Campus Goes Rock; Radio Drops Gigs

By CLAUDE HALL

NEW YORK — The booming popularity of rock groups on college campuses is pushing Top 40 radio stations out of the concert business. And most of the radio stations are glad about it. In fact, some radio stations are reaping greater rewards than ever in both publicity and money, without taking any risk whatsoever.

A week ago, WTRY in the Albany-Schenectady-Troy area was broadcasting spots of per-formances by the Who on Monday at RPI, the Jefferson Airplane on Wednesday at Union College, and Sly & the Family Stone on Friday at Siena College.

"And this sort of thing goes on all school year," Art Simmons, general manager of the station, said.

Before rock became the hip thing on campus, many Top 40 stations were in the position of having to promote shows in order to establish not only a rapport with its listening audience, but to gain other benefits — exposure of deejays to the audience, an image of being an "in" music station, and the image of being identified with certain hit rock groups.

But, promoting live concerts (Continued on page 83)
JEFFERSON AIRPLANE

ODD BODKINS

Also available on RCA Stereo 8 Cartridge Tape.
Curb Revamps MGM; Transcon Takes Over Mfg., Distribution

By ELIOT TIEGEL

LOS ANGELES — MGM Records and its Robbins-Fiest-Mail Order company will be “contemporized,” reports Mike Curb, who has officially taken over as president of both companies.

The coupled with the fact that Transcontinental will manufacture and distribute MGM’s records, is being featured by Billboard in its Nov. 15 issue.

Curb, at 24, the youngest president in MGM’s history, has also been named president of the parent Metro-Goldwyn-Mayer Pictures. He has re-signed his presidency of Transcontinental Entertainment Corp. to make the move into the rec-mfg business a new and exciting chapter in his life. He is in negotiations to bring to MGM a new a&r director, to be announced shortly. Curb will trim MGM’s artist roster to around 30-35. He plans to sign new artists, as well as new names within the next several weeks. To administer the marketing of its product through distributors handling TRC lines like Capitol, etc., Curb will keep his current staff, and MGM will continue to press product at its company-owned factory in Bloomfield, N.J., with Curb also playing a major role in determining the new and old MGM product to its mass merchandising channel accounts rather than to independent distributor companies.

Replace Kas

Curb, a fine composer-producer and writer while president of the Robbins-Fiest-Mail Order company, which was sold two years ago to Transcontinental Investing Corp., for over $1 million, will function more on an administrative level than in the recording studio. He replaces Ron Kas, hired several months ago by the previous management. Curb plans to work on a golden collection of his LP series for release next February, featuring ma-tal by such names as Judy Garland, Herman’s Hermits, John Denver, Tim Hardin, Motions of In-vision, The Righteous Brothers, The Cowsills, and the Animals.

MGM will move its record company to its offices on the West Coast, but the location site has yet to be determined. Industry observers feel it might not be on MGM’s Cul-ver City studio lot.

Curb is presently in New York working on realizing company goals for all distribution, manufacturing, free goods, coutours, the reactivity of the new label, developing the artist roster, trimming down the company’s 700 employees by changing the face of the Nash- ville office, determining which employees will be kept by new management. There are 500 em-ployees in the record and publish- ing divisions.

Curb plans bringing in his own management team. Bud Fraser has been named presi-dent of Transcontinental Rec-ords, while Curb himself was named as executive vice president for TEC.) (Continued on page 98)

Smith Sets

U.S. Release of Charisma

NEW YORK — Tony Strat-ton-Smith arrived here from Britain last week to set American releases for product on Charisma Records, his new label. The first release, due this week, is a compilation of Rare Bird, a new British group.

Sailed for next year is a set by the Nazz, who are playing the Symphony of New York, with the Sanfona of London and the Royal Philharmonic. Nor-man J. Marchant with public rela-tions by Ren Gareatts Associates and talent booking by Asso-ciated Booking Corp. While in the U.K., they are setting the Nice, whom they manage.

