Trade Moving to Same 8-Track, Cassette Price

By BRUCE WEBER

LOS ANGELES — Industry trends point to a $6.98 standard for both 8-track and cassette, and by Jan. 1 an industry-wide price posture is expected.

Many of today’s markups in price tags come as an aftermath to rising costs at the manufacturing and distribution points. Other reasons also contribute to the $1 hike, largely because of increased labor costs and higher costs of materials and tape duplicating equipment.

QRT became the first tape company to raise the suggested retail price of its cassettes to $6.98, effective Nov. 1. A&M also will follow suit and increase its cassette price to $6.98, effective Nov. 1.

IMIC 2 on the Ball; Plans Full Card of Sportin’ Life

NEW YORK — Golf and tennis will highlight the non-business events at the second annual International Music Industry Conference (IMIC 2). The conference will be held April 26-May 2, 1970, at Palma de Mallorca, Spain. It is sponsored by Billboard and its sister publication in England, Record Retailer.

The golf and tennis tourney will be hosted by Charles Brady Associates. Brady is an international industrialist who resides in Mallorca. The golf tournament has been scheduled for April 29 at Sun Vida, a newly completed 18-hole course. Brady will post the prizes for the tournament as well as host a luncheon on the day of the event.

The tennis tournament, which will be held at the Racquet Club at a date yet to be set. (Continued on page 39)

Riding the success of “A Boy Named Sue” and the popularity of his television show, Cash, a Columbia Records artist, won every award for which he had been nominated. He was named Entertainer of the Year. Male Vocalist of the Year, Single of the Year, Vocal Group of the Year as part of a duet with his wife, June Carter) and Album of the Year, for his “Johnny Cash at San Quentin.”

The female vocalist of the year was Tammy Wynette, a (Continued on page 98)

Cash Sweeps CMA Awards At Biggest-Ever Convention

By BILL WILLIAMS

NASHVILLE—Johnny Cash swept five of the six Country Music Association awards at the third Annual Awards Show, televised live on NBC Oct. 15.

LONDON — During the next British recording studios will spend nearly $5 million to capture a larger slice of the mushrooming U.K. independent production market. All over the country, studios are launching massive building and expansion programs in the biggest boom independent recording firms have ever seen. They have started this year in the first quarter.

Skidmore, a London subur, which, when completed, will be one of the largest... (Continued on page 84)

Col Tops Hot 100 Chart Report; Keeps LP Lead

By FRED KIRBY

NEW YORK — Columbia maintained its leading position in percentage of spots on Billboard's Top LP’s Chart for the first nine months of the year and gained the top position on Hot 100 percentage.

Columbia also led for the third quarter on the Top LP’s Chart, but the top quarter Hot 100 scorer was RCA with 16 titles and 5.4 percent of the year, compared to Columbia’s 16 titles for 6.9 percent.

The nine-month Top’s LP leaders were Columbia with 94 titles for 13.1 percent; Capitol, 77 albums, 7.1 percent; RCA, 45 LP’s, 6.6 percent; Alco, 27 titles, 3.9 percent; Reprise, 29 sets, 4.6 percent; and Atlantic, 30 albums, 4.4 percent.

Alco, Reprise and Atlantic are all part of the Warner Bros.

Seven Arts complex, which also includes that label, which was ninth with 23 titles for 3.6 percent. Columbia’s leading position for last year’s first three quarters was only supported by 65 titles.

RCA rose from its sixth spot for 1968’s first nine months, while Atlantic’s rise was from seventh to Reprise’s from eighth. Other major hikes were registered by seventh place Dunhill with 17 titles and 3.9 percent; Parrot, eighth with 12 titles and 3.9 percent; and Epic, 10th.

(Continued on page 14)

U.K. Studios’ $5 Mil Spree

By RICHARD ROBSON

LONDON — The next British recording studios will spend nearly $5 million to capture a larger slice of the mushrooming U.K. independent production market. All over the country, studios are launching massive building and expansion programs in the biggest boom independent recording firms have ever seen. They have started this year in the first quarter.

Skidmore, a London subur, which, when completed, will be one of the largest... (Continued on page 84)
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RCA

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Leonard Chess Dies, Co-Founder of Chess

CHICAGO — One of the founders and co-chairman of the Chess label, Leonard Chess, died of a heart attack here Oct. 16. He was 52 years old.

With his brother, Phil, Chess was a major figure in the independent record field and was one of the outstanding executives who developed the specialty field of R&B in the 1950's. The Chess label, whose roster included such renowned performers as Muddy Waters, Howlin' Wolf, Little Walter, Bo Diddley, and the Moonglows, was also the site of attempts to form the national distribution of the Chess label.

Chess was not the first excursion into the record business for the Chess brothers. Ten years earlier they formed the Aristocrat label, but soon after they sold that label Muddy Waters made his first singles and went on to become one of the most lasting and biggest selling blues artists.

Another Chess artist was Chuck Berry. Leonard Chess recalled that Berry was recorded with a wire recorder and played a country music takeoff called "Cida Red." It had been turned down by Capitol and Mercury. We recorded in our little home studio behind the office with two side men. Phil and I were the engineers. We called it "Maybelline."

A new deal offered a broader hit that was an example of the way that the Chess label showcased the development of rock music in the 1950's along with Atlantic, Imperial and the others. Besides Berry and Water, the Chess label also recorded Willie Dixon, Duke Ellington, Mose Allison, Phil and Donny Osmond.

Groups recording for the Chess label included the Checker - Cadet combination which included the Flamingos (they recorded "Till I Be Home") which was a hit also for Pat Boone ("Moonlight and Roses") the Moonglows and the Cornells.

The Leonard Chess was a complete record man. In the early Chess days, the two brothers would "duct," or record, by car to their Chicago South Side account. He would also went on the road during the 1950's in the South, where he discovered artists, like Howlin' Wolf. He even did field recordings - Cadet was recorded in 1956.

The Chess brothers were also (Continued on page 89)

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The Chess brothers were also (Continued on page 89)
Ampex to B'way; Others 'Looking'

By BRUCE WEBER

LOS ANGELES—While record companies are moving cautiously into the financing of Broadway musicals, several tape companies are looking at a new revenue of tape growth.

Ampex, which entered the Broadway arena by investing in "Purlie," a musical based on a novel by George S. Kaufman and Moss Hart and starring Harry Belafonte, is looking at other musical properties.

"Future Broadway involve-ment will be on a strictly tape rights basis," said Don Hall, Ampex vice president. "We're not interested in cast album rights on "Purlie" for our own record label.

"I believe Broadway material is a good avenue to pursue," said Hall. "It gives Ampex another market in tape and certainly enhances our name in still another field."

The Ampex investment pro-tape rights for the duplica-tion of any Broadway musical companies from bidding for cast album rights to "Purlie." A number of well-known record companies are now involved in their tape marketing merchandising-distribution busi-ness rather than licensing their products.

If cast album rights are to be sold separately, without tape rights, Ampex believes the record companies might be interested in the majors, RCA, Columbia, Capitol, Warner Bros., A&M, Liberty, etc., all have a history of London Records with agreements rather than work

Tetra Reorganizes Disks; Mogul Back

LOS ANGELES—The Grammata company is streamlining and redirecting its record distribution to the independent filmways, publicly owned entertainment complex.

The label will pull its artist roster to about nine, make changes in its distribution network, buy film rights and record product and LP releases, and be more accountable for its responsibility, said Roy Cramer of Tetra.

Cobuild Dolinger, formerly West Coast distributor for Grammata Records, has been appointed vice-president and general manager, and Jeffrey Sheen has been named national promotion director.

First product under the new administration will be a Deep Purple LP recorded in London with the British Philharmonic. The album is scheduled for release on Sept. 16 by Tetra, which releases include Biff Rose, Rhetta Hughie, and a number of other artists.

The Tetra logo is being put together by a new production organization, and a new look will be given to the company's product.

Jones LF Piles Up Record Advance Sales for London

NEW YORK—Tom Jones has chucked up the highest prior-to-release sales figure in the history of the industry with his upcoming album, "Tom Jones Live at Las Vegas." The album, according to Herb Gold-farb, national sales and distribu-tion chief for London, has already hit the $1 million sales mark. The LP is released on Parlophone Records, a subsidiary of London.

Jones has four previous gold record awards for albums each-ering over $1 million in sales. His four are: "This Is Tom Jones," "Feeling Good," "This Is Tom Jones: Live at the Talk of the Town," and "Tom Jones Live at the Talk of the Town." Meanwhile, Jones's latest single on Parlo, "I'll Never Fall In Love Again," is hitting the market as a gold record winning single. Jones began taping the "This Is Tom Jones" show, which is shown in the U.S. on ABC-TV.

Jones is expected to return to London in 1970 for an extended series of concerts and nightclub engagements.

Chess' Moog To Phone By

By EARL PAIGE

CHICAGO — Consumers in any part of the continental U.S. will soon be able to place a free telephone call to a number here and listen to a portion of "Moogie Moogie," a new album from Chess Records featuring Moog synthesizer renditions of boogie woogie music. The merchant-ing innovation comes closely behind another move recently whereby the label is soliciting music orders by mail and selling a series of albums. Producer Norman Newman believes "Moogie Moogie" represents a first attempt to use the Moog as a way to get out a broad variety of music style such as boogie woogie. The music will be available on tape and a single is being released as well.

AFL-CIO PARLEY BACKS DISK ROYALTY PRINCIPLE

WASHINGTON—The AFL-CIO convention meeting recently in Atlantic City has added another plank of performance royalty for the recording artists. The AFL-CIO News last week reported that the convention endorsed the proposals in the copyright revision by the National Association of Broadcasters (NAB) to assure the performing artist compensation of the broadcast and commercial airing of records. The convention also had kind words for the 91st Congress for undertaking to revise the "shockingly lax" and outworn 60-year-old U.S. copyright laws.

In addition to nearly 900 delegates from national and interna-tional labor organizations, the AFL-CIO's eighth convention boasted nearly 300 representatives of the major recording and television producers. Among the delegates to the four day convention were 268 union representatives and visitors from 82 countries, the AFL-CIO News reports.
What color is blues?

A lot of blues "experts" have been saying that country blues singers have to be black, born in Mississippi and at least 50 years old. But then, they've never heard Jo-Ann Kelly. She's young, white and British. But she plays and sings country blues in the way Big Bill Broonzy meant when he said, "There is even a few white men who can play the blues."

Blues greats like Robert Johnson, Roosevelt Holts, Sunnyland Slim would be the first to say that blues doesn't know race, religion, sex or national origin. Blues just is. And Jo-Ann Kelly is. She sings the blues. In her new album, Jo-Ann Kelly.

Jo-Ann Kelly

On Epic Records
**IMC on Right 2 Gold Track**

LOS ANGELES—Recently formed IMC Productions, which markets the Righteous Brothers' platinum record, has produced soundtrack albums for Capitol Records, which has turned out two gold LPs in four tries for the label.

The gold soundtracks, "The Black Stallion" and "The Great Guitars," were both produced by Neil Young, former member of Buffalo Springfield and member of RCA. A fifth soundtrack produced by Plumb for Capitol was the "Greaser." 

The LPs are part of a three-year contract at least four albums for Righteous Brothers and IMC, the independent production arm of International Management Combine. Plumb will produce or be the executive producer of Capitol's soundtrack albums.

Of the four film soundtracks, three are part of the IMC-Capitol agreement, the label picks up because of the vocal stylings and right sales, said Leonard Plumb, copartner with Bob Loeb in Capitol.

Capitol also plans an instrumental LP on "Romero & Juliet" and "Friday the 13th," released in February.

A second special "Romero & Juliet" is a four-LP package arranged and conducting. Plumb will produce the film also this year.

At an option to the Capitol production arrangement, IMC

Kosloff to Open N.J. One-Stop

NEWARK—Jack Kosloff, a 30-year veteran in the record industry, is opening a N.J. One-Stop here Saturday (1). For the past 10 years, Kosloff was general manager of the One-Stop in Newark and for 20 years prior to that, he was sales manager for the network throughout the country.

In addition, Kosloff will operate out of 357 Lynes Ave., Newark.

**Musical Director Of 'Restaurant'**

NEW YORK — Garry Sherry has been added to the cast of the film "Alice's Restaurant" as director of the musical numbers, under the direction of Bob Raitt. Michael Sarrazin composed the additional music.

**JODY COLLINS GOLD WINNER**

NEW YORK — Jody Collins has gained a gold record for Elektra Records album, "Know Who's the Time Goes," certifying her million $1 million seller with RIAA.
Bill Graham and Columbia Records present:
Fillmore in the round.

First it was Fillmore West, birthplace of "San Francisco Rock."
Then Fillmore East, the music house that brought the shock waves to the East.

So now Bill Graham and Dave Rubinson have formed a new record company, named, as you might have already guessed, Fillmore. And true to its name and tradition, Fillmore will be presenting great music to the people who want to hear it.

With new talent and new directions like Fillmore's first releases, Aum and The Elvin Bishop Group.
Aum is a new San Francisco group that knocked the audience off their feet at the regular "Sounds of the City" Fillmore auditions. And they've been going from there.

At the Atlantic City Pop Festival: "Aum was the first to receive a standing ovation. Their range of material has no boundaries."

At Fillmore East: "Aum proved an exciting surprise as the West Coast trio opened the Fillmore East's first show."

Ralph Gleason: "Aum came on and broke it up with a wild, swinging set. There is no getting away from it; this is an exciting group. . . ."

The Elvin Bishop Group.

A warm, country and blues style that comes right through the music.

Elvin has evolved his sounds from his "Chicago blues" background with Jr. Wells and The Butterfield Blues Band.

With John Chambers, Art Stavro, Applejack and Steve Miller, Bishop puts together a great blues sound with warmth, wit and humor.
MEMPHIS — The greats of the gospel singing business honored their own at the first annual awards presentation of the Gospel Music Association at the Sheraton -Peabody Oct. 10. Awards equivalent to movie’s Oscars were presented to winners in 11 categories of competition. About 300 persons attended. The audience was entertained by the Spirit of Memphis, a Memphis-based Negro gospel singing quartet.

The awards presentation was held in conjunction with the 13th annual National Quartet Convention and Fifth Annual Gospel Music Convention. James Blackwell, a member of the Blackwood Brothers Quartet of Memphis, received the award as the best male vocalist.

The Imperials, contemporary gospel singing quartet, were named the best male group. The Imperials sang background for Elvis Presley during a week stint at the International Hotel, Las Vegas. At present they’re opposite the Mirror Quartet behind Jimmy Dean at the Roosevelt Hotel in New Orleans.

Other awards included: best gospel instrumentalist, Dwayne Friend; best gospel record album, the Oak Ridge Boys, “It’s Happening”; best gospel television program, Gospel Singing Jubilee; gospel disk jockey of the year, J. G. Whittington; gospel song of the year, Bill Gaither; best female vocalist, Mrs. Vestil Goodman; and best Christian home record album of the year, “It’s Happening,” by the Oak Ridge Boys; gospel song of the year, Bill Gaither; best female vocalist, Margaret Winsett, and best gospel quartet, the first family of gospel music, the Speer Family.

W. F. Myers, president of GMA, received a special award. Awards of $1,000 were presented in five-day competition at the Auditorium. Featured were more than 600 gospel quartets, including Statesmen, Blackwood Brothers, Rambos, Dixie Jubilees, Imperials, New York Quartet, Speer Family, Jake Hess Singers, New York City Singers, Florida Boys, Thrashers, Steve Sanders, Rebels, Blue Ridge Boys, Mace Brothers, New Kingsmen, Couriers, Klansville Indian Family, LeFevres, Blackwood Singers, Down in the Valley Light Group and the Bill Gaither Trio.

Handelman in New Offering

DETOUR — Handelman Co. has filed a registration statement with the Securities & Exchange Commission, for a new offering to the public of 850,000 shares of common stock. Of that amount, 177,856 shares will be offered by the company, 576,144 shares by stockholders who include members of the various Handelman families. The proceeds from the offering to be received by the company will be used for general corporate purposes, all short-term and long-term indebtedness. Following the proposed offering, the Handelman families will continue to own approximately 1,850,000 shares or more than 26 percent of the then-outstanding stock of the company.

WITCHCRAFT” JOINT RELEASE

CHICAGO — Mercury Records, London Records, Elektra Records and Ampex stereo tapes have jointly released for issue, under the label “Witchcraft” by Covent, a rock group, deeply involved in witchcraft. The group has been performing at the “Black Mace, Voodoo and Rock Hall” on both sides of the Atlantic. Its debut album is scheduled for July 31, 1969. The group’s tapes will include 24 by-inch posters for record and tape retailers, a deluxe six-fold poster package and a heavy touring schedule following the group’s Halloween appearance.

The New York Mets, champions of the National League, take time out to record an album for Budha in Bell Sound Studios.

Peacock: A Name That Means Gospel Music

NASHVILLE — When black gospel music is discussed in the United States, the name of Peacock Records comes to mind. It was one of the first gospel labels to be featured on jukeboxes. The Five Blind Boys were one of the first groups to record gospel music with "best." Other great gospel hits on Peacock were “Let’s Talk About Jesus” by the Bells of Joy which was among the all-time sellers in gospel music, Peacock received many awards and citations for composition and recording of the song.

Many of the top gospel groups and soloists are on the label and recordings-“Songbird” Records. Included are the world-famous Dixie Hummingbirds, the Mighty Clouds of Joy, the Sensational Nightingales, the Prophets, Spirit of the Ages QC’s, the Spirit of Memphis, the Jackson Southernaires, the Loving Sisters, Rev. Cleophus Robinson, Inez Andrews, Rev. Otis May, the Dallas Academy Choir, the Hardeman Singers, the Sweet Charities, the Cotton Closet Singers and the list is never-ending.” The many other of the nation’s best black gospel groups.

Peacock is one of the largest catalogs of gospel music and is known for its quality packaging. "Songbird" Records are distributed and sold worldwide.

Magnasync Craig Sales, Net Rise

LOS ANGELES — Magnasync Craig reported higher sales and earnings for the fiscal year ended May 31.

On sales of $47,529,000, the company reported earnings before taxes of $2,081,000, or $1.35 a share, or $3.19 a share, or $3.41 per additional share for each 10 additional shares held in the fiscal year.

Net earnings for the year were $1,554,000, an increase of 83 percent over earnings of $499,000 last year. Earnings per share was 59 cents, up 124 percent over earnings per share of 34 cents last year.

Motorola Sales, Net Up

CHICAGO — Motorola, Inc. reported sales and other earnings of $638,231,117 for the first three quarters of 1969, an increase of $81,770,639 over the comparable periods last year.

Earnings for the period ended Sept. 27 were $24,094,523, or $1.31 a share, compared with last year’s ninth-month figures of $19,423,989 or $1.19 a share.

Third quarter sales and other revenues were $296,764,739, or $1.52 a share, compared with $195,553,289 last year. Third quarter earnings were $26,122,055 or $1.42 a share. Last year’s third quarter figures were $16,452,047 or $0.92 a share.

Motorola announced it was filing a $29,887,461 settlement with the SEC covering an offering to shareholders of rights to become maximum of 484,856 shares of additional common stock. On the basis of the above, additional share for each 13 additional shares held in the additional share. The offering is expected to be made next month.

