June 18 thru 22 at my Woldorf-Astoria suite, 2 New York or call: (215) 466-4116

KEN DRAPE Programming dir.

WANTED MUSIC AND GAME MERCHANTS: Sell Joysticks, game cartridges, transistors, filters, etc. Need more software for computer games. Send list to your nearest N.Y.C. or Chicago office. Eversol, Automatic Merchandising, Inc., 5755 S. W. Highway, Chicago, Ill.

FOR SALE

WANTED MAJOR LABELS, RCA, COL., SONY, MCA, etc. Send list of all records. WANTED: SOUND SYSTEMS, parts. Guaranteed. Atlantic Audio, 135 S. Faison Rd., Easton, Md. 21601.

DISTRIBUTING SERVICES

FOR SALE

GUITAR STRINGER (EPIPHONE, HUMMEL) four wall, 500s. For sale $115.00. Kings Highway, Brooklyn, N.Y. 11216.

SITUATIONS WANTED

едакор воиз: THEATRICAL ORGANI-

Shinn addressed the RO-

S.C., and by Larry Flynt, an

ATTENTION! Attention!

McNeeley has been
elected secretary of\nAutomobile Sales, Inc., a national vendor
and food service organization with

SITUATIONS WANTED

almost 4,000 members in
the United States. McNeeley
was the site of a recent
Wagon Jobbers record
service, which was
conducted by field

SITUATIONS WANTED

WANTED: BAND LEADERS, 52 detailed.

MUSICIANSEXPERIENCE Halted:

MUSICIANSEXPERIENCE Halted:

 Benedict Ollive, whose family owns
the Ditsoni Music Co., St. Petersburg, Florida. The only female student-
attending the one-day school included

The service-tecnicians who
attended the one-day school included
Bobby Shaw, Alex Cook, Robert Talborno, Edward Engberg, Jerry Fufel, Dick Lucy, Andy Rodriguez, Hal Oaken, Bob Robinson, John Thomas, Virgil Gardner, Kermit Marks, Bob Bennett, Bud Phillips, Bob Shawmack and
High Darnel.

R.E.I.'S MUSICIANSEXPERIENCE Halted:

FUTURE MUSICIANSEXPERIENCE Halted:

We need Program Directors, DJs, Newsman and Production Directors now for major and medium markets. Contact me June 18 thru June 22 at my Woldorf-Astoria suite, 2 New York or call: (215) 466-4116

KJEN DRAPE Programming dir.

WANTED MUSIC AND GAME MERCHANTS: Sell Joysticks, game cartridges, transistors, filters, etc. Need more software for computer games. Send list to your nearest N.Y.C. or Chicago office. Eversol, Automatic Merchandising, Inc., 5755 S. W. Highway, Chicago, Ill.

FOR SALE

GUITAR STRINGER (EPIPHONE, HUMMEL) four wall, 500s. For sale $115.00. Kings Highway, Brooklyn, N.Y. 11216.

SITUATIONS WANTED

едакор воиз: THEATRICAL ORGANI-
HEE HAW.

Most of you probably know that our artist Roy Clark is co-hosting the new CBS-TV show “Hee Haw” which debuted last night (Sunday). It should be quite a show, due, in part, to our own Mr. Clark. Roy is one of those rare entertainment personalities. He can’t be pigeon-holed; he communicates with all segments of the record-buying public.

Case in point: “Yesterday, When I Was Young” (Dot 17246). This record is a nationally charted hit on all charts... Top 40, Easy Listening, and Country. It’s selling that way, too.

Now here’s his latest album, titled (coincidentally, right?) “Yesterday, When I Was Young.” It’s numbered Dot DLP 25953. It’s by Roy Clark. It was produced by Joe Allison. It’s beautiful. And it’s going to do just what the single did. Hit.

That’s right, DOT Records. The one with a whole bunch of artists who are as good as gold.

The Giant that woke up, sprouted wings, and is now on Cloud 9...and rising.
Jimmie Davis, a staple in the field of sacred music, is just as effective with straight country material as they are with variety items. The album "Green Grass of Home," "I'll Be True to You," and others. The album is certain to do well among country devotees and disciples.

LOW PRICE CLASSICAL

LOW PRICE RECORDS

LOW PRICE SPECIALS

Action

Records

Countries

Album Reviews

Continued

This is a strong package for the country music fan and those among his product distinctly his own. There are unpretentious aspects of one side and what a feature. This unit has what is taken.

CLASSICAL

POD

POMP AND CIRCUMSTANCES

...The Guess Who...MGM SE 4645 (S)

Terry Berke's Audio P. 5039 (S)

JIMMIE DAVIS—Dusk Until Dawn. Capitol ST 242 (S)

WILLIAM BROTHERS—It Looks Like the Sun's Gonna Shine. Decca DL 72132 (S)

WILBURN BROTHERS—It Looks Like the Sun's Gonna Shine. Decca DL 72132 (S)

This is a very satisfying blues, for Albert Collins brings to the ideal imagination and soul. His guitar style is beautiful. Of the down rate sides, all are instrumentals such as "You Know Where I'm Coming From."

THE SPOONFUL—Spoonful. BluesWay BLS 6026 (S)

WILBUR DAVIS—The First Blues Guitarist of the 20th Century. BluesWay BLS 6026 (S)

This is one of the better selections.

ANDRE KOSTELANETZ'S GREATEST HITS—Columbia CL 1140 (S)

KATIA KOLLER—The Toreadors"from "When the Sun Comes Out." New York Philharmonic. In electronic settings. The excerpts from"Now For Today" are interesting electronic rock, while the excerpts from "The Green Gang" are played with more classically oriented. Both are spectacular.

ART REYNOLDS SINGERS—It's a Wonderful World. Capitol ST 191 (S)

SAM THE SPANK—It's a Wonderful World. Capitol ST 191 (S)

JIMMY WITHERSPOON—"I Won't Be a Songwriter. But I'll Write a Song For You." Capitol ST 191 (S)

HARRY BELAFONTE—I Like to Tell Y'all About My Jig. Columbia CS 5065 (S)

ALBERT COLLINS—Steppin' Out With Albert Collins. Blue Thumb BLS 6026 (S)

This is a fine package for the blues, but Albert Collins brings to the ideal imagination and soul. His guitar style is beautiful. Of the down side sides, all are instrumentals such as "You Know Where I'm Coming From." The material, all written by Collins, includes "Hoochie," "Beverly Blue" and "Starday."
We put it in an Album.

Al Martino's "Sausalito." The album that has been warming in the wings. A best. His style developed to a sweet-as-wine, occasionally sensual lyricism. Includes the fresh sounds: "Sandy When She's Sleeping," "Traces," "Glad She's A Woman," "Memories," "Then I'll Be Over You."

**Dexter's Scrapbook**

- **Continued from page 60**

said, "must inevitably be better or it will perish. As far as young composers are concerned, we must have a functional attitude — we can't live in ivory towers any more than can scientists of 1969. The musician must learn to uphold the society which economically and socially sustains him.

Harris, smiling, says that he has always been lucky. He looks back and confesses that his early works were composed 'in the fullness of ignorance and arrogance.'

**BELL & HOWELL** recently introduced nine new tape recorders, among them, Model 2425. Above, the firm's first tri-head stereo tape deck. Audio eye, new feature, is included on all but two of the nine models and on this unit, too. Other features: single-direction operation; four track recording; sound-on-sound; sound-with-sound; echo effects; separate controls to monitor record function for both channels; three-speed tape transport; tape noise filter switch; head phone jack; sound-on-sound level control. List price: $199.95.