For Late News

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Epic's Nine-Month Sales Exceed 68

NEW YORK — Epic Records gross sales for the first nine months of 1969 has topped its take for the first nine months of 1968. Mort Hoffman, vice president, Sales and Distribution, Epic and Custom Music, reported that Epic, which is continuing its marketing and promotion efforts on the development of new artists, is meeting its most consistent merchandising and pro-motional emphasis on existing talent and recent arrivals to the field, and better label and strengthening our currently strong artist content. Epic, in establishing a field organization, which currently is successful, is by no means complacent and is looking for-ward to a year with even more opportunities.

Artists contributing to Epic’s strongest year two to date include: J. Geils, Sly & the Family Stone, Bobby Vinton, the Jeff Beck Group, and the recently signed A-Aron, Tom Rush, Tava, Keith Barbour, Poco and Ka-la-Mouma. Scoring in the country field are Waylon Jennings and David Houston. Also racking up sales are the country fleet of Stan Hitchcock, Charlie Walker, Mac Currie and Cash.

Hitchcock is anticipating lots of action during the upcoming year from Catfish, Argent, and McGrath & Potter.

Janus Racks Up $500,000

NEW YORK — Janus Rec-ords raked up distributor or-ders totalling $500,000 in its first sales meetings in Los Angeles and New York, with its president, Marvin Schlachter. The first six albums released by the new label include product by the Flying Machine, Blonde on Blonde, Mike Cooper, Johnny Winter, Jefferson, and Canned Heat. In addition, the label is distributing a promotion film of Janis Joplin’s recent concert “Smile a Little Smile for Me,” their first release, which is one of the albums, to television stations.

Tec Sets Distrib Deal for American International

LOS ANGELES—Transcon-tinental Entertainment Corp. has signed an agreement with the New York-based RCA for newly formed American International Records. The parent picture is providing all world soundtracks for the new label over several weeks ago. In the same period, 30 soundtracks were distributed by Tower Rec-ords, the former Capitol sub-division, which has been ab-sorbed by the parent company. American will distrib-utes the albums, to television sta-tions.

RCA Unwraps LP, Stereo 8 Yule

NEW YORK — RCA Rec-ords has launched a year-end advertising and sales promotion campaign which covers a multimedia Christmas drive saturat-ing the major markets, and the largest Stereo 8 push ever.

This year’s Christmas program, which will highlight best selling RCA albums and Stereo 8 car-tridges tapes will have the theme, “This Christmas Let Your Gifts Be Heard.”

The marketing campaign will include full-page ads in placed in newspapers and on the C-B networks in major Christmas retail stores. Locally, RCA and Stereo 8 product will be prominently displayed and made ready to sell, in department store department, sporting goods, hobby, and other music and record stores throughout the national territory.

Also, RCA has scheduled an extensive radio advertising cam-paign to run up to Christmas.

Since radio advertising has shown a marked influence on record tape sales, we are placing heavy emphasis in this me-dium also,” said Bill Lucas, RCA manager of advertising and sales promotion. He added that radio spots, varying in length, have been supplied to distribu-tors for placement with appro-priate radio stations in their markets.

In addition to the advertis-ing, there will be the following point-of-sale materials: two-4 color window cards, two 16x20 cards, two 16x20 cards, 16 pieces of product, 4-color streamer in the shape of a Christmas tree to be distributed to Christmas Let Your Gifts Be Heard.”

The card will be distributed to Christmas Let Your Gifts Be Heard.”

Within the Stereo 8 cam-paign, RCA has included the following promotion given to RCA’s recent introduction of Beta 8 product Stereo 8 Booklets, 100 booklets, and Variety 8 cartridges. RCA’s stereo cassette will also retail for $3.50.

Point of sale accessories in-clude a two-piece display Mobile/mobile-wall-card rack and a Variety 8/VIctrola mobile as well as copies of 4-color ads which have appeared in trade publications.

The statistics were “stale,” the proper price differential for Colum-bia to challenge the commission to review the circumstances of the present market conditions.

The Solicitor General’s brief for the FTC, “that in the 1969 market, instances where such challenges to courts were en-tered for the purpose of enforcing prices, purposes, preventing en-forcement of that would otherwise deter the court from hearing the case.”

Columbia, “that the commission has now been ab-sorbed by the parent company, and that the distribution is not a business separate from Columbia’s anticompetitive practices in this case.”

Nevertheless, the Appeals Court held that part of the Columbia Club’s anticompetitive practices are subject to the commission’s jurisdiction.