Decca’s New Ride

NEW YORK — Decca Records has been given the “Adventures of the Lone Ranger” album for play after negotiations with the Wurlitzer Corp., which owns the rights to the series. The LP was released last month.
ask anybody who saw her at Woodstock.
ask anybody who saw her in Central Park.
ask anybody who has heard her 2nd album it includes her latest single Beautiful People
ask anybody. Soon ... they'll all know! of course
Industry News

Col Tops Hot 100 Chart Report; Keeps LP Lead

By ED OCHS

Last year at the NATRA convention of black deejays and record company "cats" in Miami, the air was bristling with black pride, the omnipotence of self-confidence and anger. From mouth to mouth, stories were passed about well-known white record company executives who had their lives at home, in executive and in even in crowded antechambers where the booze and free records flowed. "The Rape of the Black Man's Music" was one of the many topics to be discussed at the 1968 NATRA convention. While the Black Panthers were rumored to be cruising the hotel halls at night for stray whites. This year, though, black capitalism and the politics of the greenback dollar replaced last year's "blacklash," as many of the black disc jockeys rediscovered that capitalist maxim: money is easier for the black industry leader said. "The record companies may produce protest songs but it doesn't mean anything but dollars in their pockets. But "do my thing" has been dropped for "do our thing" so we can ultimately do our own. But what about the black artist whose music has been picked clean by commercialism—or unreduced and outright plagiarism of their copyrights by white blues bands who then perform them "live" for incredible fees while the black man is "washed away?" What are the behalf of pop artists, rock and soul stars, the blues or country singer—who are exploited, seen as creatively restricted, ill-advised on investing their without for the future, and generally victimized by an industry with no comprehensive, self-protective training program for administrators, producers, publishers, engineers and field men—or equity for the artist as the major shareholder in the music business. Protect and Preserve Few rock groups are prosperous after their roadwork, copyrights and record sales are divided up, and those who have scored big at the Fillmores and other rock arenas don't usually have enough business sense to keep from going broke. The industry should provide that service, protecting the new breed of artist with a trust fund, graduated payoff of earnings, perhaps even a label's rock acts, and an open industry to encourage growth, both creatively and structurally. The lack of recruiting and training programs for the booming music business and creative talent to knit the artist-manufacturer relationship, today lop-sided and parasitic, the industry, which profits on decline and determines, will not only fail to represent the artist, but his own self-interest. It is this same self-interest, pushed to the point of excess by the agents, brokers, books and middlemen, that threatens the industry with an alternative. A New Establishment Then I had a dream: certain rock musicians, producers and promoters played out their contracts and picked up their guitars; started their own record company, booking agency, writers and publishers guild, musicians union and governing boards; set their own standards and rules and distribution of wealth, which is at last, caring for their own as a corporate community of artists. Naturally, the dream ends with the record establishment's inability to exploit like cattle fattened for market. Rock 'n' roll Boswell, Frank Zappa, witnessed his own creative depression and attempted systemization, and exterminated by BIUHSTRA/ Straight Records, the first real competitive effort of counter-corporation. But his company is more mental than musical (and the music, too, for that matter that immediate rock feeling, devoted to the freakery of his own musical subculture. Ultimately, Zappa, Inc, is his bloated, superfluous, self-serving, self-defeating, self-diminishing as the original specialty fields. Still, if the artist is to protect his own property in the industry by himself, he must first consider himself collectively, as a group, a union of artisans whose concern it is to perpetuate a climate of creative freedom, not only the song, but the entire record industry, as the rock artist from the industry he subsidizes to protect (and represent) his interests. The music business needs to exert its service to talent, protect, advise, guide or plan for artists whose welfare is elemental to the industry's continued growth. If it did, maybe a few old blues singers could buy Cadillacs, too.

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Production Co. of Chanson Grows

PULASKI, Tenn. — Chanson Productions has set up an office in the Detroit-Toledo area, where Howard Collins and Mel Harrison are in charge of ad and talent acquisition. The firm, which produces masters for Chanson Records, has leased two masters to Stop Records, including "Peaceful, Lonely, Free" and "Mark III." The other master is by Mel Houston.

Charlie Chuck, DJ, Toledo has signed with Chanson with "Disc Jockey Rap" his first disk. Skip August also has joined Chanson. The firm's publishing arm, CZAR Publishing Co., is expanding its writer roster.

IMIC 2 on the Ball

Continued from page 1 will consist of men's singles, men's doubles, and mixed doubles.

Other social events being lined up for industries at IMIC 2 are a visit to the battles and tours of the island.

Buttercup Deal

NEW YORK — Teddy Randazzo's Buttercup Records will be distributed by the Jubilee group of labels, not Tudub, as incorrectly stated.

Major Music Company needs Marketing Manager for their Canadian operation. This is the No. 2 position in a company with excellent growth potential. Experienced candidates willing to locate in Canada are invited to apply to Box No. 750 Billboard

SCANNING LP COVERS for the astrological music series of GWP Records albums are, from left, Vice-President Paul Robinson, President Jerry Purcell, and sales sales chief Lee Hartstone. Each LP features music based on one of the astrology signs and is titled "The Astro-musical House of . . ." The LP's title, released October 25, 1969, BILLBOARD

TODAY
Don't Tell the Folks in Memphis

Renowned composer-producers Buddy Buie and J. R. Cobb have recorded their first single. In the Buie/Cobb tradition, it's a winner. (Need we speak of "Traces," "Every Day With You, Girl," "Stormy," "Spooky" - and hits of that ilk?) Now hear their very voices on "Don't Tell the Folks in Memphis."
**Tape CARtridge**

**Trade Moving to $6.98 Price On 8-Tracks and Cassettes**

**By ELIOT TIEGEL**

Gordon has announced that he is moving to a $6.98 price on all of his 8-track and cassette products. This decision was made after a careful analysis of the market and after consultations with distributors and retailers.

Gordon believes that this move will help to solidify his position in the market and will allow him to compete more effectively with other manufacturers. He also stated that the move is part of a broader strategy to increase his market share and to improve his profitability.

**Catalogs**

Gordon's catalog has been updated to reflect the new prices. Customers can now order directly from the catalog, which is available in both print and digital formats.

**Discoteches**

Gordon has also focused on improving the quality of his discoteche products. He has introduced new features and designs to make them more attractive to customers.

**Conclusion**

Gordon's move to a $6.98 price is a significant step forward for the company. It will help to ensure its continued success and growth in the market.
Cap Sees Premium Market as New Avenue for Sales Growth

LOS ANGELES — Capitol Records is taking a hard look at the tape premium market. What they see is a new avenue for sales growth.

This $3.2 billion premium industry is swinging toward youth-oriented, leisure-directed products, said Robert E. Dempster, Capitol special markets operations director. "Buyer interest is centering on cassette and 8-track hardware and tape."

He sees music-tape premium business at about $50 million yearly, but still an untapped area for future business.

"Home electronics is the area where much of what's new in premium products is taking place, and the cassette is a good example," said Dempster.

After investigating the premium market for tapes, both 8-track and cassette, Capitol is pursuing new premium areas for softgoods. "Records always have been a good premium seller, and now tapes are beginning to find a market," he said.

Collected Set

Capitol is introducing a collector's set of cassette packages, designed for premium use, to banks, savings and loan associations, insurance companies and professional institutions. The collector's set also comes as a six-cassette package and a three-cassette, cassette package. Also available is an executive package of 10 cassettes.

Tennessee Ernie Ford's Steak 'n Biscuits franchise restaurant. Colgate also requested a four-song single featuring Campbell. Both companies used the premium as giveaways.

"We try to limit the use of (Glen) Campbell's repertoire to only super premium packages," said Dempster. "He's a hot artist and we don't want to interfere with record sales."

Popular artists for premium packages include Lou Rawls, Sandler & Young, Peggy Lee, the Lettermen, Nat King Cole, Al Martino and Jackie Gleason.

Some premium packages also contain material from former Capitol artists, including Kay Starr and Ella Fitzgerald.

For the first time, companies interested in premium albums are also turning to tape premiums, said Dempster. "We've had several customers who ordered premium LP's turn around and also order premium tapes on the same product."

Like the tape market, the premium field is growing so quick-

ly, he said, we try to get premium rights on all artists signing with Capitol.

Col Picks Up Pace

On Special Packages

NEW YORK — Columbia is moving toward greater in- volvement on special cartridge packages. The label has just rele- leased its first group of twin pack sets and plans to issue a second group next month.

Twin tape pack retai-

n price for $7.98. If they prove successful, Columbia will con- sider trying the format in cas- sette, and eventually may re- lease them simultaneously in both configurations.

Artists covered in the first six titles include Johnny Mathis, Andy Williams, Marty Robbins, Taj Mahal and greatest hits from the rock and country fields. Twenty artists have been coupled in each of these latter packs. Slated for release next month are Jerry Vale, Andre Kostel- an, Percy Faith, Paul Revere and the Raiders and Tony Ben- nett.

Columbia is also looking to release additional titles in its Star Track series begun one and one-half years ago. The concept behind this $6.98 se- ries in 4 and 8-track is to pair four acts each singing three of its hit songs. "This series is still selling," according to Mel Price, national sales manager for tape.

Colgate...
AFTER 9 HIT SINGLES IN A ROW, WHAT DO YOU DO FOR AN ENCORE?

RELEASE A 2-SIDED HIT.

ON THE DOCK OF THE BAY
B-W
WHEN I'M IN YOUR ARMS
CADET 5658

NUMBER 10
BY THE DELLS.

PRODUCED BY BOBBY MILLER  ARRANGEMENTS BY CHAS. STEPNEY
We're used in Cassettes and Cartridges or Quality Special Design Components.

Overland PRODUCTS COMPANY
P.O. Box 6 • Ph. 402–721-7270
Fremont, Nebraska 68025

Personal Service to All Jukebox Operators and Record Dealers

Available A complete line of
• Pop
R&B = Spirituals = C&W
• Singles & LP's
• Folk
• All Gold Standards = (Oldies But Goodies)
FREE TITLE STRIPS

All Lines of 8 Track and 4 Track
Cartridge Tapes

and F-A-S-T ONE DAY SERVICE at
STAN'S RECORD SERVICE

720 Tech Street, Greenville, La
Call Collect (318) 412-7109

We're copy cats
(The Best In The Business)

- Our Phoenix Plant has a bunch of skilled cats who make tracks:
  8-track, 4-track, reel-to-reel and cassettes. All of purr-fect quality.
- For duplicating info, call our National Sales Manager, Sil Pitas—
  Tel. 203-531-6132. P.O. Box 92, (Glenville Station), Greenwich, Connecticut 06032.

GENERAL CASSETTE CORPORATION

Tape CARtridge

New Tape CARtridge Releases

- Continued from page 14
Hob
SHIRLEY CAESAR - My Testimony; (B) M0276
FIVE BLIND BOYS OF ALABAMA - Tell Jesus...; (B) M0275
THE MIGHTY CLOUDS OF JOY Sing "Love" in Four Keys; (B) M0268
Kopp
JACK JONES - Greatest Hits Vol. 2; (B) M0302, (C) M0303
London
JOHN MAYALL & ERIC CLAPTON - Blues Breakers; (B) M072-29
MGM
BILL MEDLEY - Someone Is Standing Outside; (B, 8, 4) X4600

THE BEATLES - HELP!; (B) M0450
THE BYRDS - IN THE GREEN; (B) M0452
HANK WILLIAMS SLIDE WALKER - I'M LEAVING YOU; (B) M0462, (C) X4523
HANK WILLIAMS JR. - I'M AT HOME HALL; (B) M0464, (C) X4544
THE ESSENTIAL HANK WILLIAMS; (B) M04651, (C) X4551

Monitor
RODRIQUES & FERNANDES - Vacation in Portugal; (B) M01483

Phillie Groove
THE DELPHICUS - Super Hits; (B) M0153, (C) M0152
Project 3
SMOKEY ROBINSON & THE BRASS BAND - Vol. 2; (B) M0342, (C) M0343
TOMMY TREVOR - The Tony Touch; (B) M0344, (C) X5544
Riverside
VARIOUS ARTISTS - The Jazz Rock Soul Project; (B) M0345, (C) X5546

Tetragrammaton
JOHNSTON'S - Featuring Original Recording of "Bless This House"; (B) M0110, (C) M0110
Verve
The Best of TIL HARIDIN; (B) M0378, (C) M0379
(9) IT'S THE NIGHT; (B) M0574, (C) X5574
Warner
WALTER CROCKETT - "On the March"; (B) X5773
Westminster
BEVERLY BELL - Sam and Al. From France; (B) M0173, (C) X5713

Tape Happenings

- Continued from page 16

8-track stereo tape player at $79.95. Matsushita is introducing five tape recorders: Model RS-735U at $180, model RS-730U at $138, and model RS-720U at $82, all open reel units; model RS-256U at $382, a cassette deck, and model RS-82U at $55, and 8-track decks. All are for use in Japan. Concord is introducing a reel-to-reel tape deck (model CD-2H) for under $140. B&H Electronics, New York, is offering two models of head demagnetizers. Model CD-1A is for 4 and 8-track auto units at $12.95. A second model (CD-2H) is for 4 and 8-track home players at $10.95. Modern Album and Finishing Co., Long Island, N.Y., is offering a Carry-pac for blank cassettes, and precanned cassettes and 8-track. The unit, Stor-A-Tape, holds six, eight, or 12 cassettes or 8-track cartridges, from $3.49 to $4.98. Ampex is introducing a series of accessories for cassette recorders/players ranging from $2.95 for an earphone to $17.95 for a cigarette lighter adapter. The items are bussed-packed on display cards.

American Radio History

THE ORIGINAL ONE THE QUALITY ONE
THE ONE

LeBo

TA-52 Deluxe Tape Cartridge Case Holds 15 cartridges

TA-54 Deluxe Tape Cartridge Case Holds 24 cartridges

Distributor! Jobber!
Custom packed top
the best value
the only case with lock and key
NOW! A New Concept in Color! The Two Tone from LeBo, the Only Two Tone Color on the Market. Six attractive decorator colors done in Black Crush, Alligator Skin—Brown—Red and All New Alligator Blue and Alligator Green. Once you see these New Colors All Others Become Dull! Deluxe wood construction. Genuine high grade rayon Touched interior. Available in Two Sizes.

LeBo Products Co., Inc.
71-08 51st Avenue, Woodside, N. Y. 11377

October 25, 1969, Billboard
BELIEVE! CHART LISTINGS
HEAVY AIR PLAY
NATIONAL BREAKOUTS
150,000 SALES

"I Still Believe
In Tomorrow"
732506

John and Anne Ryder

INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS

www.americanradiohistory.com
**Belair Expanding to Specialty Market**

**LOS ANGELES —** The next consumer thrust for Belair’s line of stereo 8-track and Cassette portables is camera stores, drugstores, jewelry outlets and marine facilities.

Rod Pierce, Belair marketing vice president, feels portable equipment is a natural for specialty outlets because of its standing in dealers’ heads.

“Merchandising also is easy,” said Pierce. “We want the player on open display next to a tape rack for impulse buying.”

The company’s initial effort in reaching specialty locations is paying off, said Pierce. “We’ve set up retailers in several major locations with an assortment of portable players within a dealer’s sales.”

In Marina Del Rey, with its thousands of moored sail and power boats, hardware, a steady seller. Sight and Sound, a three-store chain, sells about 75 percent of its players to enthusiasts for use in their boats. The outlet sells Belair, Craig, Panasonic and Sony lines, with Belair and Panasonic getting the nod because of their complete systems which do not need to be installed.

(Continued on page 22)

**The Big Little Integrals That Can Make Or Break Your Product.**
### BEST SELLING

#### Tape Cartridges

**8-TRACK**

<table>
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<th>This Week</th>
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This MESSAGE is brought to you by the ONLY people who have solved the cartridge tape lock-up hang-up. Communication Electronics, Inc. Our patented (patent serial 705,519) PICK-A-TAPE displays hold and SELL from 100 tapes to more than 300 tapes, at very reasonable cost. PICK-A-TAPE is completely biker-proof. It puts the tapes into the customer's hands, but never into their pockets (until they pay for them). We are now in commercial manufacture of PICK-A-TAPE display cases. We can supply your needs right now. Won't you write or call today?

**P.S. . . . HE BOUGHT THEM!**

**COMMUNICATION ELECTRONICS INC.—THE LOCK-UP HANG-UP SOLVERS!**

---

**OCTOBER 25, 1969, BILLBOARD**

---

www.americanradiohistory.com
**New Tape CARtridge Releases**

*Continued from page 18*

White Whale

200 FORD: Harlan County, (8) NR 002, (6) X 002

MUNTZ

Audio Fidelity

THE SUGAR MILLHOMM, (2) AF A 4901
BAMBA-TAURINO—The Brave Bulls, (2) AF A 1683
BJÖRN WÄLLING-Carpe Diem Concert, Vol. 2, (2) AF A 1018
JE NADLE, ACCORDION & OCHER—Mexico With Love, (2) AF A 5186
LESTER LEADB—Thoroughly Modern, (2) AF A 6180

DEVELOPMENT—Goin's Don't Grow As Much As the Trees, (2) AF A 6390
THE RAINBOW PRESS—There's a War On, (2) AF A 9003
Capitol

GETTE SWEN—(Glori) You Ever Get Tired of Missing Me?, (2) AF 5279
JACKIE GLEASON—(2) I Want for Christmas Part 1, (2) AF A 5484
JACKIE GLEASON—(2) I Want for Christmas Part 2, (2) AF A 1560

Elektra

BREAD—(2) EXT A 74044
HENEGHAN—Sons of Ulster, (2) EXT A 74053

Gordy

MARTHA REEVES & THE VANDALLAS—Sugar Stock, (2) GD 4 944

Hickory

The Best of DONOVAN, (2) MC 4 169

Mercury

JERRY BUTLER—(Ice on Ice, (2) MC 4 6132

Reprise

JACKIE SCHANZ—Running Down the Road, (2) AF A 6345
BEST JACQUELYN—Christmas Blues, (2) AF A 6340
THE KAYREY—In a New City, (2) AF A 6356
PEARLS BEFORE SWINE—Three Sheets to the Wind, (2) AF A 6356

The DON HO TV Show, (2) AF A 6307

Tomlo

THE MARVELETTES—In Full Bloom, (2) TAM 3 298

Specialty Market

*Continued from page 20*

“If a camera store is aggressive in tape merchandising,” he said, “it can achieve its sales tape goals. It involves plenty of space, environment, location, display, salesmanship, promotion and service.”

For a jewelry store, believes Pierce, success can be achieved with a line of low-end to medium high-priced tape equipment. “In our investigation,” said Pierce, “portables in no way detract a purchaser from buying jewelry.”

**The NOW Sound of 8 Track PROFIT**

The 811R Cartridge Recorder

Listen...and you can hear the sound of profit. It's the 811R 8 Track Stereo Cartridge Recorder. Designed to sell and sell and sell.

Records and plays 8 track stereo cartridges for car or home from Stereo FM, phonograph or any tape recorder. Engineered for studio quality performance with exclusive logic circuits to eliminate timing problems. Exquisite styling and convenience features to captivate your customers.

Best of all, model 811R is available now. We deliver immediately from stock. Hear the sound of profit now...and be ready for holiday sales. Model 811R. Made in the U.S. to sell for under $190.00.

OCTOBER 25, 1969, BILLBOARD
Anyone can look back.
Joey's looking ahead.
An explosive improvisation captured on disk.
Instamatic hit.
Coming Soon

SMASH NEW SINGLE

J.J. WALKER & THE ALL STARS
Greatest Hits

- I'll Be Back
- Love Snake
- Don't Want

SOMEDAY WE'LL BE TOGETHER

The Jackson Five

FRIENDSHIP TRAIN

Chuck Jackson

HONEY COME BACK

BIG HEAVY SINGLE

“IN THE NIGHT” SS 35067

WINNERS’ CIRCLE

MOTOWN

HURST

“SOMEDAY WE’LL BE TOGETHER” MG 1156

“CHAIN FALL—I WANT YOU BACK” The Jackson Five MG 1157

David Ruffin

“THE SOUNDS OF YOUNG AMERICA”
The Greatest Release!
Nine albums by new and legendary artists featuring the songs they made famous! Capitol's Greatest Release... now yours.