**ZENITH'S IMPROMPTU,** Model AS89, is a three-piece Circle of Sound stereo system. The main cabinet houses a stereo precision four-speed record changer, 32-watt peak music power solid-state amplifier and Micro-Touch 20 tone arm with 'free-floating' cartridge.

**From The Music Capitals of the World**

**DOMESTIC**

"Award of Merit," to Al Abrams Associates in appreciation of the Detroit based Public and Private Relations firm's efforts in bringing about the release of the official "Stay in School" campaign album. The Star/Vol album's highlights include Otis Redding, Carla Thomas, Sam and Dave and several other Stax/ Volt artists. The album was first released in 1967. . .

**The Cannonball Adderley Quintet** is the first group announced for the 12th annual Monterey Jazz Festival in September. Jazz trumpeter Lee Morgan opened a two-week stint at the Boh/And on June 10. . .

**The Headhunters,** new group here in mid-July . . . The Oakland College summer's series of concerts will include appearances by: Steppenwolf (20), the Temptations (29), Tom Jones (July 5), Brasil '66 (18), James Brown (20), Dionne Warwick (27), Blood, Sweat and Tears (Aug. 2) and Blind Faith (Clapton, Winwood and Baker) on Aug. . .

**Classical Tidbits**

- **Continued from page 62**

(cycle sacrificing less-familiar works.) Soprano Patricia Guthrie, soprano, has been announced as David stone are the 1969 winners of the Kirsten Flagstad Memorial Award.

**Billboard** Best Selling

**Ziff-Davis**

- **April Fools,** will be out next week. Also on the album are Monga Santamaria, Taj Mahal and Parry Faith, who did the title song. . .

**Jazz**

- Jazz Cru-...
London Records launches
another gigantic new talent!

MARThA VELéz

with her first chart bound single

TEll MAMA
HOME STEREOS

H-3500
Self-contained unit! Nothing extra to buy! Power-packed twin amplifiers! Provision for extra external speaker!

69.95

H-5500
Complete 4 & 8-track stereo! Self-contained — speakers enclosed! Magnificent hand-rubbed walnut! New automatic blue pilot light!

109.95

HW-12
Instant 4 & 8-track automatic play! Contemporary low silhouette design! Luxurious hand-rubbed walnut finish! Simple easy to reach panel controls!

109.95

H-1200
Stunning styling — hand-rubbed walnut! Power-loaded — 25 watts! Plays 4 & 8-track cartridges! Self contained — ready to play!

149.95

HW-150 ROYALE
A TREASURE CHEST OF STEREOPHONIC BRILLIANCE — Self contained amplifier and pre-amp! Push button switching for record player, AM-FM, tape recorder and cartridge playback! 30 Watts per channel! Treble and bass controls for each channel! All controls are lighted! Integrated circuit (I.C.)! Plays 4 & 8-Track! Hand rubbed walnut!

139.95

SPEAKERS

SK-4 KIT — 4 speakers
5" diameter plus grilles.
Suggested Retail ... $10.00

SK-2 KIT — 2 speakers
2 1/2" x 10" w/enclosures.
Suggested Retail ... $10.00

SK-5 KIT — 2 speakers
5 1/4", 5-watt ceramic magnet.
Suggested Retail ... $10.00

10.15 — Low profile 3" x 5"
speaker — hand rubbed walnut
Suggested Retail ... $14.95 Each

SK-22C KIT — 2 speakers
with 5" chrome grilles
Suggested Retail ... $7.00

SK-23C KIT — 2 speakers
ceramic magnet, red cones.
Suggested Retail ... $8.00

6-20 — Single enclosure 6"
speaker — hand rubbed walnut
Suggested Retail ... $19.95 Each

10-50 — Huge 10" custom damped
driver matched by passive
crossover network!
Suggested Retail ... $49.95 Each

110-20 — Single enclosure 10"
speaker — hand rubbed walnut
Suggested Retail ... $29.95 Each

OOG V-4 N CY U 4 O CM

www.americanradiohistory.com
A single-source for all car and home cartridge playback units, speakers, stereophonic cartridges and accessories.

**CAR STEREOS**

- **C-120**
  - 99.95
  - Compatible powerhouse! Twin 8-watt per channel amplifiers! Smartly-styled in satin black and brilliant chrome!

- **M-35-69**
  - 49.95
  - High-powered twin amplifiers! Flip switch programs AUTOMATICALLY! All new dial controls! Plays all 4-track cartridges!

- **M-12-69**
  - 69.95
  - Full range stereo for 4 & 8-track! Power-packed twin amplifiers! Automatic blue pilot light! Chrome dust protector doors!

- **M-60-69**
  - 99.95
  - Most powerful car stereo of all! 15 watts of power per amplifier! Compatible 4 & 8-track programming! Remote cable switch!

- **M-130**
  - 139.95
  - 4 & 8-track full range stereo! FM stereo multiplex cartridge tuner! Track and program selector! Program indicator lights!

- **C-8-69**
  - 69.95
  - High-powered solid-state 8-track. Features four programs of music with individual indicator lights.

**HOME STEREOS**

- **H-3500**
  - 69.95
  - Self-contained unit! Nothing extra to buy! Power-packed twin amplifiers! Provision for extra external speaker!

- **H-5500**
  - 109.95
  - Complete 4 & 8-track stereo! Self-contained — speakers enclosed! Magnificent hand-rubbed walnut! New automatic blue pilot light!

- **HW-12**
  - 109.95
  - Instant 4 & 8-track automatic play! Contemporary low silhouette design! Luxurious hand-rubbed walnut finish! Simple easy to reach panel controls!

- **PF-30**
  - 29.95
  - Smartly proportioned 11” portable & cordless 4-track unit — includes standard batteries and 12 V.D.C.

- **H-1200**
  - 149.95
  - Stunning styling — hand-rubbed walnut! Power-loaded — 25 watts! Plays 4 & 8-track cartridges! Self contained — ready to play!

- **H-130**
  - 139.95
  - 4 & 8-track full range stereo! FM stereo multiplex cartridge tuner! Track and program selector! Program indicator lights!

- **H-1200**
  - 149.95
  - Stunning styling — hand-rubbed walnut! Power-loaded — 25 watts! Plays 4 & 8-track cartridges! Self contained — ready to play!
Showcase your hit inventory with the fabulous

**MUNTZ MUSIC MERCHANDISER**

(Dealers, please order as 3M Display)

11½" deep x 22½" wide x 24" high

Muntz music puts you in the hit business. Today's greatest-selling musical stars are brilliantly spotlighted on Muntz stereophonic cartridges. Muntz Stereo-Pak is offering cartridge dealers this sales-building point-of-purchase merchandiser. It's designed so that customers will see the Top 10 selling cartridge albums at a quick glance. There's storage room for 100 great stereophonic cartridges from Muntz Stereo-Pak. The Muntz Music Merchandiser is today's greatest cartridge salesman!

---

**CD-22 STEREO MERCHANDISER**

- Self contained — ready to use by simply plugging into 110V wall socket.
- 4 Position Rotary selector switch.
- 2 SCG-4 Stereo speakers with chrome grilles.
- Hand-rubbed selected walnut finish.
- Size — 30½" wide x 11½" deep x 24" high.