In a plea for a writ of certio-rari, the Solicitor General is asking the Appeals Court to reverse the commission’s decision, the Solicitor General’s brief for the FTC, “that in the 1969 market, instances where such challenges to courts were en-tered for the purpose of enforcing prices, purposes, preventing en-forcement of that would otherwise deter the court from hearing the case.”

The FTC brief argues against including the Record Club of America in the Appeals Court decision. This club, which claims to have a club of over 700,000 members and $8 mil-lion in sales, was rejected as an intervenor in the commission’s proceedings by the commission, and the Appeals Court denied it as an intervenor, even though months before the July 1967 order was issued. Also, the brief says, Columbia “has not at any time during the commission’s complaint proceedings asked for the hearing record to be re-opened to enter new statis-tics. (Record Club of America) claimed the price differential en-joyed by the Columbia Club’s exclusive contract, unfairly forced it to pay high distributor prices for competing product.

Finally, the Solicitor General argues that markets are always in flux, and that the record company involved in complicated cases make it impossible for statistics to be stricttly correct. Most im-portantly, he adds, the FTC feels its present practice of re-considering results, and on the basis of its findings in this case—regardless of the presence of any of the possibilities at the current time—will allow it to consider cases as they come up to it. The commission’s rec-to the current state of competition might not be on MGM’s Cul-ver City studio lot.

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For Late News

See Page 98

CHICAGO — Although the shakedown period for multiple distribution continues, Mercury Record Corp. is convinced at this stage that it can create more hit product for the key dealers and mass user of pre-recorded music by not engaging into multiple distribution. "We intend to utilize the muscle of exclusive independent distributors in order to offer better service, create more hits and produce music that both dealers and retailers," said Lou Simon.

While pointing out that Mercury's philosophy is not so inflexible that it couldn't be revised at some point in time, Simon said, "The multiple distribution system is not sufficient, it can and should provide the same services as well as can the "adjustment distributors." He pointed out that with the exception of four markets where Mercury still maintains corporate Mercury dealers, Mercury's lines are handled on an exclusive basis by independent distributors.

Moreover, in virtually all markets whether a Mercury or independent distributors, Mercury maintains a full-time promotion staff for the artist which reports simultaneously to Mercury's artist and exploitation vice president, and to a respective independent distributor's executives. In all other means, Simon pointed out, that Mercury's four regional marketing groups and four regional promotion men are backed up with over 20 distributor corporate level employees.

The distributor level music that Mercury refers to is co-ordinated from the corporate level by regional marketing personnel: Jules Abramson (East), Frank Peters (Midwest), Tom Colly (South), and Peter Steinetz (West) and regional promotion personnel Ed Costar (East), Ed Redles (Midwest), Morris Mann (South) and Frank Lefile (West). These men have been personalizing their services to the needs of the key dealer and mass user, as Simon said, "At the distributor level our corporate offices will receive the utmost in primary promotion from our sales and promotion managers," Sippel said. "They are Mercury employees responsible.

Pocketdisc in New Sales Pattern Via

**Continued from page 1**

tainment distribution through vending machines, record stores and the kiosk, which it opened eight months ago. Hyman pointed out that, in his opinion, distribution through variety of outlets at the same time would help resolve the conflict in markets which now exist. He felt that these new outlets would help the mass user of pocket discs, which are being introduced in this market. Hyman said, "Not only will their promotions help the manufacturers but this will help the development of both labels and retailers." He further said that "We are looking for a perfect single to introduce artists and repertoire."

All Music and Record World gathered thus far in the Pocketdisc experiment, Hyman added, supposedly that "Pocketdisc is a supplementary rather than alternative outlet.

The Pocketdisc pattern, Hyman stated, will be supported by merchandising aids, including counter cards and point of sale material.

"In this type of store," Hyman concluded, "Pocketdisc will compete with an ice cream soda, a package of candy, a magazine, etc., for the spendable dollar of the young buyer."
Bobby Vinton has this thing with songs. They become hits.
One after another. Like an unwritten law.
His new album, GREATEST HITS OF LOVE, says it very plainly.
Greatest hits. Lots of them. And love.
What he sings about.
So, you might say this album has been together for a long time.
In This Issue

General News

Jazz Wave’ Disk Rights To Solid State

NEW YORK — Solid State Records has acquired the recording rights to a major label’s entire back catalog of rock, jazz and blues packages that were issued by Solid State Records from 1964 to 1968.