Capitol's GREATEST

On Record and Tape
BUCK OWENS

MANAGEMENT: JACK McFADDEN • 403 CHESTER AVENUE • BAKERSFIELD, CALIFORNIA 93301 • (805) 327-1000

Capitol #2646
Look At Me, Look At You
Yes, I Will
Love Affair
The Nest
What Were the Words
Are You Ready
Dubuque Blues
Under Branches
I Am Up For Europe
Broccoli
Goodbye Forever
Boy On the Mountain
The Association has always been one of the finest groups in the field of pop-progressive rock, writing great songs and producing floods of excellent and very successful singles and albums, but this LP outing surpasses even the group's previous musical triumphs. The lyrics, printed on an insert with the album, are subtle, sometimes quite profound and poetic, and often very witty. The songs, graced by beautiful melodies, are further enhanced by brilliant arrangements and those great Association vocals. Expect heavy FM and MOR play and gigantic sales and chart victories. — Cash Box
NYC — Aum Sets Sparks at Fillmore

NAYARK — The Johnny Cash Show came to Symphony Hall tonight (10) for two performances, under the sponsorship of radio station WJrz, and what a show it was! From the country-cum-rockabilly classic "I Walk the Line" to the gospel-tinged "I'm Gonna Lay Me Down" and "Ring of Fire" with the Statlers vocally accompanying, virtually all of Cash's songs must be heard to be believed. The show was punctuated with bursts of applause. He never let the audience down as he treated many of the songs he made famous, including "I Walk the Line," "Ring of Fire," "Five Feet High and Rising," "Wicked World," and "Ring of Fire" with the Statler Sisters. The audience took a mighty big hit of nostalgia with songs like "I Shot the Sheriff," "One Chris," and "I Can't Help Myself (Sugar Pie Honey Bunch)." Cash received handclaps and smiles all through the concert.

NYC — Also, the Johnny Cash Show came to the Fillmore Auditorium, which also was represented by "You Are My Sunshine," "Gunfighter Ballad," and "Waterloo." Cash's show is sponsored by a new record label, A&M, which has already released a new album, "The Many Grooves of..." and "I Shall Be Released," and "This Wheel's on Fire," the second single from the Fillmore. The third single is "The Wheels of a Little White Bus." Cash's show features "The Wheels of a Little White Bus," "The Wheels of a Little White Bus," and "The Wheels of a Little White Bus." Cash is scheduled to play again on July 11 for the Fillmore Auditorium.

The band is composed of Cash, Mark Kozelek, and Bill Callahan, who is a former member of the Red Hot Chili Peppers. Cash is known for his powerful vocals and his ability to connect with the audience.

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From the Music Capital of the World

(DOMESTIC)

LAS VEGAS

Backed by the Everly Brothers, Connie Francis offered first-nighters at Howard Hughes' Landmark Hotel a pleasant, well-rounded date. She essayed through "Where-\(\cdot\)that a Song," "Fae Once in My Life," "My Way," and "Let's Fall in Love." Her lady Gaylord med-

leys received a warm hand. The somewhat older audience gave the Everly Brothers a solid round of applause as they presented "Rae Love," "B<usize>ight Green," and "Hey, Jude." Las Vegas became little Italy as Tony Bennett replaced Frank Sinatra at Caesar's Palace, while across the Strip at the Flamingo showroom, Sergio Franchi took over. Down the road at the Top-

paca Hotel, Guy Lombardo brought his Royal (Italian) band. Offerings from the various groups include favorites from the classic era, newcomers, and jazz styles.

L.A. RECORDS

Forward Records has released Mike Greenspan's "American Barnstormer." Curb also composed the music for the new film "Chimpy Can," which Forward will issue in LP form.

Diane Linkletter, who recently moved full time from her apartment building, is heard on a single with her chops in "Little Men," which is leased by Capitol. It was recorded last week to a script by Mar-

tin Wink with Ralph Carmichael music. The master was purchased by Big Four/Forward Records. "We Love You, Call Collect" is gaining audience in the South and is being scheduled to contact his runaway daughter. On the record book at her home, Jack and Dad." Diane plays a 16-year-old girl who reads a letter to her pa-

rents.

"Watch-Craft-Magic" is the title of a forthcoming Capitol LP fea-

turating Victor Price explaining the magic tricks with an eight-page booklet. Actress Diana Rigg plays the parts of three witches in excerpts from "Macbeth." Among the great-

est hits albums being released by Capitol is "Genie in Your Great-

es," featuring hits by the former rock band, the Who.

Warner Bros. will distribute product from newly formed Nat-

Luu Mentone Records. It has been formed by manager Bert Hackett and singer Steve Arlen. First release is "Arlo's Way," to talk with production by Ernie Freeman. Blue Thumb is making copies of its most recent releases, the Bo Diddley single "Shy Baby." Each per-

sonalized with a front cover of the three rings, fadists can carry it to Blue Thumb's sales and pro-

motion staff. A group of indus-

tries are receiving the 4-

boxed, each with a different image. Butch Night, Blue Thumb's national sales manager, devised the box which has LP covers inside plastic sleeves. Not only are the LPs shown in their front and back positions, but the inside art is also embossed in plastic sleeves. There is room for additional LP dis-

ks as they are developed. "Mike's New Year," a long-recognized musical history of the American Ne-

gative, is also presented at UCLA. Another 10,000 in color film-

neship. The show was originally produced by Jimmie Davis and will be recorded live at the Blue Ridge Park-

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Send for a sample 8X10 color print and black & white 8X10 plus prices for other sizes in black & white and full details on ordering.

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LOOKING FOR TALENT?
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BILLBOARD'S
INTERNATIONAL TALENT EDITION
HAS THE ANSWER

U.S. DEBT SET FOR ATL'S King Crimson

NEW YORK—King Crimson, British group which will be re-

corded in Los Angeles next month, will make its U.S. debut Thurs-

day (23) at Goddard College. The band's encore will include the Boston Tea Party, Friday (22) at Nichols Playhouse, and the Boston East (21-22) and Fillmore West (Dec. 11-14).

The Band in Groove

*(Continued from page 35)*

unknown, the five-member group of two girls and three boys, will be seen half-hour of music and song. They set the mood for the rest of the evening's performance with a program which ranged from ballads to folk material. The group is very well put together, with a sameness, which is pleasingly naturally.

"Get Away" and "People Talk" aims to please the listener like the euphoria of a sedative.

"Get Away" and "People Talk" are not yet available on records, and listeners should appreciate later large to college campus con-

certs, with the occasional commercial station that's on. It is a group which is headed for the big time anywhere it goes.

RACILDE JOE

TOP QUALITY 8X10 PRINTS

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ALSO AVAILABLE NOW: 8X10 COLOR PRINTS

1000 E. 10 $175.00

"Can we talk to you?"
MEMORIUM

LEONARD CHESS
N.Y. "— Joe, a distinctive vocalist, made a fine impression in his New York debut at Dangerfield's on Oct. 21. Beginning a five-week engagement, Jarreau not only sang well with his velvety voice but also effectively imitated such diverse instruments as flute, vibraphone, and trumpet. His set list included such hits as "It Don't Mean a Thing," "Just Friends," and "The Nearness of You." His high-energy performance kept the audience on the edge of their seats throughout the show.

Jere LEE to Tour Orient

New York — Brenda Lee will make a return tour of the Orient in June. She will clock off the tour with a television special in Tokyo on Nov. 23 and will follow with performances in Singapore, Kuala Lumpur, Manila, Hong Kong, Singapore, and New York. The tour will end in Tokyo on Dec. 5. She will perform with the Tokyo Municipal Orchestra and will be accompanied by the Tokyo Metropolitan Symphony Orchestra.

CONNIE FRANCIS listens to a suggestion from Les Reed at a recent recording session for her MGM album "Connie Francis Sings the Songs of Les Reed." She states, "I'm a big fan of Les Reed's music, and I think his songs are perfect for me. I can't wait to record them and share them with my fans."
WHY ALL THE TALK ABOUT UNDERGROUND, COUNTRY, BLUES, HARD-ROCK AND BUBBLE GUM, ETC....?
WHEN IN FACT WE'RE TALKING ABOUT GOOD SONGS AND GOOD SOUNDS...IN SHORT, ENTERTAINMENT!

THREE DOG NIGHT IS ENTERTAINMENT
ELI'S COMING
D 4215

THE GRASSROOTS IS ENTERTAINMENT
HEAVEN KNOWS
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THREE SINGLES THAT ARE DOMINATING THE CHARTS

IF IT'S ON DUNHILL BELIEVE IT!
Wurlitzer Offers 'Programming Plus'
With Two Pre-Set Record Programs

with play pricing set at two for a quarter, he said.
Flexibility in play pricing will carry out the flexibility theme seen both in decor and in the ability of the unit to be adapted to existing wall box installations, he pointed out. While factory shipments will go out with pricing set for two for a quarter and five plays for 50 cents, other price announcement cards will be packed inside the machine. Operators can easily adjust to any desired pricing by the use of a screwdriver. The unit is available with a dollar bill validator and will also play Little LP's. The 3400 is available as a 100, 160 or 200-selection phonograph. The new phonograph features subdued styling. Black enameled steel, colors described as "subdued lavender" and "starlight burgundy" blend with tones of Moroccan brown. The unit features four speakers in the dome area and two large speakers in the bottom section. Factory engineer C. B. Ross warned the distributors that the increased power of the stereo amplifiers in the severely test small speakers in some existing location installations.

Ross said that Wurlitzer will conduct extensive service seminars and training programs to familiarize operators with the new developments in the unit. The most radical of which is a completely new mechanism called the "World Atomic" featuring for the first time a horizontal turntable.

The record magazine, also new, is easier to load and does not require a revolution of 180 degrees for pulling the reverse side of a recording, Ross said. Emphasizing the modular approach, he pointed out that the record magazine can be removed and new one retaining clip and that the tone arm and record can be removed by taking out two screws and a clip.

The simplicity of the inner assemblies is also carried out in the use of light bulbs instead of fuses. "We're only using a fuse on our AC and DC power supplies," he said. "Otherwise, we're using light bulbs. The problem with fuses is that too often a service man doesn't get the right fuse and you find he's using a nail. Or he might figure that a larger fuse would be better and then you're in trouble again," Ross said.

Ross told the group that the Model 266 stepper comes wired for 115-volt connection to wall boxes and that the Model 265 stepper will accommodate wall boxes for either 100 or 200-selection phonographs.

Merle Solomon, assistant promotion manager, outlined the advertising program which will feature color shots of Mount Rushmore to carry out the Statesman theme. Wurlitzer is using photographs or attractive models in its brochures to convey the feeling that a jukebox carries the theme of youth, beauty and activity, he said.

Tells Methods Used to Switch Games Around

Continued from page 41

numerous other items, including many in the Sega line, will do excellent business in taverns if the operator will make room for them and keep them in taverns for five to six weeks.

"You just have to tell the tavern owner that you want to run some pieces through his location for five or six weeks. The location must appreciate that these extra pieces of equipment are not going to stay in his place of business indefinitely.

"Chances are that the operator has a shuffle alley or some other kind of game in the place of business that can be moved around or moved out temporarily. Why keep an old piece in a location when you have other pieces that can bring in an extra $100 a week?" Wilson asked.

"One of the newer pieces of equipment at the cost as much as $600 to $700. With that kind of initial investment, operators have to find ways to earn every dollar they can from the equipment. I'm happy to move a piece into a tavern and keep it there until customers come in it start dropping at any time $40 a week. That's all about where I draw the line and I move the piece to another location or into a bowling alley," he said.

Wilson said the bowling alley is always one location where he can count on using a piece of equipment up to a year. "You always have the bowling alley to fall back on. But while a piece is new and has the kind of play appeal to attract new business you should make sure it has the exposure that a tavern or other good spot furnishes."

(Continued on page 49)
What's Playing?

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

Mossola, Mont., Location: C&W-Tavern
Evie Shanharm, programmer, Montana Music Rentals

Current releases:
- "Nightlife in a Party," Jerry Lee Lewis, Sun 1103
- "Since I Met You Baby," Sonny James, Capitol 2059
- "Shame on Me," Nancy Wilson, Smash 2239

Oldies:

Glendale, Calif., Location: Adult (Over 30) Tavern
Carol Stephens, Programmer, Valley Vendors

Current releases:
- "You're Lost That Lovin' Feeling," Dionne Warwick, Scepter 12282
- "Superman's Moon," Elva Presley, RCA 7074
- "I'll Be All There For You," Peggy Lee, Capitol 2692
- "September Song," Ray Crick, Dot 17339

Oldies:
- "Release Me," Engelbert Humperdink, "Gentle on My Mind," Glen Campbell

Austin, Minn., Location: C&W-Restaurant
Judy Hatell, programmer, Star Music & Vending Co.

Current releases:
- "House of Blue Lights," Epi Richards, "Great Big Moon," United Artists 5055
- "Get Right," Johnny Cash, Sun 1103
- "That's It No No," Lynn Anderson, Chot 5021

Oldies:
- "Ring of Fire," Johnny Cash, "Make the World Go Away," Eddy Arnold

Roswell, N. M., Location: Adult (Over 30) Lounge
Charles Ely, Programmer, Gibson Music Co.

Current releases:
- "These Lonely Hands of Mine," Mac Tutia King 2551
- "Movin', Okla., Charlie Walker, Epic 1099
- "Snap'm Around," Ray Anthony, Brunswick 847

Oldies:
- "Peg o My Heart," Exotic Groups, Brunswick 850

Syracuse, N. Y., Location: Kid-Restaurant
Joe Ciccarelli, Programmer, Michael Amusement Co.

Current releases:
- "Sugar, Sugar," Archie, Golden 1008
- "Easy to Be Hard," 3 Dog Night, Dunhill 4203
- "Rang bell," Lettermen, Capitol 2482

Oldies:
- "Love is for the Two of Us," Better Move On"

Ames, Iowa, Location: R&B-Tavern
Elena Daniyvichuk, Programmer, K. B. Music Co.

Current releases:
- "Hit Fun in the Summertime," Sky & Family Stone
- "Daddy's Little Girl," O. C. Smith
- "Your Good Thing is About to End," O. C. Smith

Oldies:
- "Thank," "Cold Sweet"

On the Street

By RON SCLACHTER

Representing the Lanston Novelty Co. at the service school were Donald Smith, Charles Hamber- son, John Neugardner, Gary Selin- del, Michael Woods and Tom Adams. Karl Johnson, field service representative for the Wurlitzer Co., was instructor for both of the schools and concentrated on the mechanics of the Wurlitzer 100, 160 and 200 selection Americana III phonograph. Culp, the local company, is headed by president C.J. Culp and manager Lorne Kitch. Daniel Cox, director of special activities and promotions for Dicksonian, Inc., Glenwood 31 and II Theatres in Kansas City, Mo., has won the grand award in the National Association of Con- gressmen's (NAC) 1969 C.Y.M. (Congressman Idea Man of the Year) Contest. Cox will receive an all- expense paid trip to NAC's 1969 annual convention at the Washing- ton Hilton Hotel, Nov. 9-13, and will be presented with a plaque in recognition of his achievement during the association's annual meeting.

OCTOBER 25, 1969, BILLBOARD
NEW YORK.—The criticism that too many of today's charms "look alike" and there are too few radically different items is to great extent valid, according to Sidney Epply, Epply Charms, who said: "We're becoming a charm industry. He thinks much of the problem stems from the widespread use of imports. "We're really trying to bring out different items and not producing over 400 different charms at our own plant. These are being combined with import items for even greater variety. Many of the operators complaining about the lack of variety are buying import items in cases lots instead of buying mixtures from producers that have both domestic and import products," he said.

"Operators who are buying import products in cases lots just so that the largest percentage of their machine fill will be items that cost 60 cents per gross are discouraging kids. When people find that all the items in a machine are nearly alike they stop purchasing and business drops. Then the operator begins to think the charm manufacturer.

"Operators forget that the charm manufacturer here in the U.S. has the authority to bring out new items but too often we just don't receive the support. The import manufacturers are loading up with import items in huge lots because they don't care less about trying to sell out their new items and we are all caught up in a vicious cycle of buying more and more of a non-import business—a one item business."

"Individuality. Epply also thinks that the bulk vending business is suffering from a lack of individuality. "Operators are all following each other. No one strikes out on his own with an item. There are too few leaders in the merchandising area. Pool balls began selling and all of a sudden everybody has pool balls. I'm at least attempting to give the operator a variety, even in pool balls," he said. "We have a 4-in. ball for penny vending, a 1-in. ball for nickel and dime vending and a 1-in. ball for quarter vending. Our ball is also plastic, which means that the kids can actually play with it and want to take it home. You have to offer this kind of variety."

Epply feels that the need for supplying variety in machines is being done away with. "You have to motivate people to keep turning again and again to the machines. In many of our machines there are only three or four of the same item in a bag. This means there is a lack of chance of filling a machine with items that all seem alike." He said that his firm will shortly be introducing eight different balloons, in different colors and different dime items and four new quarter items. Eppy also feels that operators need for attractive displays.

"We're the only charm manufacturer that is trying to keep up with a picture frame display. We're using a vacuum metalized construction and very shortly we will have a picture frame display for the machines that will feature styrofoam material."

Equally important as display and variety of merchandise is the need to give full value in items being offered bulk vending customers, according to Epply. He thinks that now that the government is considering minting a new 25-cent coin the bulk industry should start considering items that will vend for a half dollar.

50-Cent Charm

"We have already realized acceptance for quarter merchandise so the next logical progression will be 50-cent items. There will definitely be a strong interest in this line and if the industry strives to give full value in the item it offers.

"There's no question but what the machine manufacturers can support for any of the coin mechanisms capable of handling either two quarters or half dollar in items that are so different and of such added value that the consumer will have confidence in purchasing them. We can't just produce larger versions of existing items."

"The bulk vending business is a business where you aren't just making a penny. You have to work hard and make it happen."
Missouri Operators Meeting

JOHN MASTERS, secretary, Missouri Coin Machine Council (at far end of table). The Missouri group, which meets six times a year, has not missed holding a meeting in over 20 years.

MISSOURI OPERATORS MEETING

JOHN FLING, industry veteran who founded the Missouri group and who was an early MOA leader (center), poses with Placek and Missouri association President Art Humoldt (right).
 Coin Machine News

Good Programming Key To Holding Soul Spots

• Continued from page 41

hustlers on their doors, and lock them after 6 o'clock. If the
man knows you, he'll let you in. Even restaurateurs are doing this
now. And bars are closing real early in Detroit.

The great operating problem related to this is voiced by an-
other operator. "Servicemen will not go either downtown or into
the inner city to service machines after dark. If a machine is out of
order, it stays out until the next day. It is not so much a matter of the
location—but you are afraid of people in the area—afraid of being robbed or mugged."

"The inner city is strictly out for operators," said one opera-
tor. "I know several operators and servicemen who have been
beaten."

This widespread fear in De-
troit—evidenced in the thou-
sands who dread to even go
downtown among the great sky-
scrapers and well-known shops
and stores, and in the strong men
who sit in their offices in the
tall buildings, cowering behind
locked doors—has an economic
impact in two related ways, sug-
gested one man.

"People are afraid to carry
any money around, and afraid to
go out to eat after dark."

"Today when a man goes to
the bar, stay in the hillbilly
and black neighborhoods, he does
not take 50 cents for beer any
more. He carefully takes out
just the 40 cents—the local
price in lesser saloons.

The overall adverse impact
was stated by another operator.
"There are now as many white
operators as black operators in
colored locations in the inner
section of Detroit. There are
few new locations—and the op-
erators just remain the same
people."

This also of course accounts
for a low turnover of locations.
One man reported, "The only
reason I have any pieces of
equipment is because I had
some. There was a race riot and
I gave away locations I couldn't
get rid of."

Traditional ways of free inter-
prise have suffered, said one op-
erator. "There is nothing like competition in this field any
more. We don't go in and sell
our service. You can't stress the
new business a machine would
attract as a way of getting lo-
cations—it is just a case of sur-
vival. The normal turnover of
business doesn't exist as it did
before—when the weaker oper-
ators got out of the business."

Despite all the problems,
"Most black spots produce good
revenue," said one operator.
"Programming is a big thing
with any black spot. You have
to put on the right kind of music
—and do it right now. You can't
wait two weeks to put new rec-
ords on. But of course this is
just good business.