---

**SALES GIANTS!**

From the world's only major single-source for all car stereo and cartridge products and accessories.

MUNTZ STEREO-PAK, INC.

7715 DENSMORE AVENUE ■ VAN NUYS, CALIFORNIA 91406 ■ TELEPHONE (213) 989-5000
THE WORLD'S BEST-SELLING BOOK

WE'RE RIGHT BEHIND YOU . . . with a hard-hitting nationwide program of publicity and advertising that's turning on the whole country to the Muntz name and the car stereo concept!

National magazines, huge metropolitan newspapers and national television programs are carrying the Muntz car stereo story to the American public every single day of the year!

FACT:
By 1970, 117 million of this country’s predicted population of 214 million persons will probably be less than 30 years old and in the car stereo generation.

That's a lot of customers and they're all yours . . . if you give them what they want. You get what they want from Muntz, the first and foremost name in car stereo—offering a world of brilliant stereophonic entertainment for cars, homes and boats.

The 4-Track Giant Stocks It To You With A Great New Catalog of Hit Product.
Great Stars! Great labels! Great Sales!

Showcase your hit inventory with the fabulous

MUNTZ MUSIC MERCHANDISER
(Dealers, please order as 3M Display)

11½" deep x 22½" wide x 24" high

Muntz music puts you in the hit business. Today's greatest-selling musical stars are brilliantly spotlighted on Muntz stereophonic cartridges. Muntz Stereo-Pak is offering cartridge dealers this sales-building point-of-purchase merchandiser. It's designed so that customers will see the Top 10 selling cartridge albums at a quick glance. There's storage room for 100 great stereophonic cartridges from Muntz Stereo-Pak. The Muntz Music Merchandiser is today's greatest cartridge salesman!
EMI Switzerland Pitch Scores in Underground

ZURICH—In one of the most intensive record promotion campaigns ever undertaken in Switzerland, EMI Records (Switzerland) has sold several albums from the ABC Decca, Dunhill, Liberty, Probe, Capitol, Zappel and Harvest labels.

Promotions director Teddy Meier said: "Sales have been fantastic for our market. Two of our albums have already been released to date as part of this campaign and have reached No. 1 spot on the Swiss charts—Steppenwolf's 'At Your Birth' and 'Purple's 'At your Feet.'"

The campaign, begun two months ago, was scheduled to end in mid-March but because of its success, has been extended to mid-July.

EMI shipped special posters and display material to the 100 most important record shops and a 100,000 retailers and sponsored a contest for record buyers with an all-expenses paid visit to London as the top prize. Full-page advertisements were placed in top underground newspapers. The contest drew 300 entries and EMI has compiled a mailing list of people who will be used for sending out news releases and other publicity.

Group Contest By Finnish Net

Helsinki—Oy Yleisradio, the government-controlled radio network, has been appointed national competition for best groups.

A jury of radio officials, musicians and pop journalists has been appointed to judge tapes submitted by amateur groups and the best six will appear in the annual competition staged by Decca.

Boost sales in North America

The U.S. Dunhill label was launched here on a split Stateside-Oslo basis last year. The future Dunhill releases here will appear on Stateside with special Dunhill credit. Dave Chapman, label manager for Dunhill at EMI, said that in order not to confuse retailers, Dunhill product would probably carry the Dunhill credit if not the letter "D" from that Stateside records.

LONDON—Belter execs are phasing out the two Belter/Dunhill/Stateside logos here due to difficulties in registering the Dunhill franchise. It is understood that EMI has met with certain problems because of possible confusion with the Alfred Dunhill cigarette company.

EMI Eases Out 'Split' Dingo Use

LONDON—Dunhill, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairman is Stockman, the National Federation of the Phonographic Industry, whose chairma...
Lib.-UA Distrib. Deal With Philips Extended

LONDON — Martin Davis, Liberty-UA general manager, revealed plans for Liberty's new distribution deal with Philips. The agreement with Philips has been extended and is designed to run concurrently with Lib- erity-UA's pressing and distribution label, the United Artists label with EMI.

Both distributors thus are left on their own to contest the possible ultimate prize of a double contract in 20 months, with Davis to announce his EMI agreement express.

But while the distribution would also be involved at that time now becomes doubtful, for Liberty-UGI's taken the first step towards setting up its own nationwide sales operation. In-itally, concentration will be on key cities, starting on July 1.

Distributors would have to supply us with information as to the most efficient method of distributing our product. To be-gin with, we will start our own distribution in major towns."

Liberty-UA is also looking into the possibility of a Europe as one marketing area in which the company will one day lease a card in all continental territories. A state-ment from EMI, that various operations will be made later this year.

***

FRENCH DISKS ON NAPOLEON

PARIS—The French Centre d'Imprégnation du Disque, in conjunc-tion with the French record industry, has produced a special catalog of records released by French companies in connection with the bicentenary of the birth of Napoleon Bonaparte this year. The catalog lists special releases by Ades, CBS, Chant du Monde, Decca, Erato, Festival, the Guilde Internationale du Disque, the Conservatoire National de Musique et d'Art Dramatique, Pathé-Marconi, Philips, Polydor, RCA, Vega and Vogue.

FIRST RECORD PRODUCTION CO. SET UP IN NORWAY

OSLO—Norway's first record production company, Continental Productions, has been formed by Carl M. Iversen and artists' agent Barry Matheson. The company will be run concurrently with Liberty-UA.

Both companies have moved to a new premises in the Studio Avenue, which will be released for Liberty on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

Takings of artist man-agements for the new company will be Boerre Bentzen, formerly sales manager with Arne Bendiksen A/S. Continental shortly will open its own re-recording studio.

Karajan for Paris Festival

PARIS—Herbert von Karajan playing Mozart's three piano concerti with Jorma Virta and Carl M. Iversen, will be one of the highlights of the Aix-en-Provence Music Festival, July 21, 22 and 24. The festival also will appear as guest conductor with the Orchestra of Paris.

The Orchestra of Paris will also give two Mozart concerts under Laz Karchman (July 22) and Georges Semkov (July 31).

Another feature will be an anthology of recorded music under the patronage of the ORTF.

Bendiksen Is Rep. to FIDOF

OSLO—Arne Bendiksen, head of Triola Records and Bendiksen publishing, has been ap-pointed representative to the International Federation of Performer Organizations (FIDOF).

Two festivals this year in which Bendiksen has been con-cerned as a songwriter are the Sopot Festival in Poland, Aug. 20-24, and the Rio Song Festi-val in Brazil in October. Bendiksen will be looking to record sales in Norway for Triola artist Lillian Askeland, who has been selected to rep-re sent Norway in both events.

MGR TO EXIT SONORA PUB

OSLO—Mrs. Anne Larsen, manager of the Sonora pub-lishing company in Norway, is leaving the company. Her last day will be on Tuesday (24), by Mrs. Inger Frits.

Mrs. Frits is the wife of Fredrik Friis-Olsen, composer, writer and manager of the Sonora publishing company. Mrs. Frits is the sister of John Poole, head of Cart M. and the former manager of Glutant, Teddy Nelson, Vidar Ottersen and Anita Heger-land. The company is a division of Nor-Disc and Phonogram, publishing company.

Other records obtained in Norway by Sweden Music and its sister publication, "The Train Never Stops," Sunday, No- vember First, and "Don't Wanna Play House," all by Glutant (Odeon); "Lemon Limonero" and "My Girl Maria" by John Norman (Columbia); "1432 Pike Circle Hero" by Nora Brockstedt (Tri-

olini); and "Stand By Your Man" by Stevie Ingram in "Record Release" (RCA).