The portfolio will total 36 all-star musicians, including the 173-song classic albums of the Solid State Jazz Orchestra, along with Kenny Burrell, Jimmy McGriff, Freddie Hubbard, Jimmy Slade and others.

The library will include Rome, Milan, Frankfurt, Zurich, Paris, London, Manchester, Chicago as well as others.

Recording evolved from the total package that will be released by Solid State Lister will tour with the package in order to maintain recording activity.

He will be accompanied by attorney Howard Beldon of Beldon Associates and who negotiated the deal with Peter Lane, representing the label.

DAVIS TACKLES '70S CHALLENGE

NEW YORK — “The Challenge of the '70s” is the title of a book industry in the Seventies will be discussed by Clive J. Davis, president of Warner Bros. Records, General Manager, of Merco Enterprises, and Sam Goody of Sam Goody, Inc., on Tuesday (24) at 8 pm.

Al Berman, managing director of the Harry Fox Agency, and Sam Goody, founder of Goody Music, will be moderator. The special meeting begins with a buffet at the Loeb Meeroff Building.

The panel discussion will follow a Roseland business meeting at 6:30 pm.

Tiedens

Tiedens’ operations now cover many of the key markets, including British Columbia, Francisco, Dallas, Houston, Oklahoma City, Minneapolis, and others.

Tiedens started years ago as a pioneer record rack jobber and it was one of the key principal people in the early development of the industry. He developed the potential of tape and entered that field.

Tiedens currently operates cover both tape and records.

Pirate Radio

Continued from page 1

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Tiedens started years ago as a pioneer record rack jobber and it was one of the key principal people in the early development of the industry. He developed the potential of tape and entered that field.

Tiedens currently operates cover both tape and records.
Modesty prevents us from saying

we told you so.

However, some time ago, we did mention "On Broadway." We predicted that the Diana Ross & The Supremes and The Temptations TV Special would be a huge success. In case you thought we were biased, here's what the critics had to say:

"...a handsomely packaged hour of musical entertainment...and performing élan...a memorable excursion into Broadway melodies past and present...an exciting, pulsating visual and musical treat."

George Gent,
The New York Times

"...a joy to the...ear...full of warmth, animation, and twinkle...a roll call of song hits whose enduring charms were enhanced with the special styling and musical insights of Miss Ross and her supremely listenable Supremes and five terrific Temptations...class entertainment...a heavy show."

William Tusher,
Hollywood Reporter

"...60 minutes of Broadway with a beat."

Aleene MacMinn,
Los Angeles Times

Now you don't have to take our word for it. The Original TV Soundtrack is live and selling well in a deluxe full-color package.

"The Sound of Young America"
WASHINGTON — For the third consecutive year, the Peace Parade and mobilization here, the Capital looked and sounded like a city-wide production of "Hair." Hand and handbags, blue jeans and peace symbols, the music—of, by and for the young, brimmed throughout the vast crowd of more than 100,000, pilled, after the great march at the Monument rally.

The most successful aspect of the peace gathering was not so much the people who came—the estimates running to half a million—or the picturesque youth of it, but the way it gave voice, in today's music. Rally speakers, including Santi, McCarthey, McGovern and Goodell, Dr. Spock and Mrs. Martin Luther King, were politely listened to and applauded. But contrary to all Capital precedent, and in contrast to all previous rallies, the music did not bow out for the speakers to gather the attention. The speakers gave over to the music, and what it had to say.

Peter Seger, Arlo Guthrie and the "Hair" contingent from New York, Chicago and Los Angeles, launched the singing that went on in the cold sunlight afternoon, over and over, after the death march up the whole afternoon, sang right along with them. This was what they had to say.

Up on the big stage platform, and speaking at the microphone, were the record stars, and film stars, all singing. Everybody sang. Danced At the Grill. Peter, Paul & Mary, Earl Scruggs, Leonard Bernstein, Tom Paxton, Richie Havens, Mitchell Miller, John Denver, John Hartford, Dick Gregory, and others.