"Mostly the black locations
request good, new hot numbers,
and we try to keep on the top
of it and get them."

Another operator was equally
optimistic. "We have had good
results with the majority of our
black locations. We find most
of the locations would rather do
business with a white man than
with a black operator."

"They seem to feel that if
they need any assistance they
can get it quicker from a white
operator. If they need an ad-
vance on a commission, they
can get it. This has become more
of a lean business than anything
else."

Another man said: "A lot of
operators are selling out. He
details other aspects of the se-
curity situation. "Trucks are be-
ing hijacked, Operators and
mechanics are being robbed. Most
operators have to walk around
armed. Collections are being
stolen."

"Some of the neighborhoods
are a little rough," said another
man. "But we find that the black
owners will look out for us—if
there is any indication of any
trouble at all, the owner will
escape our man right out to his
car."

And one of the largest opera-

tors here, with widespread con-
tacts throughout the industry,
is very optimistic about the fu-
ture.

The fact that we have gone
through the last few weeks, the
outlook for the future will be very
good. People are getting so they
can trust each other, white and black,
more."

AMONG THOSE in attendance
at South Atlantic Distributing Co.
for the American Musical Show
Huggins, Dixie Novelty, C. F.
Cash Music; Glenn Gaugh-
thy, manager of South Atlantic
"Bunkie's" Bumpus Bunkie, the
Jukebox Mr. Norman Bos-
TIC. Jacksonville Music.

New Games Methods

• Continued from page 42

In many of the taverns where
Wilcox spots games for a short
period of time, he has the pricing
set at 25 cents. "After all," he said,
here you are bringing in an entirely
new type of game. The customers and the location
owner will go along with a little
more money to play the game. Play
time is short in our taverns.
The weekends are broad and
bunter times and the hours are
limited at that.

"Most of the operators have
people they can use on a limited
basis for the purpose of moving
equipment around," Wil-
cox said, when asked about the
problems of switching prices
about. "Set aside a day or two
each week as moving day. May-
be you have another chance as a
selector that can help out. This
kind of game—merchandising is
something the operator has to
sell, both to the location and to
his employees."

Film Seizure Ruling

• Continued from page 41

Spear's which would prohibit
further seizures unless there is a
prior adversary hearing. The in-
junction is to remain in effect
pending a final determination of
the case by the panel.

A federal court previously
has declared unconstitutional sec-
sections of the Texas Penal Code
authorizing seizures prior to a
hearing. Barry W. Langford is
operator of the Apollo Amusement
Center and the Fun Palace and is
seeking to have Sec. 6, Art. 527 of
the Texas Penal Code declared
unconstitutional.

The section gives "full" power
to the district courts and judges,
upon application by a district
or county attorney, to issue grap-
pling restraining orders, temporary
and permanent injunctions to
enforce the obscenity laws of the
state.

COMPUTER QUIZ

Wherever People Gather . . .

Say You Saw It in Billboard

OCTOBER 25, 1969, BILLBOARD
Rock Regaining Format Vigor

By CLAIRE HALL

NEW YORK. The rock format is bouncing back. A few years ago, nearly every market had two, three, or even four rock-formatted stations. Then, when the easy listening radio stations shaped up and began to modernize not only their music but other programming aspects, Country music radio took the same step forward in programming. The result was the down trend of rock stations and many markets ended up with only one station.

Through the enormous growth of FM during the past several months, rock is making a comeback. New York gained its sixth rock station, WFME, on Monday (20). WCBS-FM, under station manager Harold McCord and program director Gus Gossert, switched to a format larger than ever before, but not acid, album cuts and super personalities. Gossert has outlined a "format hour" approach and doesn't want his personalities going on long raps, but Tom Clay, K.O. Bayley, Steven David, Bobby Wayne, and Bill Brown will have virtually free rein at the mike. There will be certain guidelines, of course. For example, WCBS-FM will be playing seven hits an hour, plus two oldies. However, via a limit of eight commercials per hour and at least three-minute news capsules, there should be plenty of time for the left seven-to-nine album cuts per hour.

"We'll be playing album cuts and others, too, knows," Gossert said. "One of the beautiful things about the WCBS-FM is that all of the personalities really dig music. The new musicians and the old musicians, for example." He said that guidelines will determine what kind of album cuts will be played during different times of the day and even during different times of the hour, but that the personalities will have a chance to come up with some of the hit bound records will be album cuts.

WCBS-FM was the flagship station when it began and the music grew up temporarily before the format change. Other CBS-owned stations will continue carrying the 'Very Best of WCBS-FM' format. It was indicated that WCBS-FM is a pilot project and if the reaction is good, the other CBS-FM stations will eventually go over to a similar format.

Because Gossert is aiming for older demographics than most rock stations, he wants the 25-35 age group—he said that some records, even though they become No. 1 in the nation, will not be played. He mentioned "Sugar, Sugar" as an example.

WCBS-FM will have a limited line of album cuts, but not longer than any other rock station in town, Gossert said. "CBS-FM will be 'entertainment,'" he said. (WCBS-FM in San Francisco, we all made a lot of mistakes, but we also learned.) In the same format, I think there's a moulded personality, who's playing one set of album cuts and then moving up in free-form radio, but I wonder why the numbers are so big there.

"Yet, I feel that most personalities, who are playing in free-form radio because they want to return to that one-to-one communication between deejay and listener...."

So, going back to the raw personality type radio stations of the 1960's and then set out to define his music. He visited the ABC research files to come up with data about what people listened to. Later, he used this data and why. Among those artists who were recorded, receive play are Lou Rawls, Byrds, Jr. Walker, Crosby, Stills, Nash & Young.

This group includes WABC (the leader in ratings), WOR-FM, WNEW-FM, and WQCB-FM, which plays progressive rock, and WMCA (which goes tonight). Indianapoli's WIFE and WNEW-FM, Franisco has KFRC, KFOG, KMPF, and KIRO; Minnesota and WNEW-FM, Los Angeles has KHI, KRLA, KDAY, and MET-FM, with various free-form market operations. Speculation is high that Baltimore and Washington are due for additional rock FM outlets.

The conference will be held in the Regency Hyatt House. Among the Gavin representatives who will key roundtable discussions will be Tom Popkin, WSKI-WQ, and Joe Maloney, WOR-

Country Play Launches KNBO

NEW BOSTON, Texas. KNBO, 1,000-watt day time station managed by president and owner Jerry Williams, went on the air here Oct. 15 with a country music format. Doug Davis, executive producer, and the "White Rose" broadcasts, are in schedule. "My plan for arkana, Texas, is program development," Davis said. "Our program will work in concert with Country Play, a former record promotion man and a part-time musician, Davis said. Davis is a former record promotion man and a part-time musician, Davis said.

The station is a part of the Station's "Super Country" affiliation with standard country music programs and stations.

Gavin Radio Parley Dec. 5-7 in Atlanta.

ATLANTA—Bill Gavin, who prints the weekly Gavin Report, will hold his fourth annual Radio Conference Dec. 5-7 with congressmen John V. Tunney of Chicago; Ken Davis, National Representative of the Georgia House of Representatives among the key speakers.

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**Radio-TV Mart**

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- **SIIAN PRODUCTION, NEW YORK—582-1035**
- **LOI GARISTO PRODUCTION, NEW YORK—246-7192**
- **MUTT RECORD PRODUCTIONS**
- **ANTHONY WATERS RECORDING STUDIOS**

**Radio-TV programming**

**Continued from page 49**

**Franklin, Penna. 16023**

- **RCA RECORDS**
- **BILL ELDRIDGE**
- **WILLIAM HILLS MUSIC**

**positions open**

- **Chief Engineer** for a k.w. directional broadcast station in Connecticut. Must have extensive experience in modern broadcasting. Come with the World’s Greatest Label. Must be available to work immediately. Contact Pat Donley, 483-5029.

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- **New York, N. Y. 10026**

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- **Chief Engineer** for a 100,000-watt AM and FM station in New York City. Must have extensive experience in modern broadcasting. Must be available to work immediately. Contact Pat Donley, 483-5029.

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**positions wanted**

- **WANTED:** Chief Engineer at a 100,000-watt AM and FM station in New York City. Must have extensive experience in modern broadcasting. Must be available to work immediately. Contact Pat Donley, 483-5029.
LISTEN FOR THE
OVERDUE EXPLOSION!
from
SMOKESTACK LIGHTNIN'

"BABY DON'T GET CRAZY"

B/W "THE BLUE ALBINO SHUFFLE"
Bell Records, a division of Columbia Pictures Industries, Inc.

Bell Single
#836
Connect the dots with a pencil and let's play.

- "Groovin' Grubworm" - Harlow Wilcox and the Oakes
- "Get Rhythm" - Johnny Cash
- "Things Go Better with Love" - Jeannie C. Riley
- "You — I" - The Rugbys
- "You Got to Pay the Price" - Gloria Taylor
- "I Can't Be All Bad" - Johnny Adams
- "Sugar Maker" - Peggie Scott and Jo Jo Benson
Dave Dudley's new hit single, "George (and the North Woods)", just jumped from 18th to 10th on the charts in two weeks.

Dave Dudley's new hit single, "George (and the North Woods)", just jumped from 18th to 10th on the charts in two weeks.

George made the right moves on Billboard's Hot Country Singles Chart for the weeks ending 10/4/69 and 10/11/69. Produced by Jerry Kennedy, 72952

Watch for the same fast action from Dave Dudley's hot new album release. It features "George (and the North Woods)" and includes "Goin' Back Together", "Blowin' in the Wind", and "It's Not a Very Pleasant Day Today". SR 61242

From the Mercury Records Corporation Family of Labels


A NORTH AMERICAN PUBLISHING COMPANY

45 rpm RECORDS oldies by mail

OLDIES from 1955 to 1969

All original artists. For complete listing send $1.00 (refundable from first order to)

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15a Central Ave., Albany, N.Y. 12203

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OCTOBER 25, 1969, BILLBOARD
SEEBURG APOLLO...The new space-age coin phonograph!

Once again, Seeburg leads the way with years-ahead engineering and features that mean more play, easier servicing, less maintenance...and bigger profits.

New! 10 Button Electronic Digital Selector for instant music selections 

New! Exclusive Mixed Coin Accumulator allows multiple selections with mixed coins up to one dollar's worth of play (with bonus incentives)

New! Plug-In Pricing Programmer—it's fast, easy and requires no tools.

New! Exclusive Plug-In Microlog® Circuitry simplifies maintenance

Improved Dollar Bill Acceptor makes dollar play easier than ever for the customer

Plus...elegant new styling and Seeburg ultra reliability. See the APOLLO now, at your Seeburg distributor.

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&
LAWRENCE WELK

have done it again
another pre-sold
SMASH!

LAWRENCE WELK

WINDMILLS OF YOUR MIND
SPINNING WHEEL - QUENTIN'S THEME
YESTERDAY, WHEN I WAS YOUNG

LOVE THEME FROM ROMEO & JULIET
IN THE YEAR 2525 - SWEET CAROLINE
HURT SO BAD - HAPPY HEART

Most recent Lawrence Welk hits:

LAWRENCE WELK
MEMORIES

GALVESTON

LAWRENCE WELK
I LOVE YOU TRULY

RANWOOD RECORDS, INC., A SUBSIDIARY OF RANWOOD INTERNATIONAL, INC., 9034 SUNSET BLVD., LOS ANGELES, CALIF. 90069

www.americanradiohistory.com
the Ritchie Yorke, label has and Beatles are also said to have produced operations for the group, "I Don't Pay Them No Mind:" by Dee Warwick, and Don Shirley's new Columbia single, "Bring It On Home." In a month-long tour of England, the group of All Stars will be joined at Fame Records' Studio East. While working with the most prolific writers and producers of the mid-1960s, "It Be" with T. "Alfie" and "Swain," in his

(Continued on page 58)

**Soul Sauce**

**BEST NEW RECORD OF THE WEEK:**
"I've Got to Find a Way to Get Maria Back"
JUNIOR WALKER and THE ALL STARS (Motown)

By ED OCHS

SOUL SLICES: Fame Records' Rick Hall, who recently expanded production operations with Capitol in the South and midwest, will add on to his already booming studio workaxx with the planned purchase of a studio in Tupelo, Miss. A little soul, plus Mohammed Ali's new boxing license, could bring some black pride to a needy area. Barbara ("Baby I'm Yours") Lewis has joined the Stax/Volt family from Atlantic. Her first album on the Enterprise label will be titled "The Many Grooves of Barbara Lewis." It's due this week. Ritchie Yorke, one of the most prolific writers in rock and soul, says that Aretha Franklin's recent Miami sessions were "incredible." Her version of the Beatles' "Eleanor Rigby" could be her next single. Yorke adds that while in Muscle Shoals, Sam & Dave cut their new single, "The Wasysa Song," a swamp soul disc. The Beatles are also said to have written "Let It Be" for Aretha, recorded by the group on "Get Back" album due in mid-December. New from the Masqueraders: "Tell Me You Love Me." on AGP. Larry Maxwell's black diskercy, distributed by Bob Crewe's CEC Records, will debut with singles from the great Ben E. King and Listen My Brother, a group of 13 young Harlemites who recently appeared at Fillmore East. The Isley Brothers' Neck label has debuted the Sweet Cherries with a Brothers tune, "From the Beginning." Stax/Volt's Isaac Hayes, the Staple Singers and Carla Thomas appeared at a special concert Oct. 10 to raise funds for the rededication of Cleveland's Mayor Stokes' Leon Bibb.

MARTIN GAYE, Motown star, today bought his own label, Black America, 907. Smith of New York, at the recent Black Business and Cultural Exposition in Chicago. Gaye was one of the celebrities at a Motown revue featuring the Four Tops, Martha Reeves & The Vandellas, and the Originals.

October 25, 1969, BILLBOARD
CONGRATULATIONS
TOMMY BOYCE
& BOBBY HART

From Screen Gems-Columbia Music

on the many millions of records their songs have sold...
with a very special thanks to these performers
whose great talents have contributed so much to making these sales possible:
Andy Williams, Dean Martin, Ed Ames, Trini Lopez, Roger Williams, Lalo Schifrin,
The Four Tops, Andre Kostelanetz, Paul Revere & the Raiders, Kieth Allison, Fats Domino,
The Lettermen, Jay & the Americans, Al Hirt, Boyce & Hart, Dick Smothers, The Living
Strings, The Monkees, Floyd Cramer, The King Family, Jimmie Rodgers, Dino, Desi & Billy,
Jimmie Webb, Jean Paul Vignon, Flatt & Scruggs, Gary Lewis & the Playboys, and 53 others.
...latest entries...Nancy Wilson...Elvis Presley...Patti Page
...and the James Cleveland Choir.
CRYSTAL PERSUASION

The DISTRIBUTED

BY #2308

Motion.”

promoted

Reese

Stax

Wolf, Little Milton

Singleton’s

first

Continued from

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78

113

128

142

156

170

184

198

212

226

240

254

268

282

296

310

324

338

352

366

380

394

408

422

436

450

464

478

492

506

520

534

548

562

576

590

from

"I HAVE MY FINGER ON YOUR TRIGGER"

Slim Harpo

"CRYSTAL BLUE PERSUASION"

The Kelly Brothers

DISTRIBUTED BY

NASHBORO RECORD CO.

58

Ike

Ray

Bobby

George

C. Wilson

Qunita

Ray

Harry

Winston

Lulu

Gene

Clive

James

Isaac Hayes,

B. B. King

Bill

Clyde

C. Wilson

Walter

Eric

M. Davis

R&B

R&B

Ray

D." "CRYSTAL BLUE PERSUASION"

The Kelly Brothers

DISTRIBUTED BY

NASHBORO RECORD CO.

58
Autry Named To Hall of Fame

NASHVILLE — Six more acts have joined Top Billings' expanding roll of country music talent. Agency Vice President DeLore Stewart says contracts have been signed with Johnny Paycheck and Little Dooly Records, Bobby and Doris Mel, also of Little Dooly, Merv Shiner of Sunset Music, and Billy White Brown of Chart, Dee Mullins of Plantation, and Kermit Eubanks of Ruff, of Sunday, Aymone Jones, and comedic partner Pap Wilson.

These are the agency's newest total roster to 18, which includes Porter Wagoner and the Wagoners, Donny Parton, Billy Walker, Jim Ed Brown and the Gibb, Budy Emmins, Speck Rhodes, Chet Wether and Jayme Ryan.

Singleton’s Mobile Unit

NASHVILLE — Shelby Singleton has bowed his Remote Recording Center, the first mobile unit of its type anywhere, and the first portable unit in this country.

The studio on wheels contains two and four track equipment, Ampex, with four speaker amplifiers, four American-made microphones. The unit has portable microphone stand with boom microphone, a circumferential camera with wide angle lens, and a Rogers video tape recorder. The studio can be setup in 15 feet of 20 audio feed lines, 150 feet of video feed lines, in addition to audio and video cables on a drum reel for a quick set-up. The studio is equipped with a maintained AC power, and is air conditioned. The studio is contained in a 21-foot mobile home which can be carried to any location.

Shadwick, Boyd Form Disc Co.

OKLAHOMA CITY — Smokey Shadwick and Donny Boyd have announced the formation of Big-Way Records, with main office in Oklahoma City. Shadwick, president of Big-Way, said that the company plans to open branch office in Nashville by the end of the year.

Boyd, a self-employed producer for several years, will be general manager. He will also produce all the artists for Big-Way, and will handle distribution of the product through Boyd Records. Boyd said that Big-Way will use all artists in all fields of the music industry and hoped to have several under contracts soon.

The first release by Big-Way will be a single by Smokey Shadwicke called “Riverboat Annie” which will be out within the next week.

Miller to Nashville

NASHVILLE — Roger Miller, who has spent the past several years on the road, is moving “locally.” Miller, an Oklahoma native, after a lifetime of his career here, has bought a horse and property and is moving his family here. Miller also has local business involvements, including the “King of the Road” motel chain.

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Epic Recording Artist
Unions . . . AF of M, AFTRA

TV Guest Appearances:
Grammy Awards
Johnny Carson Show
Joey Bishop Show
Donald O'Connor Show

Appearances:
San Antonio Fat Stock Show —1969
Music Hall—Newark, N. J.
Symphony Hall—Boston
Madison Square Garden
Illinois State Fair
Grafton Ballroom—
Liverpool, England

Commercials:
Coca-Cola
Falstaff
CBS—Columbia
Record Club

Movie Credits:
Title Song—NBC Movie,
"Kansas City, I Love You,"
starring Efrem Zimbalist, Jr.
"Cotton Pickin' Chicken Pickers"

Awards:
Grammy Award—1967
#1 Country Record
#1 Performance
Billboard—#1 Country Record—1967
Cash Box—#1 Country Record—1967
Record World—#1 Country Record—1967
Cash Box and Billboard—
#1 Country Record Award for each of 10 Straight
Singles in a row.
Billboard—Most Promising
Country Artist—1966

Ten Straight Number One Hits:
"Almost Persuaded"
"Loser's Cathedral"
"With One Exception"
"My Elusive Dreams"
"You Mean the World to Me"
"Have a Little Faith"
"Already It's Heaven"
"My Woman's Good to Me"
"Where Love Used to Live"
"I'm Down to My Last (I Love You)"
BABY

HEAR ME CALLIN' ... BABY
COME OVER HERE AND LOVE ME
HOLD YOUR LOVIN' BODY CLOSE TO MINE.

CRAZY
YOU'RE DRIVIN' ME CRAZY
MAYBE YOU DON'T MEAN TO
BUT YOU NEVER KNOW WHAT'S GOING ON IN A WOMAN'S MIND.

I KNOW YOU'VE BEEN HURT BEFORE
YOU DON'T KNOW WHAT YOU'RE LOOKIN' FOR
AND YOU'RE LONELY
IF YOU'LL ONLY LET ME STAY
I WILL KISS THE TEARS AWAY
AND LOVE YOU ... FOREVER.