In Sweden, Anderson has se-curred several local versions of "Windmills of Your Mind."

Leif Hemmingsen and Johnny Sorensen, both former members of the Norwegian pop group, the Brothers, which had been formed with Arne Bendiksen's Triolet label.

Continental is also producing alternative series withטית-2, the daughter of A. W. A. van de Tempel, vice-president of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.

The new company has al-ready secured its first series of the British record company, Avenue, which will be released in Norway on the Studio 11 label.
HERE WE ARE...

1968 SALES INCREASE OVER 1967 — 150%
1968 GROSS SALES INCLUDING CLUBS — 150 MILLION DM

It’s ARIOLA-EURODISC’S 10th anniversary in record business and the opening of new headquarters in Munich. The past decade has been a sweeping story of success. The credit goes to our family of artists and to the young Ariola staff, but also to the various clubs of the Bertelsmann group and to our partners here and abroad.

Thank you.

RUDOLF SCHOCK
UDO JÜRGENS
MIREILLE MATHIEU
PETER ALEXANDER
HEINTJE

ROBERT STOLZ
REX GILDO
JO MENT
ADRIANO CELENTANO

Let’s embark on another decade of growth in swinging Munich, sophisticated capitol of music and spring-board to international markets.

Like to be a member of the Ariola family? Get in touch with us!

Ariola-Eurodisc GmbH
Arbelleistraße 4, 8 München 81, W.Germany
Phone: (0811) 911071-77 — Telex: 0623487 euro d
From the Music Capitals of the World

TORONTO

Only CHUM-FM is still playing the complete version of "Ballad of John and Yoko." CKFH continues to air their version, with the exception of the single and CHUM-AM now records that they are playing several of John and Yoko's newer recordings. The reason for this development is coincidental with John and Yoko's tour of Canada. The Sex Pistols have just arrived in Toronto, and they will be playing at Casa Loma on June 15-17. The Pistols are accompanied by the Sex Pistols' manager, Malcolm McLaren, who is one of the original members of the Sex Pistols. He is a significant figure in the world of rock music, and his presence will add to the excitement of the Pistols' performance.

LONDON

A new rock group called the "Deadline" has emerged on the London music scene. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Deadline," which has received good reviews from music critics. The group's sound is a blend of punk and new wave, with a strong emphasis on guitar-driven music. They are expected to make a significant impact on the British music scene in the coming months.

JERUSALEM

The Subar publishing company has acquired all the rights to "Yesterday's" and "Today's" series of songs. The company is planning to release new recordings of these classic songs in the near future. The "Yesterday's" series consists of the hits from the 1960s, while the "Today's" series features contemporary songs.

VIENNA

Austrian singer Jack Grunsky has just released his new album, "Yesterday's". The album features a mix of classic songs from the 1960s and contemporary material. The album is expected to chart well in Austria, and it will be available on all major music platforms.

WARSAW

The organizers of the International Song Festival in Sopot, Aug. 21-24 are negotiating with Diana Denny, Susan Mengham, and several other rock and roll guest artists. Juliette Greco was here for two concert appearances, and she has signed a contract with the festival organizers. Greco will release her second gold record for the festival, and she will also record a new single for the festival.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.

The Beatty Boys United Artists has given a concert at the Camera Obscura. The group is composed of four young musicians who have been playing together for several years. They have just released their first single, "Yes, Sir!" which is expected to chart well in Poland.
SCOTT WALKER

A GIANT in England! Voted No. 1 Male Vocalist 1969 - "Disc And Music Echo."

A GIANT Album In England
Number 3 On The English Charts

Now The Same GIANT Album Released In The U.S. "SCOTT 3" SRS-67121

A GIANT New Single In The U.S. "LIGHTS OF CINCINNATI" S-2228

SMASH
from the Mercury Record Corporation family of labels
MERCURY • PHILIPS • SMASH • FONTANA • LIMELIGHT • BLUE ROCK • WING
Lennon Cuts Single During 'Bed-In'

TORONTO — Two of Canada's largest recording companies have scheduled annual conventions in the coming weeks. The Canadian Federation of Musicians will start at 7 p.m., Monday (16) at the Holiday Inn in Quebec City. The CFA's convention will continue through Friday (20).

Discussions will be held with officials, and several outsiders have agreed to give talks on various aspects of the Canadian music industry. For example, Pierre Trudel, French-Canadian author, will talk on the Quebec scene, and Ritchie Yorke, Billboard correspondent in Toronto, will discuss the U.K. music scene.

(Continued on page 106)

Four Arts to Represent Starlite Firm in Canada

TORONTO — Four Arts Productions of Toronto has signed an agreement with Starlite to represent the British firm in Canada. The agreement was negotiated by Spencer Davis Group, Marma- 
lar Music,Hitsville U.S.A.(nightclub performer). Other ar-
tists signed for Canadian rep-
resentation include David Whit-
field, Anne Shelton, and Matt
Monro.

In view of the volume of business currently being trans-
acted by Four Arts in the U. K. and Europe, the company has opened a London branch office headed by David Reid. "The establishment of this branch will help Canadian talent a long sought-after bridgehead into European markets and it is conceivable that a two-way trans-Atlantic movement of talent will be possible," said Reid.

(Continued on page 106)

Arc to Bow Writer LP's

TORONTO—Arc Records of Canada will release the first LP in a scheduled series of Canadian folk artist-composer Gordon Lightfoot as orchestrated and performed by Mariposa, the Mississauga and Dunbar Music, Canada, Ltd. Arc will report to Harrison and occupy himself chiefly with RCA's music publishing operation but will concentrate on its application to non-RCA records and copyrights. He will also handle for RCA and Sunbury-Dunbar, special assignments in the field of talent development and special promo-
tion on new artist acquisitions. Porer, 27, comes to RCA from a back-
ground of radio and TV as well as management and promotion of Canadian talent.

Canada's Top Singles

This Week Last Week TITLE, Artist, Label & Number
1 GET BACK Beatles, Apple 2490
2 IN THE Ghetto Elvis Presley, RCA 47-974
3 BAD MOON RISING Creedence Clearwater Revival, Fantasy 637
4 LOVE THEME FROM ROMEO & JULIET Henry Mancini & His Orch., RCA 74-0131
5 ISMELITIDES Myon, Baraf & the Aces, Uni 5579
6 GOODBYE Mary Hopkin, Apple 1966
7 HEATHER HONEY Tiny Tim, ABC 1121
8 OH HAPPY DAY Edwin Hawkins Singers, Paradise 2000
9 LOVE (Can Make You Happy) Mercy, Columbia 2875
10 NEW YARD Joan Stevens, Monument 113
11 WHERE'S THE PLAYGROUND, SUSIE? The Coal Champs, Capitol 2434
12 HAIR Cowsill, MGM 14206
13 BOXER Simon & Garfunkel, Columbia 4-4705
14 ATLANTIS Donovan, Epic 5-0046
15 AQUARIUS/LET THE SUN SHINE IN Fifth Dimension, Soul City 772
16 MEDICINE MAN Friends of Distinction, RCA 74-002
17 LET ME Paul Revere & the Raiders, Columbia 44804
18 DADDY LOVE YOU Andy Kim, Steed 1031
19 GRAZIN' IN THE GRASS Friends of Distinction, RCA 74-002
20 MORE TODAY THAN YESTERDAY Spiral Staircase, Columbia 4-4741

Cap., Polydor Plan Meetings

EXECUTIVE TURNTABLE

John Porer named executive assistant on the staff of George Harrison, vice-president, general manager, record division RCA Ltd., Canada, and president of Sunbury and Dunbar Music, Canada, Ltd. Porer will report to Harrison and occupy himself chiefly with RCA's music publishing operation but will concentrate on its application to non-RCA records and copyrights. He will also handle for RCA and Sunbury-Dunbar, special assignments in the field of talent development and special promo-
tion on new artist acquisitions. Porer, 27, comes to RCA from a back-
ground of radio and TV as well as management and promotion of Canadian talent.