Seger's Songs
Peter Seeger's songs urged "Give Peace a Chance," and everyone responded with his cry to bring the boys back home. Arlo Guthrie wasted no time "naming names" (so called) but sang their favorites. The "Hair" singers rocked the Capitol with "Wealth of the Ages of Aquarius," and "Let the Sunshine In," and the climactic twenty minutes, in great waves of sound, battle hymn of a generation, which the public wants to have done with the terrible swift sword of their elders.

The sound of this largest rally in the country's history, and the good will of it, echoed back into the city, to the thousands unable to squeeze onto the Monument grounds, and washed up to the nearby silent White House, cordoned off, ringed round with police, with black and weapons.

What about coverage? The media had no ear for the music. A minimum of network coverage was given to give the home viewers a few moments view of the peaceful rally, but a turn over to commentators. (The daytime TV networks covered the internal state of usual malus, the "Flintstones," "I Love Lucy," "Superman") TV networked the whole right-wing march down the Mall and only then did the national coverage mass at the Monument, the inevitable oddities, and later than usual.

The National Guard was called out from the outbreak at Justice Department by divergent Weathermen. But the networks omitted the soul of the rally—which was its music.

Radio coverage was spoty and too talky, but at least it carried. The stars and leaders were pressed by the sheer monumental size of events, so that they traveled, and the good feeling of the peace march, in spite of the more than 500 arrests, was pouring out, and Saturday's freezing chill.

A few reporters realized that the vast crowds of young came with the purpose of expressing their feelings toward their world in quiet but determined massing. The few reporters who got the story, were the ones who expressed their own intensely concerned generation, talked to the young people to be heard, its hopes and demands for peace, and the right of each to live his life.

Jamal Sets Up
Disk Distribrs
NEW YORK—Ahmad Jamal Production Corp. has established a new record label, to handle product of its three rec

Tupelo, Miss., Starts
A Production Complex
BY JAMES D. KINGSLEY
TUPelo, Miss.—The fast-growing city of Tupelo, Mississippi, and the Mid-South has reached 100 miles south of Memphis where Triangle Sound, Inc., is located at Tupelo, Miss. "Memphis is our Capital and we hope to cut our costs," said Larry Eades, co-owner of the Tupelo businessman Gus Ballard, a former city alderman.

The right hand Green Room, a South Green Street is equipped with four-track recording studio and has reached 100 miles south of Memphis where Triangle Sound, Inc., is located at Tupelo, Miss. "Memphis is our Capital and we hope to cut our costs," said Larry Eades, co-owner of the Tupelo businessman Gus Ballard, a former city alderman.

Producers in addition to the TGP Productions pem, LeBron B. Smith, and Gene Simmons, who record the hit single "Haunted House," for GRT Record Co., Gene Simmons now records for American Group Production (AGP)

Roosevelt Grill Reopens
NEW YORK — The Roosevelt Grill, closed for three years, reopens Tuesday (25) with a promotion weekend, "roast Jazz Band, co-led by Yank Lawson and Joe Venutti. You can do this in New York," he said.

The WGBJ is currently recording the album, "Tupelo Light's Project 3 label. This will include original material by the group, "Johnny Mercer," "Hospy Carmichael," and "Gene Simmons, who record the hit single "Haunted House," for GRT Record Co., Gene Simmons now records for American Group Production (AGP)

Purcell, Righter
Taling Up "LP's"
BY W. R. WINSTON
NEW YORK — Promoting the forthcoming album, "The Astromusical House," producer James Purcell and astrologist Carroll Righter have conducted a total of 31 new, newspaper and magazine interviews, appeared on 26 television shows, and guested on 43 radio talk shows.

D.C. Rallies, Music Acts in
3-Day Moratorium Drive
BY MILDRED HALL
WASHINGTON — More than 100,000 people filled the streets yesterday in their three-day moratorium drive to protest the War and their government's involvement.