BABY
I'M ON MY KNEES NOW, BABY
I KNOW THAT YOU'RE A LADY
BUT I WANNA WATCH THE SUN COME UP WITH YOU.

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AL GALLICO MUSIC CORPORATION
101 WEST 55th ST., NEW YORK, N. Y. 10019

Produced by the World's Greatest A & R Director, Billy Sherrill. Need we say more ...
OCTOBER 25, 1969, BILLBOARD

This week's Hot Country Singles

<table>
<thead>
<tr>
<th>Week 38</th>
<th>Title Artist, Label, No. &amp; Pos.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>19</td>
<td>TO MAKE A MAN (Feel Like a Man)</td>
<td>15</td>
</tr>
<tr>
<td>33</td>
<td>HOUSE OF BLUE LIGHTS</td>
<td>8</td>
</tr>
<tr>
<td>40</td>
<td>SEPTEMBER SONG</td>
<td>5</td>
</tr>
<tr>
<td>41</td>
<td>SHIP IN THE BOTTLE</td>
<td>4</td>
</tr>
<tr>
<td>43</td>
<td>MacARTHUR PARK</td>
<td>10</td>
</tr>
<tr>
<td>53</td>
<td>GET RHYTHM</td>
<td>3</td>
</tr>
<tr>
<td>45</td>
<td>BACK SIDE OF DALLAS</td>
<td>4</td>
</tr>
<tr>
<td>50</td>
<td>GROOVY GROUBOW</td>
<td>6</td>
</tr>
<tr>
<td>57</td>
<td>NEW LOVE</td>
<td>2</td>
</tr>
<tr>
<td>49</td>
<td>WHILE I'M THINKIN' IT</td>
<td>8</td>
</tr>
<tr>
<td>54</td>
<td>HONEY, I'M HOME</td>
<td>3</td>
</tr>
<tr>
<td>50</td>
<td>STEPCOHL</td>
<td>5</td>
</tr>
<tr>
<td>51</td>
<td>WHERE HAVE ALL THE AVERAGE PEOPLE GONE</td>
<td>2</td>
</tr>
<tr>
<td>61</td>
<td>MY BLUE RIDGE MOUNTAIN BOY</td>
<td>2</td>
</tr>
<tr>
<td>74</td>
<td>LITTLE BOY BAD</td>
<td>2</td>
</tr>
<tr>
<td>68</td>
<td>LOBDY</td>
<td>1</td>
</tr>
<tr>
<td>57</td>
<td>CLINGING TO MY BABY'S HAND</td>
<td>4</td>
</tr>
<tr>
<td>63</td>
<td>SHAME ON ME</td>
<td>7</td>
</tr>
<tr>
<td>68</td>
<td>RUBEEN JAMES</td>
<td>1</td>
</tr>
<tr>
<td>60</td>
<td>MOULY</td>
<td>3</td>
</tr>
<tr>
<td>66</td>
<td>TWICE AS GOOD</td>
<td>2</td>
</tr>
<tr>
<td>65</td>
<td>THOSE ARE NOT MY PEOPLE</td>
<td>14</td>
</tr>
<tr>
<td>25</td>
<td>TIDELINE IV</td>
<td>9</td>
</tr>
<tr>
<td>26</td>
<td>I'M A BOY</td>
<td>10</td>
</tr>
<tr>
<td>27</td>
<td>RIVER BOTTOM</td>
<td>7</td>
</tr>
<tr>
<td>28</td>
<td>RAINING IN MY HEART</td>
<td>11</td>
</tr>
<tr>
<td>36</td>
<td>LITTLE STORIES</td>
<td>5</td>
</tr>
<tr>
<td>37</td>
<td>THEN THE BABY CAME</td>
<td>6</td>
</tr>
<tr>
<td>34</td>
<td>KISSED BY THE RAIN, WARMED BY THE SUN</td>
<td>6</td>
</tr>
<tr>
<td>35</td>
<td>I'M NOT SURE</td>
<td>4</td>
</tr>
<tr>
<td>37</td>
<td>THERE WOULDN'T BE A LONELY HEART IN TOWN</td>
<td>3</td>
</tr>
</tbody>
</table>

This week's Hot Country Singles reflects a variety of artists and genres. The chart includes a range of hits such as "To Make A Man (Feel Like a Man)" by Loretta Lynn and "House of Blue Lights" by Conway Twitty, showcasing the diversity of country music at the time. The Hot Country Singles section is a key resource for understanding the popularity and trends in country music during the 1960s.
Country Music

Nashville Scene

(Continued from page 59)

Carol has two out on Cherryhill Records, Brant Martin has a new release on Indianapolis - based Landmark Records, Allen Warchuk has a Nashville-cut session on Ohio, Bobby Mac & James C. Stevens have new B-W releases and Howdy Kemp has his "Country Music Star" released in Canada on Dominion Records.

TRX Records has begun the groundwork on what the firm feels will be a hot new artist and hot single of the year, "Death Letter Blues," by Coke. The singer, who has been playing coffee houses and clubs for the past five years, is moving to Nashville from North Carolina. Ralph and Mrs. Emery are parents of a new daughter. The same is true of Mr. and Mrs. Don Bowman. Robert Holladay has announced the opening of a public relations department under the direction of Mrs. Dandy Nesse, former director of continuity at WMAK radio.

George Hamilton IV will be among the group of RCA artists who leave Wednesday (29) for a concert tour of Europe. The tour is scheduled to wind up its major appearances on Nov. 17 at Albert Hall in London. Every stop is a sellout.

Patti Tannen, director of custom operations for Warner Bros., completed on LP, "Lawrence Reynolds." The album's liner notes are being written by Harlan Howard, who brought Reynolds to the attention of Tannen. The latter, in turn, introduced Reynolds to Jimmy Key, who is now his manager. Little Richie Johnson has a few weeks of sessions set up while in Nashville. His artists include Darrell McCall, Connie Moore, Randy King, and others.

Jody Lynn has signed a new three-year contract with Harrah's headlining the Casino Cabaret in Reno and their Sustinella Cabaret in Lake Tahoe. The contract calls for a minimum of 12 weeks a year between the two rooms for each of the three years. The show closed its successful fourth week appearance at Harrah's. Reno. Another Johnny Cash move will be put into national distribution this fall by Continental, the motion picture division of the Walter Reade organization. The film is titled "Johnny Cash: The Man, His World, His Music." The artist of the Music Operations of America award plaque citing "Harp" Valley PTA as the juvenile record of the year added to the laurels for this song already stacked up in the Shelby Singleton office.

Dottie Davis met with agent Joe Taylor in New York to wind up negotiations on several network TV showings. Junior Samples is said to be doing well after his (Continued on page 66)
CONGRATULATIONS

...to the winners of the

BMI 1969 Country Music Achievement Awards

For the most performed Country songs April 1, 1968 to March 31, 1969

ANOTHER PLACE ANOTHER TIME
Jerry Chesnut
Passkey Music, Inc.

AUTUMN OF MY LIFE
Bobby Goldsboro
Detail Music, Inc.

BALLAD OF TWO BROTHERS
Curley Putman, Buddy Killen,
Bobby Braddock
Tree Publishing Co., Inc.

THE BATTLE OF NEW ORLEANS
Jimmy Driftwood
Warden Music Co., Inc.

BY THE TIME I GET TO PHOENIX
Jim Webb
Rivers Music Co.

CARROLL COUNTY ACCIDENT
Bob Ferguson
Warden Music Co., Inc.

DADDY SANG BASS
Carl Perkins
Cedarwood Publishing Co., Inc.

DIVORCE
Curley Putman, Bobby Braddock
Tree Publishing Co., Inc.

DREAMS OF THE EVERYDAY HOUSEWIFE
Chris Gantry
Combine Music Corp.

THE EASY PART'S OVER
Jerry Foster, Bill Rice
Hall-Clement Publishing Co.

FIEST CITY
Loretta Lynn
Suro-Fi Music Co., Inc.

FOODY MOUNTAIN BREAKDOWN
Earl Scruggs
Peer International Corp.

FOLSOM PRISON
Johnny Cash
Hi-Lo Music, Inc.

GENTLE ON MY MIND
John Hartford
Glaser Publications, Inc.

THE GIRL MOST LIKELY
Margaret A. Lewis, Mira A. Smith
Shelby Singleton Music, Inc.

GREEN GREEN GRASS OF HOME
Curley Putman, Sheb Wooley
Tree Publishing Co., Inc.

HAPPY STATE OF MIND
Bill Anderson
Stallion Music, Inc.

HARPER VALLEY P.T.A.
Tom T. Hall
Newkeys Music, Inc.

HAVE A LITTLE FAITH
Billy Sherrill, Glenn Sutton
Al Gallico Music Corp.

HEAVEN SAYS HELLO
Cindy Walker
Four Star Music Co., Inc.

HOLDING ON TO NOTHING
Jerry Chesnut
Passkey Music, Inc.

HOW LONG WILL MY BABY BE GONE
Buck Owens
Blue Book Music

I TAKE A LOT OF PRIDE IN WHAT I AM
Merle Haggard
Blue Book Music

I WALK ALONE
Herbert Wilson
Adams-Vee & Abbott, Inc.

I WANNA LIVE
John D. Loudermilk
Acuff-Rose Publications, Inc.

IT'S MY TIME
John D. Loudermilk
Acuff-Rose Publications, Inc.

JOHNNY ONE TIME
Dallas Frazier, A. L. Owens
Hill and Range Songs, Inc.

LENT OF THE CHEROKEE RESERVATION
John D. Loudermilk
Acuff-Rose Publications, Inc.

THE LEGEND OF BONNIE AND CLYDE
Merle Haggard, Bonnie Owens
Blue Book Music

LET THE WORLD KEEP ON A-TURNING
Buck Owens
Blue Book Music

LOUISIANA MAN
Doug Kershaw
Acuff-Rose Publications, Inc.

LOVE TAKES CARE OF ME
Jimmy Peppers
Husky Music Co., Inc.

MAMA TRIED
Merle Haggard
Blue Book Music

MENTAL JOURNEY
Leon Ashley, Margie Singleton
Al Gallico Music Corp.

THE ONLY DADDY THAT WILL WALK THE LINE
Ivy J. Bryant
Central Songs, Inc.

RAINBOWS ARE BACK IN STYLE
Dave Burgess
Four Star Music Co., Inc.

RELEASE ME
W. S. Stevenson, Eddie Miller
Four Star Music Co., Inc.

REMEMBERING
Jerry Reed
Vector Music Corp.

THE SON OF HICKORY HOLLER'S TRAMP
Dallas Frazier
Blue Crest Music, Inc.

STAND BY YOUR MAN
Taunya Wynette, Billy Sherrill
Al Gallico Music Corp.

THE STRAIGHT LIFE
Sunny Curtis
Viva Music, Inc.

THEN YOU CAN TELL ME GOODBYE
John D. Loudermilk
Acuff-Rose Publications, Inc.

THEY DON'T MAKE LOVE LIKE THEY USED TO
Red Lane
Tree Publishing Co., Inc.

A THING CALLED LOVE
Jerry Reed
Vector Music Corp.

WILLIAM S. BARKER
Jerry Reed
Vector Music Corp.

WHAT'S MADE MILWAUKEE FAMOUS
Glen Sutton
Al Gallico Music Corp.

WILD WEEK-END
Bill Anderson
Stallion Music, Inc.

WINTER MEETS SPRING
Merle Haggard
Blue Book Music

WITH PEN IN HAND
Bobby Goldsboro
Details Music, Inc.

YOU GAVE ME A MOUNTAIN
Marty Robbins
Nomia Music, Inc.

ALL THE WORLDS OF MUSIC...
San Francisco
Bill Graham plans to open an office in Los Angeles at the end of this month "to have closer contact with the entertainment media," according to Paul Baratta, Graham’s assistant. The site has not yet been selected, but the office will be called Bill Graham Productions and will handle some new aspects of the music industry that Graham’s Fillmore Corp. is expanding.

Crosby, Stills, Nash and Young scheduled to give a concert for Bill Graham at Winterland Oct. 25. Cancelled the engagement because of the death of David Crosby’s girlfriend Christine Hinton on Sept. 30. Filling in for the group will be Richie Havens, “It’s a Beautiful Day, Santana, Cold Blood, Janis Joplin and Spontaks. The CSNY date has been re-scheduled for Nov. 13-16. Crosby, Stills, Nash, etc., were in Wally Heider’s studio here working on a new album, possibly a double LP which they hope to complete the end of November.

RCA artist Ed Ames began a three-week stay at the Fairmount Hotel Oct. 16, replacing John Gary. The Purple Onion, where the Smothers Brothers got their start, reopened Oct. 16 after being closed for several weeks because of fire. Completely re-modeled and reincorporated, the club opened with Sonny and the Blue Jays. The Board of Supervisors voted to allow a weekly 3-5 a.m. to make “I Left My Heart in San Francisco,” written by Douglass Cross and George Curs, the city’s official song. GEOFFREY LING

BRIE Star's Pick Hits... BRIE Star's Pick Hits...

**DOMESTIC**

**From The Music Capitals of the World**

**Continued from page 38**

tolino This Time” album to co-
icide with the artist’s Carnegie Hall debut on Sunday (119).

**NASHVILLE-ASCAP**

**JOIN Brite Star’s** Ad Contacts, Movie Promotion

**WASHINGTON**

**Continued from page 64**

**The**

**Ceremony Marks Dedication Of ASCAP’s Nashville Office**

NASHVILLE—ASCAP dedi-
cated its $500,000 southern re-
gional office here last week with a ribbon-cutting ceremony and a champagne toast. President Stanley Adams led a contingent of leading writers

and board members, aided by Ed Strick, the southern regional
director. Among the guests were Congressmen Richard Fidler, and Hudley Crockett, represent-
ing the governor’s office.

Wesley Rose, a member of the ASCAP board of directors, intro-
duced other board mem-
bers including Somuel Barber, Jacques Chabrier, Salvatore
Chinatura, Cy Coleman, L. Wolfe
Gilbert, Morton Gould, Ronald
Kass, John Maitland, Edwin
Morris, Arthur Schwartz, Rud-
olph Tauber, Adolph Vogel and
Ned Washington. The board later held its first meeting outside New York. Mayor Beverly Riley officially welcomed the ASCAP mem-
bers, and joined Chamber of
Commerce officials in extend-
ing a red carpet welcome.

nhing contract with the Hubert Long
Agency. Carl Perkins has
written his own material again,
through Cedarwood Publishing Co., and has some strong underground
support. Dan’s Tavern on
Street has the road Nov. 3 for a
long promotional tour.

**Steve and with gional vated**

**Paul industry Hubert**

**McNicol** champagne ribbon -cutting ceremony

**Brite Star’s Pick Hits... Brite Star’s Pick Hits...**

**Brite Star’s Pick Hits... Brite Star’s Pick Hits...**

**Join THE GANG... Dec. 27th**

**What would you**

**get if you crossed**

**MUSIC SCENE**

**with an elephant?**

**A big gray**

**45 minutes that**

**never forgets**

**BMTI PRESIDENT Edward Cramer with winners Margaret Lewis, John Singleton, Mira Smith and Shelby Singleton.**

**OCTOBER 25, 1969, BILLBOARD**
Telefunken's Harpsichord Set


Baritone Gerard Souzay performs for the opening with tenor Frank Patterson featured in a Purcell set with Andrew Skeaping, viola da gamba, and John Beckett, harpsichord. 1 Musician has a set of Wolf, Mendelssohn and Reznik.

Wolfgang Sawallisch continues his Mendelssohn symphonic cycle with the New Philharmonic Orchestra in a recording of the "Symphony No. 4 (Italian)" and "Symphony No. 5 (Reformation)." The cycle will be completed later this year with the issuance of the "Symphony No. 3 (Scotch)." Sawallisch also will be represented by a forthcoming set of Mendelssohn's "Elpis," according to Joe Bost, director of the classical division of Mercury and Philips Records.

In conjunction with a fall U.S. tour by Quartet Italiano, Philips is issuing a quartet set by that group. The Berlin Philharmonic Octet, new to the label, has a Dvorak set.

Other forthcoming albums, Bost said, are Mozert's "Toheus" conducted by Davis, pianist Stephen Bishop's disk of Brahms' "Handel Variations," Raymond Leppard conducting four C.P.E. Bach sinfonias, Musica Reservata, "From the Time of Christopher Columbus," and Haitink's performances of Liszt's "Les Preludes," "Orpheus," and "Tasso."

2 Disk Firsts On Desto

NEW YORK—Desto Records is issuing albums of first recordings of material by Elie Siegmeister and Lou Harrison. The Siegmeister disk, "A Musical Profile," features pianist Alan Mendel in the "Sonata No. 2 for Piano" and Mendel and violinist Isadore Cohen in the "Sonata No. 3 for Violin and Piano." Completing the pressing is the "Suite in Brass and Percussion."

The major work in the Harrison set is the "Pacificita Ronco," which is performed by Robert Hughes and the Oakland Youth Orchestra. Harpist Beverly Belows performs four short pieces, while Thomas Hopkin plays violin music. Completing the set are two pieces for paxyer played by the composer.

The McGraw-Hill Book Company is pleased to announce that on selected record titles, (list on request) we will set aside $5,000 for coop advertising and will pay $75 of the total cost of advertising in local newspapers, on local rates on a first come first served basis.
Audio Retailing

Flip Side: a Triumph In 'Stopping' Traffic

By RON SCHLAchter

CHICAGO—The Flip Side, which will soon observe its first anniversary here on the north side, is successfully pulling in customers on a street that has little walking traffic.

"We're pioneering the street," said Larry Rosenbaum, who operates the store with his brother, Carl. "We've developed everything that has come here.

Located at 3314 W. Foster, the store does have some very desirable neighbors. North Park College is across the street and two high schools are located within a five-block radius.

"Since most of our customers are young, we handle mainly rock product," explained Rosenbaum. "The kids feel at ease here because we don't bother them. My brother and I are both young and while neither of us is in heavy rock, we can still talk to the kids. We simply maintain a nice, easy atmosphere.

"We have received many compliments on the layout of our store. We keep it uncluttered, neat and clean. It is not a junk shop. The store is arranged primarily for a young market and the records are separated more than in most shops. Our breakdown of artists is very complete.

"On one wall, we have a pegboard with wire record racks where we display the latest LP releases. The kids have the opportunity to see LPs that they aren't even aware have been released. As for rock, we try to carry everything on the Billboard charts and even more obscure pieces which only the real buffs know about. We also try to honor requests with no premixes charged.

Rosenbaum and his brother also operate the record recession at the Aragon when rock concerts are held there on Friday and Saturday nights. They stock roughly the top 100 rock LPs and if an R&B group is appearing at the Aragon, they stock secondarily.

"We always feature the artist who is performing that night," said Rosenbaum. "When Joan Baez was here, we had her autographed album cover, didn't charge any premium. We want kids to come back every week. This type of promotion is also a good traffic builder for our Foster store."

Another good traffic puller is Ticketron which has been in operation at the Foster store for six weeks. This is the first time that Ticketron, a computerized ticket service, has been put into a small store and according to Rosenbaum, "Although our volume is not that of Field's, we're doing better than most banks. Ticketron has really been beautiful for us. It does a lot of advertising and lists all of its outlets. We couldn't afford this type of exposure."

The Flip Side sells Panasonic and Hitachi phonographs and TV's and also the Craig line of h-track auto units. In addition, the store features a selection of gifts.

"When we first opened, we handled mainly records and tapes," explained Rosenbaum. "Now, we have gone into gifts, such as posters, cards and knickknacks. This is one of two major factors why we have attracted more adults in the past two months. The other factor is Ticketron."

Rosenbaum and his brother also rock two liquor stores in "young" Chicago neighborhood and the Valley View Adults Club in Franklin, Ill. The club, located on 100 acres, offers a wide range of activities for high school youths and features rock concerts every Friday, Saturday and Sunday night.