Billboard's Canada's Top Albums

This Week Last Week TITLE, Artist, Label & Number
1 HAIR Original Cast, RCA 110 (MC), ISO 1100 (S)
2 BLOOD, SWEAT & TEARS Columbia 5 1072 (S)
3 CALGARYSTON Columbia 5 7210 (S)
4 GREATEST HITS Donovon, Epic BNX 2649 (S)
5 SAYOU COUNTRY Country Chess, Fantasy 8985 (S)
6 NASHVILLE SKYLINE Bob Dylan, Columbia KC 9823 (S)
7 ROCK AND ROLL Country, Capitol 11 299 (S)
8 ENGELBERT Englebert Humperdinck, Capitol PAS 71026 (S)
9 HELP YOURSELF Tom Jones, Polydor PAS 71025 (S)
10 OLIVER Soundtrack, Capitol CD 5204 (S)
11 LED ZEPPELIN Atlantic SD 10014 (S)
12 IN-A-GADA-DA-WIDA Iron Butterfly, Ato 10 332-20 (S)
13 AT FOLSOM PRISON Johnny Cash, Columbia LC 9609 (S)
14 JOHNNY WINTER Columbia 5 9282 (S)
15 GAMES IN A ROOM Leonard Cohen, Columbia 5 9767 (S)
16 FROM ELVIS IN MEMPHIS Elvis Presley, RCA 10 415 (S)
17 BIRTHDAY PARTY Steppenwolf, Dunbar US 10053 (S)
18 FEVER ZONE Tom Jones, Polydor PAS 71019 (S)
19 AGE OF AQUARIUS Fifth Dimension, Soul City SCI 9005 (S)
20 LIVE Tom Jones, Polydor PAS 71014 (S)

BILBOBOARD SPECIAL SURVEY For Week Ending 6/27/69
A TAPE Explosion, All Over the Globe—TAPE is What's Happening! (Read the Tape Story in Canada in Billboard, June 28.)
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
165 West 46th St., N.Y., N.Y. 10036
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________________________
**ARGENTINA**

(Courtesy Estaciones a la Fama)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>33</td>
<td>29</td>
<td>30</td>
</tr>
<tr>
<td>2</td>
<td>28</td>
<td>25</td>
<td>21</td>
</tr>
</tbody>
</table>

**BRITAIN**

(Courtesy Record Retailer)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>27</td>
<td>21</td>
<td>14</td>
</tr>
<tr>
<td>4</td>
<td>11</td>
<td>10</td>
<td>28</td>
</tr>
</tbody>
</table>

**FRANCE**

(Courtesy Centre de Documentation et de Diffusion du Disque)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>25</td>
<td>20</td>
</tr>
</tbody>
</table>

**HOLLAND**

(Courtesy Radio Veronica and Hitparade week by week)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>18</td>
<td>17</td>
</tr>
<tr>
<td>7</td>
<td>16</td>
<td>15</td>
</tr>
</tbody>
</table>

**NEW ZEALAND**

(Courtesy New Zealand Broadcasting)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>8</td>
<td>19</td>
<td>18</td>
</tr>
<tr>
<td>9</td>
<td>17</td>
<td>16</td>
</tr>
</tbody>
</table>

**PHILIPPINES**

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>11</td>
<td>10</td>
</tr>
</tbody>
</table>

**PUERTO RICO**

(Courtesy of WKAQ-El Mundo)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>12</td>
<td>7</td>
<td>6</td>
</tr>
</tbody>
</table>

**SWEDEN**

(Courtesy Radio Sweden)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>5</td>
<td>4</td>
</tr>
</tbody>
</table>

**JAPAN**

(Courtesy Oricon/Telescopio Co., Ltd.)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>3</td>
<td>2</td>
</tr>
</tbody>
</table>

**MUNICH**

(Deutsche Saga)

New Name for Deutsche Saga

**SOUTH AFRICA**

(Courtesy Oupa/Samuel, and African Record Manufacturers and Distributors)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>15</td>
<td>2</td>
<td>1</td>
</tr>
</tbody>
</table>

**SPAIN**

(Courtesy of El Gran Musical)

<table>
<thead>
<tr>
<th>Week</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>16</td>
<td>1</td>
<td>0</td>
</tr>
</tbody>
</table>
OF THE 102 MOST-PERFORMED SONGS IN THE BMI REPERTOIRE DURING 1968, 13 OF THOSE SONGS WERE OURS. MORE THAN TWICE AS MANY AS ANY OTHER COMPANY!

Thank You:

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

Screen Gems-Columbia Music, Inc.
Roosevelt Music Co., Inc.
711 5th Ave., New York, N.Y. 10022
THE SEASON for
"POLK SALAD ANNIE"

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

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

"BLACK & WHITE"
SLP-18114

TONY JOE WHITE

MONUMENT RECORD CORP
MN 1104
Nashville/Hollywood
The Band is now recording.

They were "Big Pink"; they're even bigger now. Order now. Please send me _______ albums of "The Band."

Name__________________________
Company_______________________
Address________________________
City__State__Zip________________

Capitol Records
1750 North Vine
Hollywood, California 90028
The Truth Behind -

The Whole Mason Williams Hype

You're probably a little bit sick of hearing about Mason Williams by now. He seems to have captured the attention of the mass media like nothing since early Timothy Leary. New books by Mason Williams. He's on TV more often than Lucille Ball. Everywhere you hear, it's a new Mason Williams record. Stories in all the magazines. "Classical Gas" all over the Grammy awards. Last month he even starred at a Woolworth's One-Cent Sale.

Pushy-pushy-pushy.

Up to here with Mason Williams? Can't say as we blame you.

It occurs to us, however, that a number of you may not yet have become over-Mason'd. May still forgive this man for being popular. It is to those lingering few that we address this expensive advertisement.

We are Mason Williams' record company, and we herewith cop this plea: we have been the only ones in America's mass media machine to soft-pedal the Mason Williams glut. When others have hyped and huffed, we've stayed shut-mouthed. On purpose.

We cringed when Mason kept popping up on "Ed Sullivan." We pleaded with Doubleday to cool it on all those ads for his new paperback. We purposely ordered low-priced hors d'oeuvres for his reception at The Factory. And we've waited two months after the release of his new album to take this ad.

Why? Besides the fact that we're sometimes pretty stingy with our ad money, we also wanted to give you as much relief from Mason-talk as we could. But now, our time has come. We hereby make

OUR MOVE

See that? It's a new album, called Music.

Music is not the name of a new group. It is the name of what's in the album. And that is the seat of our problem:

Not enough of you have been going into America's record stores and saying, "Give me music."