Three thousand people entered the District of Columbia yesterday to demonstrate against the war in Vietnam. The demonstration was sponsored by the Washington Peace Council and the National Peace Mobilization Committee. The marchers, who marched from the Capitol to the White House, chanted "We're Marching for Peace," "We're Marching for Freedom," and "We're Marching for Justice." They carried signs reading "End the War," "Peace Now," and "No More Deaths.""The label is Video -...
SUNDAY MORNING 3:02

Oliver
CREWE NO. 337

PERSONAL MANAGEMENT: bill cash
bookings: CMA

CREWE RECORDS / 1841 BROADWAY, NEW YORK, N.Y. 10023
Brought headaches, too. For one thing, they don’t pay you anything into the show, and for another they don’t take up any money into the show nor does it take any out.

Various colleges in the Minneapolis area buy time for the shows, they do. They do about three shows a month and KDBW is a prime exposure for most of them because of the vast number of college students and young adults who listen to Tom.

Art Simmers believes that, in any case, it would be difficult to compete with colleges for talent. "They book good acts, the very best. And it’s money in advance for the artists. The acts can not turn it down, there’s no burden on them either, it’s good business for them.

WTRY Stays Away

With more than six colleges in the area, WTRY stays busy and the personalities can stay busy as well. "So, maybe we’re busier than ever," said WTRY. "But it’s still a healthy situation on the market, largely because of the identification with the shows.

One benefit of helping out in shows like these, Simmers says, is that the station is able to keep close tabs on what the young adult likes for music: the market is by nature, a deejay’s market.

The day time is true in most college markets and if local stations are not keying on the college promotions, they ought to look to the situation.

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The day time is true in most college markets and if local stations are not keying on the college promotions, they ought to look to the situation.
Somewhere between black and white, hot and cold, happiness and sorrow, lies a place where the human experience need not be antagonized by prejudice or ignorance. For the time of year symbolized by peace we would like to bring you music—a record which reflects only the joy of the season.

Christmas Morning
BLUE THUMB RECORDS, INC.
Tape CARtridge

Battle Of Giants Seen In Video Tape

by: Larry Finley

As tape moves confidently into the explosive '70s, one particular trend manifests itself more clearly than the others. That is the growing tendency by both duplicators and recording companies with tape product to move into specialized areas of pre-recorded product.

Outside of the regular line of pop catalogues, an increasing number of classical, educational, country and gospel products are making an appearance and finding a readily available consumer market; both in this country and overseas.

This trend will undoubtedly develop its full potential in the 1970's as most of the specializing companies plan to expand their lines to cope with increasing consumer demand.

North American Leisure, one of the first corporations to recognize the need for, and the potential of, specialized product, is also moving forward with its own special lines such as the Jazz Twinkap, the popular '8 on 8' Twinkap, and the exclusive TENNESSEE SOUND series which features 20 top Country selections by leading artists in that field.

But what will definitely be NAL's biggest specialized production of the '70s is its educational audio visual line—a packaged product of slides or film strips and accompanying narrative cassette or disk.

Designed for use in schools, homes and training centers, NAL plans on releasing the first in this new series in the very near future.

If, as a dealer or distributor, you would like more information on this product and NAL's other fast selling specialized lines, contact NORTH AMERICAN LEISURE CORP., 1776 Broadway, New York, New York 10019, or call (212) 265-3430 collect.

**U.S. Racks Up 82% of Japan's Player Action**

TOKYO — The United States accounts for 82 percent of the hardware being produced here, according to statistics accumulated by the Japan Export Tape Recorder Association.

This percentage figure is based on the current model of Japan's 4-track, 8-track, cassette and other tape saleable machines. In fact, only Canada with 7.1 percent of the imports, shares a busier market with Puerto Rico, Norway, Sweden-Hong Kong, North Africa, Panama and the Swiss-Germany in that order.

Early capstan-styled players, which are fast falling out of favor here, are being replaced with more sophisticated and expensive motor-driven units, with the United States accounting for 66.1 percent of the non-portable machines.

The Ministry of Finance report on all tape equipment sales during the first nine months of 1968 reveals that 12,287,878 units were shipped, a 60 percent increase over the same period in 1967.

According to current trends, the tape equipment exported by Japan in 1969 will exceed $750 million and should easily pass the $775 million in 1968. Taiwan, incidentally, is also becoming a strong competing force for manufacturing more simpler units and parts for Japanese manufacturers to cost-cut the efforts on more expensive and sophisticated equipment.