"We have done some extensive advertising," said the retailer. "We are on WLS-FM three times per week and advertise in all of the school newspapers. We recently had a full page in the University of Illinois Circle Campus newspaper.

"As for singles, they are nothing to get rich on. They provide a good starter for young kids who will buy LP's next year. We sell our singles for 69 cents and our LP's for $3.19. Even with such low prices, we have a tremendous problem competing with Korvette's. But we're still alive and making money. We have developed a real nice following.

Rosenbaum added that the Foster store, which measures 20 by 60, will soon be enlarged. He and his brother will be taking over the store next door within six months.

MUSIC SCENE 

brings light into the world...

Sight & Sound Chirov Grows

By BARRY CANDY

SAN ANTONIO—The first San Antonio Sight & Sound, Inc. store has been opened in San Antonio. The growing chain, which hopes to have a public, has plans for opening 200 stores by 1973.

Less than a year ago the chain, featuring a full line of stereo components, phonographs, tape recorders, records and accessories for the hi-fi enthusiast, opened its first store in Houston, since then the firm has opened one store per month in Texas. There are now four stores in Houston and five in Dallas and other stores opening soon in Austin. Also, there are (Continued on page 71)

You'll find it in

The BUYERS GUIDE

Billboard
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POP MUSIC
TEN YEARS AFTER
COLOSSEUM
AYNSLEY DUNBAR RETALIATION
ALAN JACK CIVILIZATION
FREE JAZZ
ART ENSEMBLE OF CHICAGO
SUNNY MURRAY
BURTON GREENE
360 DEGREE MUSIC EXPERIENCE
NEW MUSIC
FREE MUSIC GROUP

SAT 25 (NIGHT)
POP MUSIC
PINK FLOYD
FREEDOM
KEITH RELF'S RENAISSANCE
ALEXIS KORNER & THE NEW CHURCH
BLUES CONVENTION
FREE JAZZ
GRACHAN MONCUR III
ARTHUR JONES
JOACHIM KUHN
DON CHERRY

SUN 26 (AFTERNOON)
FRENCH POP GROUPS
MARTIN CIRCUS
ALAN JACK CIVILIZATION
TRIANGLE
WE FREE
CRUCIFERIUS
INDESCRIPTIBLE CHAOS RAMPANT

AMPLIFICATION BY STANDEL
(INTERIM SPECTACLE: MAX AUER & CLAUDIA SAUMADE)

ENVIRONMENTAL DIRECTION:
JACQUES CHERIX

COORDINATION: BRIGITTE GUICHARD

SUN 26 (NIGHT)
POP MUSIC
NICE
CARAVAN
BLOSSOM TOES
AME SON
FREE JAZZ
ARCHIE SHEPP
KENNETH TERRADE
ANTHONY BRAXTON
NEW MUSIC
GER M. (P. MARIETAN)

MON 27 (NIGHT)
POP MUSIC
YES
PRETTY THINGS
CHICKEN SHACK
SAM APPLE PIE
FROGEATERS
DAVID ALLEN GROUP
KEITH TIPPETT GROUP
FREE JAZZ
PHAROAH SANDERS
DAVE BURRELL
JOHN SURMAN
ANTHONY BRAXTON
CLIFFORD THORNTON
SONNY SHARROCK
NEW MUSIC
ACTING TRIO

TUE 28 (NIGHT)
POP MUSIC
SOFT MACHINE
CAPTAIN BEEFHEART
EAST OF EDEN
FAT MATTRESS
ZOO
FREE JAZZ
ALAN SILVA
ROBIN KENYATTA
CHRIS MACGREGOR
STEVE LACEY
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29 AVENUE DE FRIEDLAND PARIS 16, TEL: 46-3677/43-77

P.S. THANKS FRANK & HERB
Musical Instruments

West Coast Stores Mushroom But Diversification Is Slow

LOS ANGELES—World Music Corp., a major factory sales representative firm handling musical instruments, which has recently diversified into the pre-recorded music field, is hoping that more of the 530 West Coast stores it is servicing will also diversify. According to President Bill Lanzendorf, the number of stores entering the musical instrument field has increased 20 percent in the past five years, but prior to 1974, only 5 percent of World Music's accounts have diversified into products related to musical instruments. Lanzendorf said the lack of capitalization is still a diversification problem.

World Music Corp., purportedly the West Coast's lone independent factory representative for musical instrument firms, sells its lines to stores in California, Washington, Oregon, Arizona, Nevada, Hawaii and parts of Canada.

"Stores need diversification," claims Lanzendorf, who has taken his own two and one-half-year-old company into the phonograph record and tape cartridge equipment and accessory business. "The mainstay of the musical instrument stores is based on rental programs and the educational field," adds Bob Brillhart, World's national sales marketing manager. "Many of the stores are hard-pressed expanding their product lines out of the one instrument category, but they're learning," Brillhart said. "They know they need expansion and diversification."

The question is how many musical instrument dealers have the capitalization to go into expansion programs. And how many will feel confident in selling tapes, cartridge players, recorders, sheet music and accessory items for phonographs and cartridge machines.

Prices of equipment are both going up and down, depending on the public's demand. Band instrument prices are going up across the board, according to Lanzendorf, who was with Gretsch for 20 years before starting his own company. World Music has a staff sales force of eight men who sell musical instruments from Gretsch, Slingerland, Armstrong-Ovation, and Ramirez. Flutes can range from $99 to $1,280. An Armstrong bass flute costs that much. Guitars go from $14 to $1,250 for a Ramirez made in Spain model. World sells about 60 different guitar models. Power amplifiers go up to $1,500, the latter the Mother Dude from Ovation.

As a specialty company representing manufacturers in the Western region, World only sells, Lanzendorf emphasizes. "We do no billing or shipping or collecting. Our objective is to sell merchants and administrate our products for shops. We have no other independent manufacturer's representative company in this part of the country."

Before Lanzendorf started World, each instrument company had its own sales representative. Many of the companies found the task too expensive to continue, according to the executive. "Our is a fixed cost based on a commission."

NAMM'S WEST SHOW BOOTH BootHS 'GOING FAST'

CHICAGO — The National Association of Music Merchants (NAMM) reported Oct. 14 that its booth space for the April 12-14, 1970, Western Seminar and Exhibits were being committed "at a fast pace." Peter Lee, staff director, said, "At least 21 booths out of the 91 are taken and we haven't even mailed out the floor plans." The sessions will be held in the Century Plaza Hotel, Los Angeles. Booth space at the Los Angeles event will be $2,75 per square foot.

NAMM's 69th annual music show and convention will be held in Miami Beach, Fla., June 6-9 at the Miami Beach Convention Hall. The exhibit plan and contracts for this event will be mailed out in November. A total of 130,000 net square feet will be developed into exhibit areas. The projected cost will be $3.75 per square foot.

WORD BOOGIE WOOGIE ALBUM Shows Instrument Can 'Swing'

L.A. — Boogie woogie, that rolling, bluesy piano style, is back big time this year. It's not hard to guess why. The word's been stuck in everyone's mind, people have been playing it, and it's no wonder it's made a comeback.

First, there's the item itself, the piano. It's a versatile instrument that can play anything from classical to jazz to blues. It's also easy to play, which makes it popular with musicians of all levels.

Second, there's the rhythm and blues scene, which has been growing in popularity. Boogie woogie is a natural fit for this style of music, and it's been embraced by many musicians.

Finally, there's the fact that boogie woogie is a fun, upbeat style of music. It's a great way to get people on their feet and dancing, which is always a good thing.

In conclusion, boogie woogie is back big time, and it's here to stay. So if you're interested in playing this style of music, now is the time to get started.
Moog Boogie Woogie Album Shows Instrument Can ‘Swing’

* Continued from page 70

Working on the album with Dayton were Erwin Hefter, who has played in New Orleans with Crippled Clarence Lofton, Mamma and Jimmy Yancey, Mark Naf- talin, formerly with the Paul Butterfield Blues Band; Paul Beaver, an electronic composer involved recently in “Cosmic Sound of the Zodiac” on Elettra Records; and a musician Day-

ron will only identify as “Fast Fingers Finkenstein.” “But any- one hearing Fireball Boogie will recognize this guitarist,” Dayton said.

“Fireball Boogie,” backed up with “Piggy Woogie” will be re- leased as a single. Dayton said the latter features the snortingsound of pigs and conveys the theme “Pigs gotta boogie, too.”

There are 12 songs in all, some have never been heard before and others are improvisations of such boogie woogie classics as Tommy Dorsey’s “Pine Top Boogie.”

Describing how such a classic form as boogie woogie served to “free up” the mechanical sound usually associated with the Moog, Dayton said, “A good ex- ample might be ‘Fat City,’ which is actually 111/2 bars. Erwin Hefter played it this way with the Preservation Hall Jazz Band in New Orleans and he doesn’t consider 111/2 bars a mistake—

you can’t classify boogie woogie, a lot of it depends on the feeling of the musicians.”

“A lot of musicians approach the Moog and find that they can’t play chords because the Moog has a monosyllabic key- board. When you lay down one line you have to be able to ‘hear’ the next line as you would ‘hear’ a chord. In order to overcome the monosyllabic limitations of the Moog we did not always

use conventional inputs and at times bypassed the keyboard al-
together.”

Dayron believes “Moogie Woogie” also overcame another limitation of the Moog in his use of actual musicians for rhythm tracks. “I’ve heard people say that you can’t obtain sensitive percussion on a Moog. We be- lieve we have. The Moog se- quencer on Fireball BOOGIE sounds just like a drum. But we used real musicians for rhythm tracks, too, and then artistically converted what we heard to the Moog.”

4-CHANNEL stereo amplifier. H. H. Scott, Inc. claims that this is the first commercial amplifier specifically designed for 4-channel stereo. Called Model 499, the unit will play the new 4-channel pre-recorded tapes and is compatible with existing 2-channel stereo systems. List price is $599.95.

FLIP SIDE also has a record shop inside the Aragon Ballroom in Chicago open for business whenever concerts are being held. The shop stocks the top 75 best selling rock albums in depth. The Aragon is owned by Triangle Productions, Larry and Carl Rosenberg, and has leased out a space for the record shop.

A flea market will also open in the same facility very soon. In the photo above, the Aragon Ball- room store is plugged for people browsing at Flip Side’s second store.

Say You Saw It in Billboard

RECORD RETAILER 7 Carnaby St., London W.1, England

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JOIN THE GANG... Dec. 27th

I like

MUSIC SCENE

for a

variety of reasons.

Why not, it's a

variety show.

OCTOBER 25, 1969, BILLBOARD
Six months ago, a company was founded in New York City for the sole purpose of producing great music on records, cartridges and cassettes.

"So what," you might exclaim, "there are companies founded every day in this business."

Polydor, however, is an extraordinary company. Its parent is an international corporation with a 75 year span that traces back to the very beginning of recording history. Polydor Incorporated is the youngest old company in America.

What does all this mean?
It means we have something for everybody.

Polydor Incorporated
A company for all generations
We span yesterday's generations with the greatest names in classical music of all time.

The respect and admiration people give to a name doesn't come overnight. It comes with time.
And when people talk about Deutsche Grammophon they say it in the same breath as Rolls-Royce and Mercedes-Benz.
Deutsche Grammophon is Polydor. Polydor is Deutsche Grammophon.
Anything else we could say is redundant. Because you don't describe great art. You show it. In our case, you play it. On records. Musicassettes. And 8-track cartridges.
Just as millions of people around the world have been playing Deutsche Grammophon recordings for three-quarters of a century.
We bridge today's generation gap

The kids today are beautiful. They not only started a whole new way of life. They started a whole new way of music. And the record company that's going to reach them has to do more than just to keep up with them. It has to stay ahead of them. We are ahead. With Mayall.
with music that's ahead of its time.


We're growing so fast, we didn't even have time to announce ourselves. Charts were the first to announce us. Now we're announcing ourselves.

---

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AND THE ALL NIGHT NEWSBOYS
24-4001

AREA CODE 615
24-4002

CORBITT
24-4003

JAKE HOLMES
24-4007

CONTEMPLATION'S VIEW
KEN LAUBER
24-4005

TEN WHEELED DRIVE
WITH GENYA RALPH
CONSTRUCTION -1
24-0008

Polydor

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IN CANADA BY POLYDOR RECORDS CANADA LTD.
**Billboard Album Reviews**

**OCTOBER 25, 1969**

**GET TOGETHER WITH THE GROUP**

Columbia CS 9922 (S)

Willy Chirco's latest album is a collection of ballads and "real ballads," and his fresh, warm, quavering voice makes this another winner. His enjoyable singing style is all the more effective when contrasted to "Yesterday" and "My Way." His second release on CBS, "Get Together With The Group," gives listeners a chance to hear Willy Chirco with a complete backup band.

**TURTLES--"Sailboat Song"**

Mercury 5-4122 (S)

The instrumental work on "Sailboat Song" is the finest rock 'n' roll style. In addition to its catchy rhythm, the band's vocals will keep them running high on the charts. "Sailboat Song" is an excellent choice for any rock 'n' roll fan.

**BARBARA/"I'll Be Home for Christmas"**

Philips 11354 (S)

Barbara, along with "Sugar" and "Sweet Caroline," is one of the top sellers for Philips this season. "I'll Be Home for Christmas" is a holiday classic that is sure to please all fans.

**MARRY MARVIN & WAYNE TREVOR--"You Can Have the Whole World"**

Capitol T-1924 (S)

This is Marvin Gaye's second release for Capitol, and it is another outstanding effort. Gaye's smooth vocal style and his ability to tell a story make "You Can Have the Whole World" a definite chart winner.

**MR. BILL & THE GROUP**

United Artists UAS 6721 (S)

"Mr. Bill," one of the top-selling artists of the past year, has released a new album titled "Mr. Bill & The Group." This album features a combination of pop, soul, and R&B music that is sure to be popular with fans.

**BOBBY SHARON--"That's How You Get Away with Love"**

Columbia K2S 9787 (S)

Thanks to his popularity in TV's weekly "Fibber McGee and Molly," Bobby Sharon has become one of the most popular singers of the moment. His latest release, "That's How You Get Away with Love," is a success in both the pop and country charts.

**THE SONS--"Rosie's Greatest Hits"**

Vanguard VS 8, 11354 (S)

The Sons, who are known for their powerful vocals and their ability to perform covers of popular songs, have released a new album titled "Rosie's Greatest Hits." This album features a variety of songs that are sure to please fans.

**LINDSAY K. LANCE--"Linda's Side of Love"**

American R-8 2831 (S)

Linda K. Lance zooms into the ranks of the top sellers with this album, which features a blend of pop and rock music. "Linda's Side of Love" is a definite favorite among fans.

**VAN TREVOR--"Funky Tasteful Forgotten Feelings"**

American R-8 2830 (S)

This is Trevor's third album, and it features some of his best material yet. "Funky Tasteful Forgotten Feelings" is a definite hit in both the pop and R&B charts.

**PHILIPP EMMERT--"Das Brahms Symposium"**

Philipp Emmert, one of the leading classical musicians of the moment, has released a new album titled "Das Brahms Symposium." This album features a variety of Brahms compositions that are sure to please fans of classical music.
Leonard Chess
1917-1969

We mourn his untimely death
as we admired his unselfish life.

A final tribute to a great man
from the Company that bears his name.
SINGLES

NATIONAL BREAKOUTS

ELVIS COMING

There's Gold Nightly, Dunhill 4215 (Tuna Fish, B&H)

REGIONAL BREAKS

LOVE AND LET LOVE

Hurdy Boys, RCA 74-0226 (Foxon Fanatic, B&H)

LADY JANE

The Plastic Cow Goes Moomooog, Dot 17300 (Gibson, BMI) (Memphis)

WHY IS THE WINES FRIER (On the Other Side)

Eddy Floyd, Shen 0051 (East, Memphis, B&H) (New Orleans)

ALBUM REVIEWS

SPECIAL MENTION

The albums reviewed here are a selection of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

Four Star

* Four Stars

Three Star

** Three Stars

Two Star

*** Two Stars

One Star

** One Star

SPECIAL MERIT PICKS

Painters

Jim McGuire

McGuire, one of the better-kept secrets working in the east coast that overflows with potential. With his sun-stained Stax-styled blues and his soul-tinted, slat-filled album here is in his usual trademark—shoeshine group bang up the front while a Big Band solo (not event on the sleek, slick in backgrounds. Good dessert, it is all, of the way the old school and soul-or our own original on the album.

SPECIAL LOW POP

BROWNING BRYANT—Patches

Young Bouncing Bryant has the feel and sound of Wayne Newton, but retains in a class all his own. With a smooth, sophisticated voice and a lush-looking band, he could just as easily win favor with those new fans, as a subtle change into a slightly lower, less emotional version of the "Mama and Juliette" love

METHECHELSON—An Untranslating I See Singing

Joe Mitchell, a talented musical group, has got a smooth, tall debut here. All vocals include, rock, roll, standard pop and even gospel. In addition to the title song, other good original cuts include, "Hey, Hey, Hey or the town and "Wake Up Your Mind.

BAX AND RODRIGUEZ—Down Here

Dot 25967 (This, B&H) This is a top-notch pop band here in this virtually unknown group has taken two and a half years to reach just about the same level of sales, and they deserve a ton of attention.

COUNTRY

PEGGY SUE—Dynamite

Dee 27153 (This, B&H) Another bashing from the golden age, with the underhanded par and B&H fields doing his "Teenage Temperament" yet, and B&H does in fact have a delightful pop style in this one.

JERRY BUTLER/BEVERLY EVERETT—Together

This, B&H Jerry Butler, now on Motown, will always be remembered as his best cut, coming off their record "The Man," and his tunes with Beverly Everett are hand in hand. It may be her first, deep, bright, delightful pop style from the early 60's.

MAYFAIR—April Fool

This, B&H Mayfair, now on Motown, will always be remembered as her best cut, coming off their record "The Man," and her tunes with Beverly Everett are hand in hand. It may be her first, deep, bright, delightful pop style from the early 60's.

WALKER WANDERER—Jubilee Blues

A&M 503 (This, B&H) This is Jerene Steed's Solid State S35 503, but the record is not as vital as it should have been and was a long time coming.

SONNY STITT—Make Someone Happy

RCA 4330 (This, B&H) This, B&H Stitt is a real delight from his "Let Me Take Care of You," but it is a little too smooth, coming off their record "The Man," and his tunes with Beverly Everett are hand in hand. It may be her first, deep, bright, delightful pop style from the early 60's.

BAX AND RODRIGUEZ—April Fool

This, B&H Mayfair, now on Motown, will always be remembered as her best cut, coming off their record "The Man," and her tunes with Beverly Everett are hand in hand. It may be her first, deep, bright, delightful pop style from the early 60's.

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Trade Faces Overproduced Music Problem: LiPuma

LOS ANGELES — The record industry faces the problem of overproduced music, beloves held by Jimmy Demaret, producer of the album "Tommy LiPuma," told the Associated Press.

"I'm so far behind on Vox Jox items (and there's almost no hope of catching up) that I will have to forgive me if I forgot to mention Tommy LiPuma in the last week's copy. A Haydn disk, features him in Cello Concerto No. 1, by Viotti, Mendelssohn, Galkin, Walmsley, Smith, Callcott, Chaminade, and Bent.

Another Victorian set has been released in 1967, the first act of "Ready to Ride," which has been released.

The group's debut LP, "Ready to Ride," has just been released.

Two major producers don't realize that they "contribute" to an artist's record by being "too clean," and being able to analyze the good and bad points of the project. LiPuma feels. A producer must know how to use the tools available to him in the studio and record.
Two Revolution Partners Split With 3d; Co. Revamps

TORONTO — The partners of Revolution Records, a new and successful Canadian independent, have split. Revolution records President Brown, 22, said on behalf of himself and partner Doug Riley: "There have been certain corporate disagreements between the partners, and we are going separate ways. These have been contractual disputes and disputes with regard to fundamental differences in the direction in which the company would take. As a result, we have decided on a complete corporate reorganization program."