God knows what all you've been asking for. We had a hunch what went wrong with our sales of Mason's new album called Music. That cover. It did not come up to America's love of hard sell.

We approached Our Mr. Williams, who devised this cover for his new album. "Mr. Williams," we said, "you blew it." And we offered him our alternative:

Mason loathed that. And since this record company takes the posture of acting like gentlemen, even to the point of hypocrisy, we quickly backed down. The cover stayed. Just Music it still is.

So now, we turn to you out there who have felt the Mason Williams onslaught. For those of you who would like to buy Mason's new album, but cringe at the prospect of encouraging more of the Mason Williams deluge, look at it this way:

You Can Now Buy Mason Williams' Album Without Having To Look At Mason Williams' Name Again!

Thus has Warner Bros.-7 Arts Records stumbled onto one of the major Public Service gimmicks of 1969.
STORYLINE: TALENT SPOTLIGHT
Spotlighting new singles deserving special attention of programmers and dealers.

ROGER MILLER—Me and Bobby McGee
Prod. (Rodney Perry)/Black Tie (Writer: Williams) (Columbia, BMI). The hit LP comes up with a solid rock bear that has all the earmarks to make a big hit hit chart debut. Columbia 35380

STEVE MILLER BAND—My Dark Hour
Prod. (Barry Meehan)/Bluewater (Writer: Adler) (Capitol, BMI). The hit single sensation gets a new lease on life. Capitol 2530

ISLLUION—Did You See Her Eyes
Prod. (Jeff Barry)/Black Tie (Writer: Jeff Barry) (Scepter, BMI). Heavy hard rocker linked with some edge. Scepter 320

WATTS 103RD STREET RHYTHM BAND—TILL YOU GET ENOUGH
Prod. (Leslie Prince)/Streetlight (Writer: Prince) (Jubilee, BMI). This compelling lead single with a driving, funky beat serves as a hit potential up to 100 years. JUBILEE 5666

CHISTOPHER TRAVIS—Girl You'll Be A Woman Soon
Prod. (Pete S. Make)/Diamond (Writer: Diamond) (Tallyrand, BMI). An impressive commercial debut of a material with all the commercial and sales appeal of this great hit. Tallyrand 2510

TOM PAXTON—Crazy John

STORYLINE: COUNTRY SPOTLIGHT
Spotlighting new singles deserving special attention of programmers and dealers.

MERLE HAGGARD & THE STRANGERS—Workin' Man Blues

MARTY ROBBINS—I Can't Say Goodbye
Prod. (Bob Comsock)/Rainbow (Writer: Robbins) (Capitol, BMI). Melodious love ballad in a sure top country alliance. Capitol 40489

DOTTIE WEST & DON GIBSON—Sweet Memories
Prod. (Art Chongs)/Deep (Writer: West) (RCA, BMI). Following up their "Ring of Fire" hit, the exceptional duo offers a powerful reading of the Mickey Newbury ballad beauty. RCA, BMI

CONNIE SMITH & NUT STUCKY—Young Love
Prod. (Rodger Perry)/Bluewater (Writer: Smith) (RCA, BMI). For the group "The Turnarounds"... RCA, BMI

CHART
Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

HUGH X. LEWIS—Restless Melissa (Terrace, KAPP). KAPP 3200

CHERYL DESCH-Walk Among the People (Suva, BMI). PAUL 174

JIMMY RANDOLPH—Let's Work Together
Prod. (Bob Hite)/Big Star (Writer: Randolph) (RCA, BMI). RCA, BMI

GARY BUCK—Little White Pickle Foces (Green Grass, BMI). CAPITOL 2250

STERLING BLYTHE—Man From Seattle (Central, BMI). FRATERNITY 1003

JACK WALKER—And I Know (Stella, BMI). NICO 109

DUS RICHARDS—Four Licks (Atoll, BMI). EPC 61046

GREGG WELLS—You'll Be Mine (RCA, BMI). RIVERBIRD 705

LEHIGH—I've Seen Everything (Riverbend, BMI). "Sales" 399

WILLIE & LAURA MAE JONES—Tennessee Waltz
Prod. (Chet Atkins)/Jettan (Writer: Jones) (Mercury, BMI). Mercury 73528

B. J. THOMAS—Pass the Apple Eve
Prod. (Chips Moman)/Subject (Writer: Moman) (BMG, BMI). Well-crafted hit material with a definite pop appeal. BMG, BMI

SHANNON—Abercrombie
Prod. (Manston-Carter)/Abercrombie (Writer: Carter) (Columbia, BMI). A hit potential that will serve as a fantastic followup to "Where Do I Go/Be In" and "Happy Days." Columbia, BMI

JOHNNY RIVERS—Muddy River
Prod. (Jerry Wexler)/Bluewater (Writer: Wexler) (Atlantic, BMI). A hit potential that will serve as a fantastic followup to "Where Do I Go/Be In" and "Happy Days." Atlantic, BMI

BOBBI MARTIN—Your Cheatin' Heart
Prod. (Henry Jerome)/Copyright (Writer: Williams) (Ode, BMI). A hit potential that will serve as a fantastic followup to "Where Do I Go/Be In" and "Happy Days." Ode, BMI

JUNE 21, 1969, BILLBOARD

99
**PROGRAM**

**THE 3RD NATIONAL TAPE CARTRIDGE FORUM**

**SUNDAY, AUGUST 3**
3:00 p.m. - 8:00 p.m.
REGISTRATION

**MONDAY MORNING, AUGUST 4**
9:00 a.m. - 12:00 noon

<table>
<thead>
<tr>
<th>Session 1</th>
<th>The Future of the Industry—How Can It Best Reach Its Growth Potential</th>
</tr>
</thead>
<tbody>
<tr>
<td>Talk A</td>
<td>The Manufacturer's Point of View</td>
</tr>
<tr>
<td>Talk B</td>
<td>The Wholesaler's Point of View</td>
</tr>
<tr>
<td>Talk C</td>
<td>The Retailer's Point of View</td>
</tr>
</tbody>
</table>

Session 2 Resolving the Packaging Dilemma

**MONDAY AFTERNOON, AUGUST 4**
12:30 p.m. - 1:30 p.m.
LUNCH
2:00 p.m. - 5:15 p.m.

CONCURRENT CONFERENCE SESSIONS

These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 2:00 p.m. and the other at 3:45 p.m.

<table>
<thead>
<tr>
<th>Session 3</th>
<th>The Value of Tape Clubs in Expanding Local Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Talk A</td>
<td>How National Clubs Provide Plus Sales and Expand the Local Markets</td>
</tr>
<tr>
<td>Talk B</td>
<td>Profit Potential in Developing a Local Club</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Session 4</th>
<th>New Dimensions in Dealer Training</th>
</tr>
</thead>
<tbody>
<tr>
<td>Talk A</td>
<td>Basics in Selling Equipment</td>
</tr>
<tr>
<td>Talk B</td>
<td>Training in Effective Merchandising Techniques</td>
</tr>
</tbody>
</table>

**Session 5** Pinpointing the Tape and Equipment Market

Talk B Forecasting Equipment Sales—Portables, Home, Automotive

**Session 6** Advertising Approaches to Develop Consumer Traffic

Talk A When is Broadcasting Advertising Effective?
Talk B Getting Greater Mileage From Print Advertising

**Session 7** Changes in Store Layout, Display and Selling That Improve Turnover

Talk A Setting Up a Self-Service Section for Pre-Recorded Tape
Talk B Effectively Displaying, Demonstrating and Selling Equipment

**Session 8** Trends in International Marketing of Tapes and Equipment

Part A (See Session 21 for Part B)

Talk A Penetration in Far East
Talk B Status in Europe

**TUESDAY, AUGUST 5**
8:30 a.m. - 6:30 p.m.

FIELD TRIPS

Registrants will make a selection of two of these trips for on-site visits to key tape operations in the San Francisco area. Their visits will be preceded by presentations of what these firms are doing, how they have...
overcome problems in operations, and what they have found successful and what they have learned are not successful. You will have a chance to ask questions following the presentations as well as at the place of business.