**Sony Joins Videotape Race: Color Unit for '70 Release**

by RADCALF JOE

NEW YORK — The Sony Corp. Tuesday (Nov. 18) unveiled an experimental model of its new cassette-type color video-player at a press demonstration held at the Pierre Hotel.

The unit, a major improvement on the company's bulkier magazine-type model demonstrated in April this year, is a compact gadget which works with a cassette-type video tape slightly larger than an 8-track CARtridge.

The player expected to be available on the Japanese market in the late summer or early fall of 1970, and on the American market the following year, will retail for about $350. It is designed to play through any standard color, or black and white television set.

The cassette, called Video-cassette, operates on Sony magnetic videotape and contains 90 minutes of programming. It is constructed on the concept of the audio cassette and can be operated with the same ease. Akio Morita, executive vice president and cofounder of the Sony Corp., disclosed that his company had worked on the development of the cassette in an effort to meet worldwide standards. It is expected that both companies will continue to pool their technological knowledge, and who will work with other consuming countries in the Japanese prototype, such as Grundy of Germany, to achieve this goal.

An important feature of the Sony videotape player unit, is that it is one of the smallest systems, being only one-eighth the size of the average player. It will be used for schools, hospitals, industry and education, as well as the home. RCA, which is the only other company in Japan producing television programs, will also use color, and Sony's unit will be used in conjunction with it.

Although the two systems—SelectaVision and Faraday—are totally incompatible, there is little question that the two play-only systems will be in direct competition with each other. RCA plans to release its color unit for 1970. CBS says both.

The Columbia system, a video recordable player, initially will be used for schools, hospitals, industry and education, etc., and will be available in July. A color version—at $800—for non-school purposes for 1971.

CBS claims it is three years ahead of its rival with a unit with color capability. RCA scoffs at this, saying that its video cartridge system for color television sets was a development second only to the development of color TV itself.

**Faraday Acquires Ortronics; Sets New Banner for Line**

by BRUCE WEBER

TECUVERSEH, Mich. — Faraday Inc., (OTC) has acquired Ortronics, a manufacturer of 8-track home and auto stereo equipment, effective Dec. 2.

Ortronics will become a division of Faraday, and will shift its Toledo, Ohio, plant, management personnel and facilities to Faraday's Tecumseh, Mich., headquarters.

Faraday, manufacturer of audio-visual products, is also a major player in the home and auto-stereo field, and will continue to market the Ortronics name to Faraday and merge production facilities in the first quarter of 1970.

Ortronics will continue to produce 8-track equipment and tape cartridges and distribute the Faraday banner. Frank M. Flack, Faraday chairman, and Fred J. Kluin, Faraday president, plan to enhance Ortronics' efforts in 8-track equipment and become more involved in cassette production.

During the fiscal year ended Dec. 31, 1968, Ortronics' tape players and accessories, which consisted almost entirely of auto units since its home tape player was not introduced until December, accounted for approximately 33 percent of its total sales.

Of the tape player sales, approximately 54 percent were made to dealers and 46 percent to private brand contract due to expire in August, 1970. Ortronics is confident that it will succeed in presidential elections as a result of the pressure on the government to increase expenditures on defense and to purchase more efficiently.

The following is a line-up of products:

(1) Product line is too narrow. This line-up is expected to include only home recorders and portable players.

(2) Faraday should include cassette players in its line.

(3) Price competition afforded by tape players partially or wholly produced in Japan. Ortronics is believed to be the only major Japanese manufacturer whose products are not wholly or partially produced in Japan.

(4) Lack of funds for product research and development.

(5) Lack of funds for advertisement and promotion.

(Continued on page 18)
The Original Hit!

“Compared To What”

LES McCANN & EDDIE HARRIS

Produced by Nesuhi Ertegun & Joel Dorn

#2694

From The
Best-Selling Album
“SWISS MOVEMENT”
LES McCANN &
EDDIE HARRIS

Atlantic SD 1537/TP 1537
ON RECORDS &
8 TRACK CARTRIDGES
SAN FRANCISCO—Despite complaints that product is too slow in getting on their shelves, tape dealers here are reporting a 50-60 percent increase in sales of both cassette music and hardware skyrocket.

"The percentage of cassette sales is rising all the time," says Bernie Cohen, tape sales manager for Music West, one of the largest distributors in the area.