Circus, Disk Cos. Team on Shows

TORONTO — The Electric Circus has teamed with Canadian record promoter, promoting local talent during special Saturday afternoon sessions. The momentum of the circus shows, which are now on-going shows, will not have an age restriction (16 years). In a move to pull in teen audiences, tickets are priced at only $1. Signatures for one of the main shows, Tommy Tyne and a Half-Oct. 4; Poly- dor's Milkwood Oct. 11; Com- pany's Tux Family; and the Motherlode Hardware Saturday (18). GRT's Eighth Day-Saturday (25).

Brown said that he would continue to work with Riley. "We are now working on the new Revolution studios on Over- lea Boulevard. We are no longer able to be reached at Revolu- tion Records on Prince Arthur Avenue."

The third partner, Mort Ross, said he had had disagreements with Brown and Riley but these could be attributed to growing pains.

Revolution, which was started in February, involves four com- panies: Revolution Records (in which Brown, Riley and Ross are partners), Revolution Music- (Brown, Riley and Ross as partners), Revolution Sound Stu- dios (Brown, Doug Riley, Ross, Terry Bush, Norman Riley and Fred Webster, as partners), and Modo Productions (Riley and Ross as partners).

The question as to who will continue to produce Motherlode one of Revolution's suc- cessful Canadian groups has raised speculation. Despite Brown's statement that "we all plan to continue producing Motherlode at this point," a sense in which the new single was to have been recorded in New York this week was at- tended only by Riley and Brown. Later, a statement from Revo-

(Continued on page 88)

POLYDOR DEAL ON DUTCHMAN

MONTREAL — Polydor will distribute Flying Dutchman productions in Canada. Agree- men was finalized between Fred Exon, Polydor's managing director, and Bill Thiele, president of Flying Dutchman. Initial album release will be "Halt" by Tom Shady, with single release of "Mama" by Ester Marrrow to follow.

Nimbus 9's Issue Dates

TORONTO — Nimbus 9, independent Canadian company, has set release dates for their new product. Disks will be re- leased simultaneously in Cana- da and in the U.S. by RCA Victor.

Singles for October release are "Just a Sweet Little Thing" by Copperpenny and "Light of Love" by Tommy Dekker. Second LP and new single will be released at the end of Octo- ber, while third LP and new single to the U.K. and her concert ap- pearances, will be by Norah Elizabeth Hall, Nov. 21.

The Guess Who's third LP is now scheduled for a November release with no date firm yet for their new single since "London," the flip side of "Laughing" began to move in sales.

Moffat Awards to Compo, Polyidor

 VANCOUVER — Releases from Compo and Polyidor have been named winners of the third annual Moffat Canadian Talent Awards. The four disks were chosen by listeners of Moffat radio stations CHAB, Moose Jaw; CHER, Calgary and CKLG, Vancouver.

Compo's "When I Die" by Motherlode (Revolver) was chosen best beat record while the company's "The Laughing Song" (Polydor) was picked as best MOR record. Polyidor's "Moody Manitoba" (La between the City) by the Five Bells was cited as best folk or country record and as the best example of Canadian talent originality.

European Executive Turntable

Frank Fenster, Atlantic Records manager in London for the past seven years, has been named vice president of a new U.S. label, Capital Records. Fenster, also a former artist- manager Phil Walden, Fenster worked with Cotter's Macaroni Gus. The label will be distributed by Atlantic and will be introduced next month. No successor for Fen- ster has been appointed yet.

Allen Stagg, general manager of FMI's Abbey Road studios for the past two years, has had to be- come head of sound with MGM Films. Prior to joining EMI, where he was responsible for studio ad- ministration, Stagg spent 15 years with International Broadcasting, the independent television produc- tion company.

From the Music Capitals of the World

TORONTO RCA signed Marshall Shoupspea Soup Group with a late October release date for their first single. The group consists of Jonnie Mahon, Brian Windsors and Ze- mon Muitzels' Better Watch Out" joined by Mythical Meadows" A Day Has Come" is getting de- lated sales action after mid-sum- mer release date. Little did the group expect to be moving in a few key cities across the country. John Alan Cameron, in town for two weeks at the House of Tyme, Oct. 6 Saturday (18), active in promoting his "Miner" of Cranberry Lake" single and LP with two appearances on CBC-TV "Lunchtime Show" and radio interviews on CFYM with John Hart and on CIRT with Joe Lewis. Jan Reid, one of Canada's leading talent agents, died Oct. 7 in Tampa, Fla., scoring for acts. In recent years Reid was house booker for the Beverly Hills Motor Hotel Country version of "You're My Lucky" by Max Netter on the Straight label, showing 45's on some rock stations.

Laura Nyro's concert date at Massey Hall definitely set for Nov. 17. Long out with "British Turnaround and Tattoo" LP be- fore the pageant began touring the country. The Pointer Sisters, Hamilton, received Polydor's hitmaker award for being the first station in Canada to chart Bobby Sher- man's "Little Woman" at the top. Danny La Rue, Photonic's Ono- tario promotion chief, presented the award to Nevins Grant, sta- tion's music director.

Electric Circus now showing underground movies in addition to their usual loud music on Thursday evenings. Quality releasing Paramount's "Raging Moon's" LP in Canada, with a big promotional push. Film shows in Toronto, Montreal and Vancouver Friday. . . . "J.T. Aime Non Plus" is being played by a number of key radio stations including CHUM. Song was quickly charted at station CKDF after being out in re- lease only a week. Paul Revere and the Raiders in Win- nipeg, Sunday (19) and Port Ar- thur, Monday (20). Over 4,500 attended Johnny Winter's two concerts at Massey Hall, Oct. 17. Advance sales for Johnny Cash's show at Maple Leaf Gard- ens, Nov. 16, indicate an early sellout. Three Canadian new- er Revolutions Records LPs are running neck and neck with U.S. orders. Over 9,000 sets have been shipped in Canada, while U.S. figures have hit 113,000, claims the company. Sales compare strongly with his "At Fillmore Prison," LP scoring over 1,000, and "All the Loving," "Son of Sun Country" well over the 70,000 sales figure. Three Canadian disks clicking on CFOXs Top 10.

(Continued on page 86)
NOBODY, BUT NOBODY, IS MORE ORIGINAL THAN
JOHNNY CASH

Personal Mgt: SAUL HOLIFF, SUITE 704, KINGSTON TOWERS, 105 BERKSHIRE DR., LONDON, ONTARIO, CANADA (519) 471-9700
Chappell into Latin Music

NEW YORK—Chappell and Co. will administer the Mio Music Co. worldwide, marking Chappell's full-scale entry into the Latin American music field, said Norman Werner, vice president and general manager of Chappell.

Mio International Records will be an immediate outlet for the catalog, released in the U.S., Canada, Puerto Rico and Venezuela. The label is negotiating for worldwide release of its label.

Weiser stated that Chappell had sensed a growing potential in the Latin market while simultaneously seeing a void in the music publishing area. In addition to its publishing and recording activities, said Marty Weiser, vice president, the company would move into audio visuals, commercials, premiums and television production.

2 LP's to Mark Entry of Music Man, New U.K. Label

LONDON — A new label, Music Man, will enter the British recording scene with two album releases Nov. 7. The company's supervisor is independent producer Archie Spedding.

It will be affiliated with the Spark label, but Eden will have complete artistic control.

First releases will be a British blues anthology, "Firepoint" and an album of bass solo by expatriate U.S. virtuoso Barrie Phillips called "Unaccompanied Barre." The bassist has played with Peter Nero and jazzmen Archie Shepp and Benny Golson.

Further product by guitarist Chris Spedding, drummer Denny Dutton and Dufy Power will follow next year. Eden is also looking for...
Japan Singers Record In Nashville and Memphis

NASHVILLE — Japanese singer Ryoko Moriyama spent last week in Nashville recording with local musicians. Her object was to get enough material for a release that would be issued late next year for Nippon Victor—one side singing in Japanese and the other in English.

“I came to Nashville for two reasons,” said Miss Moriyama. “One was to get the authentic Nashville sound on records. The kind of music played by Nashville musicians is tremendously popular back home in Japan and this has to a lot of duplication of it by local musicians. But the sound isn’t quite the same.”

She recorded here with the real thing will also appear on an upcoming next album getting world wide release.

Mrs. Moriyama who describes herself as a pop folk singer, has eight albums already released in Japan, her own radio and television program.

While in the U.S. she visited New York, Washington, Los Angeles and Mexico.

She was accompanied by Shisato Kosuto, president of Shinko Music Publishing Co., Tokyo and Masao Honjo, producer for Nippon Victor in Tokyo who produced the sessions. (Continued on page 88)

ATV Yields—Makes New Northern Bid

LONDON — ATV last week made it explicit that it is looking for the outstanding 46 percent of Northern Songs which it does not own. It is opportunely bowing to the wishes of the Takeover Panel that the amended offer to the Broken consortium through which it finally gained control. ATV’s publishing outlet should be extended to all shareholders. But that this announcement was described as being final probably wrong, and shareholders and was not accompanied by a statement that settlement had been reached over the sale of the stake of John Lennon and Paul McCartney.

Return to New York of the Beatles, according to Pasternak Klein, albeit on standby for immediate recall, indicates that there remains a considerable difference of opinion over the return to the U.K. of 56 songs outright to Northern in 1965. Through the intricacies of British tax laws, Lennon and McCartney are still liable to pay tax on the earnings of the songs, and their representations is the ultimate consideration of an extension of the ATV agreement to an extend for a further three years. However, ATV still claims to be interested in the domination of the Beatles’ cull over a possible extension of their contract.

Terms of the ATV offer are $4.80 per new 101/2 percent fiveyear unsecured loan stock for every Northern ordinary.

Paris Plant Humming Again 3 Mos After Fire

PARIS — The Decca-USA Egypt pressing plant, almost destroyed by fire in July, will reach full output by Oct. 15, 20,000 per day by the end of this month.

Decca president André Jeaneret said that this would be a day later than before the July 19 fire at the Toumouville, Orne, plant, 30 miles northeast of Paris.

Production at the factory was halted for two months after the outbreak, the company pressing in Germany, the U.K. and Belgium, as well as with several firms in France, including Pathé-Marciani, Vogue and Diquais de France.

By the end of September, capacity at the plant had reached 20,000 per day and, by Oct. 15, 30,000 as work continued to replace destroyed equipment. When completed, the plant will operate 40 presses, Jeaneret said.

Without the fire, the firm would have rejected a 10 to 15 percent turnover increase this year, compared with 1968, but as a result would only be around the 10 to 15 percent mark, in line with the national average, he said.

A major factor in the company’s progress this year, he said, was a 40 percent increase in all activities, particularly on the singles side with Zager and Evans, and in 45s with Sylvia Vartan and Elvis Presley. Most progress for Decca had been in album sales, both popular and classical.

Concerning single-EP controversy, Jeaneret said the firm would continue with both for as long as possible, releasing better-known artists still on EP. “Our policy is not as rigid as with other firms as we realize there is a market potential for both formats.”

Album progression, though, was still slow in France, Decca-USA CEO said “gradually climbing” from 30 to 40 percent, which was “unacceptable.” He said he could not foresee album sales dominating the market in the near future. "If conditions could happen as prices drop." Jeaneret also reported that the company soon will install its fourth, and most modern, stereophonic engraving unit, a Neumann model from West Germany.

Beatles, Cole, Sinatra Issues To Mark EMI’s 8-Track Entry

LONDON—EMI enters the 8-track tape cartridge market in November with the release of product by the Beatles, Nat King Cole, Frank Sinatra and a host of other classical releases.

Recommended retail price of the cartridge will be $5.70 popular and $6 classical, with a dealer margin of 50 percent.

According to EMI, 60 percent of initial production has guaranteed to independent record-lessen distributors.

The 8-track cartridges will be available to dealers as of Friday (11) and will be featured at three major display stands at the Earl’s Court Motor Show—those of the Madarola Ltd., Jive Electronics and Smiths Industries.

Sales aids for the cartridges include a new comprehensive catalog of EMI tape product and a pamphlet explaining the operation of tape cartridges. Display units are also being produced.

The new cartridge releases under in a revised tape policy at EMI. There will be combined both album and stereo mono and stereo mono and stereo reel-to-reel tape. Another feature possible, cartridge and record releases will be simultaneous.

The first releases which comprise the initial issue are the Beatles’ “Sgt Pepper’s Lonely Hearts Club Band,” the Ron Goodwin Orchestra playing “Legend of Mosses Mountain,” “Blue Water” by Manuel, Frank Pourcel’s Orchestra in “The Importance of Your Love” and “Best of” cartridges by Frank Sinatra, Nat King Cole and the Seekers.


The cartridge will be issued by EMI in January, from which time they will be included in the company’s bimonthly tape release policy. The cassettes will be reduced in price Saturday (11) to 25 percent of the recommended retail price range of the cartridges.

June’s Disk Sales Soared In England

LONDON — Total record sales in the U.K. for June were $5,400,000, an increase of 40 percent over June 1965. For the first half of this year there was an over-all production increase of 5 percent compared with the first six months of last year, and an increase in total sales of 9 percent. Export sales climbed by 27 percent over the second quarter of last year.

In the first half of this year there was an over-all production increase of 5 percent compared with the first six months of last year, and an increase in total sales of 9 percent. Export sales climbed by 27 percent per for the same period. Board of Trade also notes (Continued on page 88)

UA Publishing Take In U.K. Is Doubled

LONDON — Success of United Artists’ publishing activities in the U.K. during the past year has more than doubled the 1966 gross, President Mike Stewart stated during a London visit.

Stewart, visiting for a four day world publishing conference attended by 30 record companies and publishing heads from Europe, the U.S. and Japan, said that 1970 projections would exceed 1969 by a minimum of 30 percent.

Concerning the publishing success achieved through the musical “Hair,” Stewart said that this had been of tremendous importance in helping to change UA’s establishment image, as well as being a major money-spinner as “the most successful musical of all time.”

“Of a lot of young writers realized that UA is not a starchy company and brought a lot of new material to us,” said Stewart, who counts the acquisition of Peter Sansectt among UA’s best recent deals.

Much of UA’s forthcoming records and publishing activity will center around current U.K. film production. Stewart revealed that Louis Armstrong has been signed to record the John Barry-Hugh David song, which will be heard over the credits of the new James Bond film, “On Her Majesty’s Secret Service.” It promises worldwide on simultaneous release around Christmas.

Another forthcoming film, “Gaily Gaily,” will have a score by Henry Mancini, which will be the composer’s first LP for the label.

Concerning the Beatles “Get Back” music documentary feature, which is expected to be distributed through UA at the end of the year, Stewart said that both sides are “still talking.”

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Fest Switched From France to Belgium

By MICHAEL WAY

PARIS — What was to be France's first venture in the current trend of mass audience avant-garde jazz and pop music festivals will now be held in Belgium, Friday-Tuesday (24-28).

The festival, planned by Jean-Luc Young and Jean Georgarakos, joint directors of the aspiring BYG Record Co. and called Festival Actuel, was originally to be held in Paris' Parc Saint-Cloud.

Venue was later changed to the Bois de Vincennes, also in Paris, and changed again Oct. 14 when it was forbidden by Paris regional police, who worried about the mass of young people expected to attend the concerts.

Audiences for each of the six concerts were estimated to be at least 10,000 at an all-in price of $11 ($6 francs).

The festival will now be held in Tournois, Belgium, a town just over the France-Belgium border and the nearest foreign location to Paris.

Young, who helped found BYG Records 18 months ago, said the move was made because of fees, due to cost $90,000, was sure to lose some $18,000 in spite of backing from Radio Luxemburg, ORTF — the State Radio-TV network, and Ricard, the liquor producers.

Coinciding with the five-day festival, to be held under canvas, will be the release by BYG of 30 avant-garde jazz and pop LPs, recorded in Paris over the last three months.

Distribution is by CED.

The festival's major attractions include jazz artists Archie Shepp, Pharaoh Sanders, Don Cherry and John Surman, and pop and blues groups Ten

Polydor's New Yule Series

LONDON — Following last year's sellout success of a special limited edition of three-album boxed sets by the Beatles, Polydor has compiled a similar series to be marketed next month in record stores for the Christmas season.

The series, called the Festival Actuel, comprises two parts, selling at $5.94, will be the scope of the special dealer incentive, with further details and special mid-November delivery (as opposed to not before Dec. 1) to be held.

In an edition designed to cover bread-based musical tastes, a sampling of items include, "The Unique Sound of James Last" with the Bee Gees, Cream, Who, Jeanine C. Riley, "Wonderland Pier and Kentucky Wonder" featuring Kuempert, Roger Chapman, Helmut Zacharias and others.

Polydor has also scheduled a big name jazz and pop album series for November. This will include the current best-seller, "The Battle of the Bands," by the band of the same name, and "Stereo Sound," by the latest U.S. disk, "It's a Mother." What is a I am...chopped liver?

Japan Singers Record In Nashville and Memphis

MинНЕПШ — Sho-Kan, Japan's top selling rock 'n roll recording artist on the Philips label, has recorded an album in Memphis using Memphis musicians.

The session on 20-year-old leader of the group the Temp- pers, also a Phil Boa producer who received his start recording in London's Abbey Road, was held in Memphis and Dickie Lee, writer-singer, for Rivertown Productions.

Sho-Kan, born Ken-Ichi Hagawara, has sold millions of records in Japan with his three albums and seven releases including his biggest hit "Whipping Legend of Emerald."

"Why, Memphis?"

"We wanted to be the first from Japan to try and get Memphis Sound. We have great musicians in Tokyo, but they are so busy with home sales. Through our U.S. and London agents (BYG man in London) they said the sessions were already assured of success."

Disk Sales Soaring

"Continued from page 85

The proportion of export sales to total sales rose from 16 percent in the first half of 1968 to 19 percent for the same period this year.

Japan Airlines to introduce a new service from Tokyo to New York.

The Music Scene really excites me.

U.K. Studios on $5 Mil Spending Spree to Lure Indie Productions

"Continued from page 84

contract with a group which allows them to fly their own studios three or four times a year to make singles, are virtually identical in terms of the music produced and includes such composers as Mike Fiddes and Mike Delgardo. The new label, Capital, has just released a duet album with the popular pop singer, "I Love You.""

Music scene really excites me.