TRIP A
Session 9 Operation of an Installer of Tape Equipment in Cars
Session 10 How an Auto Accessory Store Sells and Displays Tape Equipment

TRIP B
Session 11 A Test Store for Trying New Marketing Ideas for Tape and Equipment
Session 12 The Tape Cartridge Manufacturing Process—Evolution of the Finished Quality Product

TRIP C
Session 13 Operation of a Retail Record and Tape Store
Session 14 An Inside Look at a Successful Distributor

WEDNESDAY MORNING, AUGUST 6
9:00 a.m. - 12:00 noon
CONCURRENT CONFERENCE SESSIONS
These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 9:00 a.m. and the other at 10:45 a.m.

Session 15 Impact on Tape and Equipment Marketing of Additional Retailers Entering Field
Talk A Rack Jobbers' Role in Setting Up and Servicing the New Dealer
Talk B The Camera Store as a Tape and Equipment Retailer
Talk C Experience of an Appliance Dealer Entering the Tape Field

Session 16 Importance of Servicing for Building Sales of Equipment and Tape

Talk A Reseller, Retailer, Manufacturer, Distributors and Retailers Policies on Returns
Talk B Profit Opportunities in Equipment

Session 17 New Techniques in Selling Pre-Recorded Tapes and Equipment
Talk A Using a Store on Wheels
Talk B Finding Prospects Through Participation in Exhibits in Local Area
Talk C Using Vending Machines to Sell Tape

Session 18 The Role of the Auto Industry in the Growth of Tape and Equipment
Talk A The Future for Selling to the New and After-Market Car Buyers
Talk B The Experience of a Car Dealer in Selling Tape and Equipment

Session 19 Reaching Special Markets
Talk A Selling to the Teen-Age Market
Talk B How the Retailer Can Sell the Educational Market

Session 20 Promotions That Pay Off
Talk A Developing In-Store Promotions That Make Sales
Talk B Off-Site Promotions That Build Sales

Session 21 Trends in International Marketing of Tapes and Equipment
Part B (See Session 8 for Part A)
Talk A The Future in Canada
Talk B Growth in Latin America

WEDNESDAY AFTERNOON, AUGUST 6
12:30 p.m. - 1:30 p.m.
LUNCH
SPEAKER: A New Product on the Tape Horizon—Electronic Video Recording

TAPE CARTRIDGE FORUM
Sponsored by Billboard Publications
The Tape Cartridge Forum will acknowledge your registration immediately upon receipt and will forward all details pertaining to procedures.
Please register ______ people from our company to attend the TAPE CARTRIDGE FORUM, August 3-6, 1969, in San Francisco, California. Check is enclosed to cover all registrants.

Company Name
Address
City, State, Zip
We are [ ] manufacturers [ ] wholesalers [ ] retailers [ ] distributors [ ] other
We are associated with the [ ] music-record industry [ ] automotive field [ ] other
We are now in the tape cartridge field [ ] Yes [ ] No

REGISTRATION FEE: $125.00 per person
Fee includes attendance at all sessions, work materials, and luncheons. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.
Payment Must Accompany Order.

Please Make Check Payable to:
Tape Cartridge Forum —and mail to
9th Floor, 300 Madison Avenue
New York, New York 10017

Names of Registrants and their Titles:
(Additional registrants can be listed on your company letterhead)

Your signature and title

Complete refunds will be made for cancellations received before July 25. After that time, a cancellation charge of $35.00 will be made.
<table>
<thead>
<tr>
<th>ARTIST - TITLE - LABEL &amp; NUMBER</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOP ARTISTS - LP's</strong></td>
<td><strong>ON THE CHARTS 1 WEEK OR MORE</strong></td>
<td><strong>ON THE CHARTS 1 WEEK OR MORE</strong></td>
</tr>
<tr>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ARTIST - TITLE - LABEL &amp; NUMBER</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOP SONGS</strong></td>
<td><strong>TOP SONGS</strong></td>
<td><strong>TOP SONGS</strong></td>
</tr>
<tr>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ARTIST - TITLE - LABEL &amp; NUMBER</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOP SONGS</strong></td>
<td><strong>TOP SONGS</strong></td>
<td><strong>TOP SONGS</strong></td>
</tr>
<tr>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ARTIST - TITLE - LABEL &amp; NUMBER</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
<th>TOP LP'S FOR WEEK ENDING JUNE 20, 1969</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOP SONGS</strong></td>
<td><strong>TOP SONGS</strong></td>
<td><strong>TOP SONGS</strong></td>
</tr>
<tr>
<td>NA</td>
<td>NA</td>
<td>NA</td>
</tr>
</tbody>
</table>
Summerhill's Larry Hickman did six months active duty and went into the Reserves. Then the Army comes up with something called Involuntary Induction. And bam! Bye, bye Larry.

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

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

Remember, Larry Hickman could be your kid.
MONUMENT IS PROUD TO INTRODUCE WAYNE CARSON WITH THE NEXT #1 RECORD IN AMERICA "DON'T LET THE SUN SET ON YOU IN TULSA" Produced by CHIPS MOMAN

Monument Record Corp.
Nashville, Hollywood
Para Films Plugs Disk Firm—Dot Under Wing

LOS ANGELES—Paramount Pictures is moving its Paramount Records name to the foreground and diminishing the Dot logo. Within the next few months the company will have switched all its national and regional affiliations to the new names. Longtime affiliations with the former World-Wide Moniker to Paramount Records and with Dot will continue.

Paramount Records will be the operating division of the parent company, with Dot becoming one of the labels functioning under this Paramount Records umbrella.

Dot will continue to record and market the studio's artists while the parent company intends to strengthen the affiliate label in the country-western-music field. The new name also will assist in future diversification plans.

Executive Turbulence

Stan Gortikov, president of Capitol Records, Inc., was elected president and chief executive officer of CRI's parent firm, Capitol Industries, Inc., effective July 1. Glenn E. Wilfichs was named executive vice-president and general manager of Capitol nine years ago as director of corporate development, and later became vice-president of merchandising. He then served as acting general manager, and later, president of Capitol Records Distribution Corp. Gortikov, who succeeded Alan Livingston as president of CRI, was named executive vice-president of Capitol Industries, Inc., last December.

Sal Iannucci was elected president of Capitol Records, Inc., replacing Gortikov. He is now Harvard Law School graduate. He has been with CBS-TV for 14 years, and had served CBS as vice-president of business affairs. He left CBS 14 months ago to become vice-president of National General Corp., a position he resigned to become CRI president.

William B. Lucas named named as director of administration, marketing and sales promotion, RCA Records. Lucas joins RCA from Grey Advertising,Inc., where he was vice-president and director of marketing and supervision of the RCA account for the agency. He replaces George Parkhill who has taken an extended leave of absence for personal reasons.