What is a I am...chopped liver?"
HITS OF THE WORLD

ARGENTINA

(Courtesy Of Your Hit Fama) 'Denotes local origin
This Last Week
1. LA EXTRANEA DE LAS NECESIDADES (Tebeos) - salsa
2. LA LUCES DE MI VIDA (Tebeos) - salsa
3. EL MUNDO (Tebeos) - salsa
4. LA PLAYA (Tebeos) - salsa
5. LA VIDA ES UN AVENTURA (Tebeos) - salsa

AUSTRIA

This Week
1. HEI TAME, MOI NON PLUS—Jean Romain Maeder (Fonotipia)
2. SCHEIDEN TUT SO WEH—Bischof (Andela)
3. ÔFREUND IN OTHELLO—La Cita (Crita)
4. SAVED BY THE BELL—Rabin
5. DON'T FORGET TO REMEMBER—Atilla (Austria)
6. ANSHA—Un Jottres Inglés (Crita)
7. GIVE ME THAT CHANCE—Plazma
8. NATUR BORN BUGIE—Rabin
9. ESTES MORGENTS—Alexandra Quirl

BELGIUM (WALLOON)

(Courtesy Maestoso Magia) Week
1. IN THE YEAR 2252-Ziger
2. QUE TE TAME—Johnny Dolian
3. IN THE GELITO—Elvis
4. HONKY TONK WOMAN—Versal
5. WELCOME TO MY WORLD—Alexander Winter
6. LE CHEMIN DE PAPA—Jean-Jacques Donaire
7. J'AI PRET A VOI—Jean-Jacques Donaire
8. MOI NON PLUS—Jean Brion et Serre
9. ABORS, JE CHANTE—Rika Zaza
10. GIVE PEACE A CHANCE—Plazma

BRITAIN

(Courtsey Record Retailer) This Last Week
1. I'LL NEVER FALL IN LOVE AGAIN—Bobby Darin
2. I FEEL A GOOD PLUS—John Lennon
3. I'M NOT THANKING YOU—Gary Lewis & The Playboys
4. ROY NAMER NED—Johnny Logan
5. HERBIE HEAVY, HIS MOTHER, HER CLOTHES (Feather)—Carlin
6. NOBODY'S CHILD—Kares Mag revealed (Mag)
7. LAY LADY LAY—Bob Dylan
8. SURRENDER, SIR!—Bob Dylan
9. S. R. DADDY—Davy Jones (Tea)
10. BOY NAMED SUE—Johnny Cash
11. HUMP DAY, HE'S MOTHER—Guinness (Feather)—Ceil Shure (Richards)
12. SIXTEEN (CBS)
13. SUGAR, SUGAR—Ritchie Poindexter
14. BAD MOON RISING—Creedence Clearwater Revival
15. THE RAINMAKER—Cream
16. CLENCH YOUR FISTS (CLOSE YOUR EYES)—Cream
17. WEALTH OF THE WISDOM—Cream
18. WHEN THE WORLD IS WHIRLING—Cream
19. DIES LUXURIA (CBS)
20. WHY DON'T YOU TAKE YOUR LOVING TO TOWN—Kenny Rogers
21. WHAT DO IT TAKE—Cream
22. IN THE GELITO—Elvis

ITALY

This Last Week
1. STAI NERO—Mostosti
2. THREE SWEET VELVET MORNING—Jimmy Rushing
3. AND THE ICE BREAK—Jimmy Rushing
4. EMII TIO LAMO—Johnny
5. THE PRIMO GIORNO DI FREDERICK (RCA)
6. PENSIERO D'AMORE—Mal
7. UNA CANZONE DI AMORE—Ritchie Poindexter
8. QUANDO LA LUNA (RCA)
9. I SOCI MI PAORE—Patty
10. PECORA BIANCA—Mostosti
11. OH COMIN' FROM THAT WAY—Dalia
12. CHE MALE FA LA LA—Ritchie Poindexter
13. ALL TOGETHER—Dallas
14. POMEROY ORE SEI—Pamela (Anglo-Africa)
15. LIRA OCUH BLU—Ritchie Poindexter

SWEDEN

(Courtesy Radio Sweden) This Last Week
1. JEB ABADD (CBS)—Beatles
2. JULIETTE MARIE (CBS)—Beatles
3. THE HUN—a-Kerry Morris
4. MICHAEL AkläA THE SLIPPER (RCA)—Beatles
5. RAIN AND TEARS—H. "Budd" Johnson

PHILIPPINES

'Denotes local origin
This Last Week
1. EVERYBODY PEOPLE—Salu and the Family Sound
2. MANGA MANGA (RCA) - Edgar Valdez and Evens (RCA Victim)
3. YESTERDAY I HEARD THE BELL RING—Bobby-C (CBS)
4. I LOVE THINE FROM ROME—Henry Mansio and His Orchestra (CBS Victor)
5. SINGING IN THE STREET—Bob Dylan
6. SINGAPORE

SINGAPORE

(Courtesy Radio Singapore) This Last Week
1. CONVERSATIONS—Cilla Black
2. SONGS IN THE AIR—Bolshoi (Leningrad)
3. I'M NOT THROUGH WITH YOU—Kenny Rogers
4. BELL—Elvis
5. BRINGING ON THE BLACKouts—Elvis
6. T’AIME—Hi-Jin
7. L&M—Cilla Black
8. GIVE ME A LINES—Dickie Bolland (Columbia)
9. SINGAPORE

SOUTH AFRICA

(Courtesy Southern Africa Music) This Last Week
1. A LITTLE LOVE IN YOUR HEART—Jockie de Villiers
2. HUMANS—Dolby and Allen (Teet)
3. SPEEDY—Dorothy Squires

MALAYSIA

(Courtesy Radio Malaysia) This Last Week
1. DON'T FORGET TO REMEMBER—Bee Gees
2. SAVED BY THE BELL—Rabin
3. BORN TO LIVE—Bee Gees
4. THE SEVEN YEAR ITCH—Bee Gees
5. MAYONAKA NO GUITAR—*Ishikawa
6. ANITA NO KOKORO NII—Ko
7. KING OF THE CORE—*Moriyama Ryoko (Philips)
8. THE SEVEN YEAR ITCH—Bee Gees
9. MAYONAKA NO GUITAR—*Ishikawa
10. MAYONAKA NO GUITAR—*Ishikawa

SWITZERLAND

(Lost Studio Basel) This Last Week
1. I'AM—MOI NON PLUS—Jean Brion
2. IN THE YEAR 2252—Ziger
3. SAVIGNON—*Iris-Gérard (CBS)
4. DEEP—Bob Dylan
5. THE BLOOD OF THE MOTHER—Bob Dylan
6. THE SEVEN YEAR ITCH—Bee Gees
7. SCHIEDEN TUT SO WEH—Bischof (Andela)
8. HONKY TONK WOMAN—Rabin
9. HELLO SUSIE—Anno (London)

FROM the Music Capital of the World

*Continued from page 86
include "Dream Lover" by Owen Grey & the Maximum Breed and "A Groovy Kind of Love" by Elkie Brooks.

Executives from the U.S. and Europe were here for an international musical conference. Among those attending the two days of the conference were the White House group president God-

Eddie Grant, lead singer of the influential band, introduced his own album, Torpedo, which will be aimed at the underground market. A&M has acquired U.K. rights to the or the "Star" beat group. The band's next move is to license the song for world release.

Philip's has signed two new acts to the label, trumpeter Syd Lawrence and vocalist Jimmie Wilson, who are both recording big band albums for release on the Embassy label.

PHILIP PALMER

JOHANNESBURG

Eric Gallo, chairman of Gallo (African) who has launched a business trip to Europe at aim at establishing a Gallo plax national network of television in South Africa.


CLIVE CALDER
Things You'd Better Know About Rod McKuen

1. In the last two years, he has sold more books than anybody. Now, his record career is catching up. Fast.


3. His newest album—Carnegie Hall Concert (1794)—is McKuen's fastest-selling album ever. It's outselling even his Greatest Hits album.

4. Frank Sinatra's new album, A Man Alone, was written in its entirety for him by Rod McKuen. Mr. Sinatra doesn't do that for everybody.

5. Now, Rod McKuen is ready for the singles market: his new single, "Bring Her A Rose," sounds very probable. It is Warner Bros. #7346.

On Warner Bros. Records, Where Things Are Moving Faster Than We Can Count
Spotslights Predicted to reach the top 20 of the HOT 100 Chart

GRASS ROOTS—HEAVEN KNOWS
Prod. (Steve Beres) (Writer: Price-Walsh) (Format: BMI)—The group returns to a high spot on the Hot 100 with their powerful "Get Together," and the follow-up, cut from their "Get Together," will do equally well with a solid rocker that is sure to skyrocket right back into the spotlight. Great material and an equally good vocal performance. "Don't Remind Me" (Toujours, BMI). Sept 14 517

Paul Anka—Happy (Prod. (Dale Eames) (Writer: Eames) (Pocketful of Tunes, BMI)—Anka has a happy-go-lucky singer who is sure to surpass the success of his record "Put Your Love in My Hands," and could easily make it to the Top Chart of his hit song "Put Your Love in My Hands," the follow-up, is sure to be a hit. This powerful soul rocker that should follow-up, is his second hit. There is a solid vocal arrangement and production. "I'm a Sad Song with a Happy Soul" (Spotlights, BMI). Sept 30

Clarence Reid—I'm Gonna Tear You a New Heart (Prod. (Phil Davis) (Writer: Davis) (Killer, BMI)—This is a solid rocker that is sure to hit the Top 100 with its powerful sound and will make it to the Top 100. Immediate programming potential with sales sure to follow. "Backend" (Epic) (Epic) 11215

*Art Linkletter—We Love You, Call Collect (Prod. (Art Linkletter) (Writer: Linkletter) (Spotlights) (Writer: Tom Mankin) (BMI)—This is an emotional and moving one, and with sales, it is sure to be followed by sales that could easily bring it to the charts. "Get Some of That" (Spotlights) (Writer: Mankin) (BMI). Oct 1

SPOTLIGHTS—POP SPOTLIGHT—TOP 20 POP SPOTLIGHT—TOP 20 COUNTRY

Top spots predicted to reach the top 20 of the HOT 100 Chart

Top spots predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

Buck Owens & Buckarooos—Big in Vegas
Prod. (Ken Kesner) (Writer: Kesner-Stafford) (Blue Book) (Epic-Cork) (BMI)—Owens & Buckarooos are back with their great follow-up, a strong support. "It's a Good Chance of a Fool-Tail Fortune" (Stronger) (BMI). Oct 13 406

David Houston—Baby, Baby (I Know You're a Lady) (Prod. (Billie Sherrill) (Writer: Wilburn-Harvey) (Malibu, BMI)—Houston has this in her bag of vocal performances to "I'm Burning Up" (In the Land of Make Believe) (BMI). Oct 20 515

Charley Pride—I'm So Afraid of Losing You Again
Prod. (Jack Clement) (Writer: Owens-Frader) (Bill & Roper) (Blue Cross, BMI)—Pride is back up with his new hit, a strong support. "I'll Have to See You in My Dreams" (Prudhomme) (Sony). Oct 27 495

Porter Wagoner—When You're Not Here You're Not
Prod. (Bob Ferguson) (Writer: Putnam) (Burke) (BMI)—Wagoner is at his very best vocal performances to his "It's a Sad Song with a Happy Soul" (Spotlights, BMI). Oct 6 491

JACK GREENE & JEANNE SILEY—Wish I Didn't Have to Miss You
Prod. (Owen Bradley) (Writer: Kirby-Cashman) (Free, BMI)—Now living in his new home, Jack is sure to prove his vocal talent with this record, a country programmer. "I'm Burning Up" (In the Land of Make Believe) (BMI). Oct 13 507

Fess Parker—Comin' on Jinni
Prod. (Rusty Light) (Writer: Silversmith) (Reprise, BMI)—Composed by Bill Silversmith, who wrote Janie's "Pick Me Up," this is sure to prove an immediate chart hanger, both country and pop. Latest record and possible to make it back to the Top 100. "Pick Me Up" (Pick Me Up, BMI). Oct 3

Clifford Brown—Started Loving You Again
Prod. (Ron Miller) (Writer: Miller) (Isley-Evers-Flournoy) (ABC-Dunhill, BMI)—This is a fast rock ballad that should have no trouble in surpassing her recent "Look of Love" (Spotlights, BMI). "My Love's So Beautiful" (Dawson-Chrisman, ABC-Dunhill, BMI). Wk 12

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

Bob Luman—This Is My City (Decca, BMI) 570 5525
David Ringers—A Man Called Joe (Corday, BMI) 604 5007
Carl Perkins—C. C. Rider (You're So Bad) (Edenwood, BMI) 604 5972
Bobbi Cline—(I'm) Little Thing (Doral, BMI) 325 3580

The Pickering Bros.—(Stealin' In) the River (Golden, BMI) 333 3589

Chart

Spotlights Predicted to reach the top 20 of the HOT SOUL SINGLES Chart

No soul spots this week

Chart

Spotlights Predicted to reach the top 20 of the SOUL SINGLES Chart

The Trebolations—Man's Love (United/EMI) 664 6186
Osie Steltz—Like You Do (Dakar, BMI) 618 6450

OCTOBER 25, 1969, BILLBOARD
Potential giant...U.S.A.

THE POPPY FAMILY

WHICH WAY YOU GOIN' BILLY?

#1 throughout Canada
Gavin Report – 4 consecutive weeks
STAR PERFORMER—Sides registering greatest proportionate sales progress this week

1. 11. I CAN'T GET NEXT TO YOU
2. 11. HOT FUN IN THE SUMMER
3. 10. TIME
4. 10. DOWN COME BALL OF FIRE
5. 8. I'M GONNA MAKE YOU MINE
6. 8. ETERNITY
7. 7. WARMER" (Omar "The Union"
8. 7. WHAT'S THE USE OF SNEERING UP
9. 6. JUST A BABY

HOT 101—A TO Z—(Publisher-Licensed)

1. 84. "CHAINS OF LOVE"
2. 85. "I'M SORRY"
3. 86. "DON'T WASTE MY TIME"
4. 87. "EASY MONEY"
5. 88. "IT'S SO SAD"
6. 89. "I'LL BE TRUE"
7. 90. "EYES OF LOVE"
8. 91. "EVERYBODY'S SONG"
9. 92. "FRIENDSHIP TRAIN"
10. 93. "GOD AND A HANDFUL OF STARS"

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
Residing in The Glass House: music, talent, excitement. The stuff of which hits are made. Watch "Crumbs Off the Table". The Glass House is coming home.

9071
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Ever since the world began
There's always been a certain man
A certain man has been put down
Sure as the world goes 'round.
He's always had to fight, fight, fight
For what he knows is right.
Ever since the world began
There's always been a certain man.

Now he wants to be free, free, free
So let him be, be, be.
He wants to be free, free, free
Is that so hard to see?
He's had it all he can take
And it's for heaven's sake.
Let him be free, free, free.
Just like a bird in a tree
He wants to be free.

All aboard the freedom train
Throw away those rusty chains.
Rusty chains have shown their might
And we can't see what's right
Until the day we stand.
All equal in God's land.
All aboard the freedom train
Throw away those rusty chains.
Now he wants to be free, free, free.
BMI Cites 44 Writers & 31 Pubs of 40 Tunes

NASHVILLE—Broadcast Music, Inc. (BMI) cited 44 writers and 31 publishers with five songs each. The awards were given by Edward M. Cramer, BMI president, and Frances Williams Preston, vice president of BMI's office here.

Jerry Chesnut was the top housed writer, logging four songs, followed by Merle Haggard, Curley Putnam, and Jerry Reed, who have two songs each. The 44 writers, giving away 211 songs, earned $111,225. The first 81 publishers of five songs each were published by Blue Cred Music, Inc., Montgomery, Ala.; Acuff-Rose Music Inc.; Hall-Clement Publishing Co.; Pankey Music Inc.; Stallion Music Inc.; and Warden Music Inc.

The winners as logged by BMI for the period of April 1, 1968, to May 31, 1969.

Another Place Another Time
Jerry Chesnut
Acuff-Rose Publications, Inc.

Autumn of My Life
Bobbie Golddoro
Fidelity Music Inc.

Ballad of Two Brothers
Curley Putnam, Buddy Killen, and Kenny Krampe
Tree Publishing Co., Inc.

The Battle of New Orleans
Jimmy Driftwood
Warden Music Co., Inc.

By the Time I Get to Phoenix
John Anderson
Rivers Music Co.

Carroll County Accident
Bill Anderson
Warden Music Co., Inc.

End of the Road
Carl Perkins
Cedarwood Publishing Co.

Dreams of the Everyday Housewife
Chris Carras
Combine Music Corp.

The East Wind
Carl Foster, Bill Rice
Hall-Clement Publishing Co.

Fish
Loretta Lynn
Sure-Fire Music Inc.

Foggy Bottom Blues
Lola Lindon
Earl Scruggs Recordings Inc.

Folly of the Road
Merle Travis
Merle Travis Music Inc.

Folson Prison
Johnny Cash
Blue Book Music Inc.

Gentle on My Mind
John Hiatt
Gasser Publications, Inc.

The Girl Most Likely
Merl Andrus, Mira A. Smith
Sherry Singleton Music

Green Grass of Home
Bill Anderson
Stillman Music Inc.

Mississippi Mud
Moss-Rose Publications, Inc.

20 Grand
Harper's Bizarre P.T.A.
Tom T. Hall
Newkeys Music, Inc.

Having My Cake
Bill Sherrill, Glen Sutton
Sawyer Music Inc.

Heaven Says Hello
Cindy Walker
Flying Cloud Music Co., Inc.

Holding on to Nothing
Jerry Chesnut
Fink Productions

How Long Will My Baby Be Gone
Bucky Owens
Blue Book Music

I Think I've Got a New Baby
Merle Haggard
Fast Back Music

I Walk Alone
Hank Thompson
Adams-Vee & Abbott, Inc.

I Wanna Live
John D. Loudermilk
Acuff-Rose Publications, Inc.

Industry News

Cash Sweeps Awards at CMA

• Continued from page 1

Music group arrived by bus from New York to swell the attendance, already past the designated 6,000, making the convention the largest ever. The convention of country music officials and others involved in the field to celebrate the 40th anniversary of "Grand Ole Opry," now the oldest and longest-running radio show on the air. Even if the festivities officially began on Thursday, ASCAP had dedicated its new "Shea Stadium," and BMI had given its awards to leading songwriters, publishers, agencies of parties and receptions, and on Thursday, the election of new directors to the Country Music Association.

This was followed by the "of-

Cinerama Will Distribute Film Bowling Tomorrow

NEW YORK — Cinerama Releasing Corp. acquired the distribution of the film, "Bowling Tomorrow," on Wednesday. "Bowling Tomorrow," filmed in Panama and Technicolor, was directed by Robert Blake and produced by Blake and William A. T. Russell. The story, "Bowling Tomorrow," is a comedy, with a cast of characters who play themselves. The film was dedicated at a plaque ceremony.

Kinks' U.S. Tour Gets Major Promotional Backing by WB

LOS ANGELES — Warner Bros.-Reprise is putting its promotional muscle behind the Kinks' current tour of the U.S. The label is coordinating the concerts with the Kinks just released Reprise album, "Arthur (Or the Decline and Fall of the British Empire)."

The label is advertising the product in all newspapers in the U.S., which has been accompanied by a heavy emphasis on underground promotions. "The Kinks have been shipped to all radio stations and "head shops" in the tour cities, and there has been a tremendous interest," as one of the Kinks' label is the one that has produced the most music in this city.

L. Chess Is Dead at 52

• Continued from page 3

Surviving Chess are wife Reva and Elaine Chut, son Marshall—a vice president of the firm—and his wife, Mrs. and Mr. Joseph Chut.

Paul Ackerman, Billboard's music editor, said that throughout the rock 'n roll era Chess continued to produce fine blues, despite the fact that much of the music that was produced at that time represented a watered down version of the blues idiom. Chess, through its association with blues artists who were also writers, such as the late Howlin' Wolf, Willie Dixon and many others, developed many copyright in the blues field. These are held by Arc and Regent. And Regent claims that a number of songwriting royalties are due to Leonard Chess and the Chess company was predicted to benefit from the development of Chicago as a music center.

Gene Wees' Wife Dies at 42

NEW YORK—Jean Wees, wife of Gene Wees, veteran record man, died of a heart attack Oct. 10 at her home in Hartford. N.Y. She was 42 years old.

In addition to her husband, a daughter survives.
Dee Anthony and Bandana Enterprises (The American Home of Chrysalis Artists & Island Artists Ent.)

would like to thank

TEN YEARS AFTER/JETHRO TULL/JOE COCKER/SAVOY BROWN/SPOOKY TOOTH/FREE

as well as their directors

Chris Blackwell, Terry Ellis & Chris Wright

for their cooperation in helping make their

American tours such overwhelming successes

...and more to come this Fall: King Crimson / Blodwyn Pig / Liverpool Scene / Chicken Shack and Clouds

Bandana Enterprises
DEE ANTHONY, President
1060 PARK AVE., NEW YORK, N. Y. • Phone: (212) 348-8133
Our distributors cover every territory in the business. When they get a hot tape, they'll go from hell to high water to spread the word. So it's only right that GRT gets the hot records the minute they're produced, and puts them on tape. Almost instantly. While they're still heating up.

When we say GRT handles hot tapes, you know what we mean. We mean hotter than...