Gary Kannon appointed staff ad director for Acvo Embassy Records. Kannon was previously general professional manager for Bobby Darin's TM Music where he was also producer. He helped set up Darin's Direction label. He was also general professional manager of the Kama Sutra publishing firms. Kannon's appointment is the first staff ad assignment Acvo Embassy has made. He will also be promoted from executive vice-president and treasurer to treasurer of the William Morris agency. He last flogzed, the previous president, moves over to board chairman.

Beverly Weinstein named art director for Bell Records. Bell Records will also continue as production manager and office manager. Miss Weinstein joined Bell in 1964. Donald P. Desman manager of the company's affil. marketing distributor, fine and contemporary, a subsidiary of Commonwealth United Corp. He has been with the company since 1965. Bob Hamilton resigned as national promotion director of Rama Records.

Vito Samela named vice-president and general manager of the Crewe Group of Companies newly formed record division. He joins the company after two years with Liberty Records.

John Davies named East Coast promotion manager for Bizarre and Straight Records. He was previously national LP promotion director for United Artists for two years and also worked as national promotion director for Kama Sutra. At Straight, Davies is already working on the label's initial album, which is being released from Atlantic Records.

Bertie Brighthope, Jerry Yester. He will work out of the labels' New York offices.

Playtape Plans Bowing 99c Cartridge Youth-Grabber

SOUL CITY RECORDS’ national promotion director Ben Scotti, left, and national sales manager Marc Gleiser, chairman of SOUL CITY, are planning the introduction of merchandising ads created for the company by Maceon LP, “The Age of Aquarius.”

Radio Doctors Finds Tape a Sales Builder for Record Products, Too

NORFOLK, Va.—Juliee B. Heidelberg, a recording artist has been named as coordinator of “This Is Your Day,” the radio show of the Shipwreck and Jubilee’s Jubilant Music.

Jubilee Acquires Soul Duo Master

The show will have first option on future Shipwreck products. Negotiations for the deal were conducted by Mickey Eichler, Jubilee’s vice-president and director of ad and national promotions, and Noah Biggs, Marie Sand, Shipwreck’s president, and vice-president respectively.

Radio Doctors buys time on all the 100-car FM and AM outlets.

Top 10 Slotter

Top Album Slotter

Top 10 Slotter

Company, said Velona, had parallel runs of the two albums. Between January 1968 and April 1969, through 900 pop singles and 90 pop LPs, in April alone Ri-Ri issued 65 singles and 18 albums and 25 cassettes. Velona said the company had diversified into all areas of the recording industry, from pop to classical music. He said that the company "learned a great deal" in the process and now is marketing most of its growing activities into subsidiary autonomous companies because of the size of the company.

A new company was created to handle the classical music, which the company was set up to handle classical repertoire and yet another company, which includes popular music, to handle new Italian interests.

Jazz to Cruise by Offered on Coast

LOS ANGELES—Local jazz buffs are being offered music on board a Sunday afternoon cruise ship. Saxophone Hotel He Linky has announced a series of concerts on board the Mansion Belt, which cruises along the California coastline from 3:30 p.m. to 7:30. Check Niles, a disk jockey on 24-hour jazz station SCAN, is the master of ceremonies for the cruise ship. Offers of the ship can hold 225 persons and Niles’ reputation in the radio field has been drawing capacity audiences. De Vego is considering trying something similar during the summer. Among the performers are Bob Newhart, Richard Burton, Elton John, Henry Mancini, Humphrey Bogart, Maria Callas, and the London Symphony Orchestra, to name a few. The cruise ship will range from $5 to $15 per person.

German Thrust

All Miller executives, including Dave Miller, who founded the company in 1961, were present. Assistant to the President and Dr. Wilhelm Wille will head the akr department.

Tape Star of CES

WASHINGTON — According to the president of personnel, a potential tape is a "new" product that is developed in response to an unusual appeal. This has been the case for the semiconductor industry's rise from $10 million in the early 1920's to $5 billion last year. In the United States, tape has been extended to the fact that the products have been freed from being purchased only because the products have been more personalized items that were the public's demand for sources of entertainment, news and information.

The 1970 product lines are characterized by revolutionary change in the utilization of function, most of which have been made possible by the new electronic technology of transistors, integrated circuitry and tiny speaker systems.

Radio Doctors Finds Tape a Sales Builder for Record Products, Too

NORFOLK, Va.—Juliee B. Heidelberg, a recording artist has been named as coordinator of “This Is Your Day,” the radio show of the Shipwreck and Jubilee’s Jubilant Music.

Jubilee Acquires Soul Duo Master

The show will have first option on future Shipwreck products. Negotiations for the deal were conducted by Mickey Eichler, Jubilee’s vice-president and director of ad and national promotions, and Noah Biggs, Marie Sand, Shipwreck’s president, and vice-president respectively.

Radio Doctors buys time on all the 100-car FM and AM outlets.

Top 10 Slotter

Top Album Slotter

Company, said Velona, had parallel runs of the two albums. Between January 1968 and April 1969, through 900 pop singles and 90 pop LPs, in April alone Ri-Ri issued 65 singles and 18 albums and 25 cassettes. Velona said the company had diversified into all areas of the recording industry, from pop to classical music. He said that the company "learned a great deal" in the process and now is marketing most of its growing activities into subsidiary autonomous companies because of the size of the company.

A new company was created to handle the classical music, which the company was set up to handle classical repertoire and yet another company, which includes popular music, to handle new Italian interests.

Jazz to Cruise by Offered on Coast

LOS ANGELES—Local jazz buffs are being offered music on board a Sunday afternoon cruise ship. Saxophone Hotel He Linky has announced a series of concerts on board the Mansion Belt, which cruises along the California coastline from 3:30 p.m. to 7:30. Check Niles, a disk jockey on 24-hour jazz station SCAN, is the master of ceremonies for the cruise ship. Offers of the ship can hold 225 persons and Niles’ reputation in the radio field has been drawing capacity audiences. De Vego is considering trying something similar during the summer. Among the performers are Bob Newhart, Richard Burton, Elton John, Henry Mancini, Humphrey Bogart, Maria Callas, and the London Symphony Orchestra, to name a few. The cruise ship will range from $5 to $15 per person.

German Thrust

All Miller executives, including Dave Miller, who founded the company in 1961, were present. Assistant to the President and Dr. Wilhelm Wille will head the akr department.
Tender Loving Care.

Dubbings processes more than 50,000,000 feet of tape per week... and every foot is handled with the kind of care that results in a perfect product. The most modern automated duplicating, editing and loading equipment are only part of the story. Add to that precise quality control, and you know why Dubbings is today's leader in meeting the growing demands of the entertainment industry for compact cassettes, 8-track and reel-to-reel. Learn more about the unique facilities of Dubbings... write for a copy of our new facilities brochure.

Sound thinking... leads to Dubbings.
The Stereo 8 Story (June)

RCA Sampler

Stereo 8 • RCA

THE SENSATIONAL CHARLEY PRIDE
PBS-1452

LEONTYNE PRICE
PBS-1451

MACKENNA'S GOLD
PBS-1450

AY QUERIDA
PBS-1460

COOL STEEL MAN
PBS-1007*

OUR MOTHER THE MOUNTAIN
PBSY-1001

THE WINDMILLS OF YOUR MIND
CBS-1064

STEREO 8 CARTRIDGE TAPES

Manufactured and Distributed by RCA Records