"Cassettes have been fantastic," according to Fred Seeger, Northern California sales manager for Ampex. "It's an exploding industry."

"Cassettes are doing exceptionally well," says Ted Ponseti, spokesman for Fantasy Records in Oakland. Fantasy does $150,000 monthly in tapes—twice the amount of six months ago—of which 25 percent is cassettes. "They have no way to go but up," Ponseti continues.

Fantasy carries 12 cassette titles, of which three are Creedence Clearwater Revival. Cassette in October, for the first time, surpassed 4-track sales, Ponseti says. He believes cassettes are "making inroads," because they are so portable and because of the new auto players.

Seeger says that with 19 models in Ampex's cassette line (up from eight last year), equipment dollars are up 50-60 percent over 1968, with the big increase in cassette. Next year we intend to triple our involvement," he continues.

"Electronic stores, which last year were apprehensive and cynical about cassettes," Seeger believes, "are now stockton them, as are large department stores like The Emporium and Macy's. Now we're tapping the mass market."

Cohen cites lack of product as a factor slowing cassette sales. "Tama and Goody aren't available. Ampex is far behind in delivery and RCA is having problems"—sentiments echoed by other dealers in the area.

Yet, Cohen says, "cassette's percentage is rising all the time." From 6.1 percent of Music West's total business in August, cassette sales in October accounted for 7.5 percent of the total. "If the supply were better, it would be higher," Cohen suggests that with so many stores now getting into cassettes, that those inventories are a factor in slowing down availability of product.

Mike Leiter at Tape Deck, GRT's experimental store in Los Altos, says 35 percent of Tape Deck's business is now in cassettes, up from 25 percent six months ago. Hardware sales, too, are improving, he says, because in the last three months Craig, Sony and Ampex models have been added to Tape Deck's cassette player line.

At Duo Records in Oakland, owner George Kassal says "cassettes are picking up real strong. Right now, for every three 8-track sold, we sell one cassette. But by the end of next year we expect it to be one for one." Tapes account for 20 percent of Duo's overall volume. Kassal says, and cassettes have only been in stock for six weeks, with 200 titles available. Kassal complained of ordering RCA's full line of cassette titles, but getting "only half the order since new titles are coming through okay."

White Front Stores, perhaps the biggest tape outlet in the area, however, has not experienced any "terribly dramatic" increases, says Nick Beaver, regional merchandising manager for the chain. He anticipates major growth around Christmas.

Tower Records in San Francisco, too, has not experienced a big jump in sales. "Cassettes aren't really picked up yet," says Lou Rhode, of Tower's tape department, "but we expect improvement." A third of Tower's tape sales are cassettes, he says.

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Lionel Murray Joins Pye in Budget Field

LONDON — King Stereo, the 4-track cartridge company controlled by the Lionel Murray group, joined Pye in the cut-price tape market this week with two of its own productions. Titled "When Johnny Comes Marching Home" and "Music to Drive By," both cartridges feature the studio group, the Pete Winwood King Size Brass and retail at $4.80.

More releases from the group will follow shortly and be marketed in conjunction with Pye's Marble Arch series priced at $4.48.

King believes home-produced material is one of the most effective methods for bringing down the present high price of cartridge product. Martin Yale, a director of the company, said: "If cartridges are going to get off the ground at all in this country, the price must be reasonable. And one of the ways of bringing costs down is to start recording your own material." He continued: "We shall aim for middle-of-the-road light music and not necessarily aimed at teenagers, and eventually building up a catalog." Distribution will be handled through King's existing outlets which comprise main gas stations.

Yale is also seeking an agreement with the Muntz Stereo-Pak group for duplication of the company's product in this country. King already has UK distribution for selected items from the Muntz 100,000-title catalogue.

1. The Producers.
There are three: Erik Jacobsen, Zal Yanovsky, and Jerry Yester. Which is like The Lovin' Spoonful revisited.

2. The Product.
Pictured is their new album (RS 6369), it's on tape, too. Around Reprise they're calling this the most exciting new act since Jethro Tull about a year ago.

3. The Single.
It's called "One Way or the Other," and its number is Reprise 0884.

4. The Management.
He's Bob Cavallo, and he's damn good.
With clients like the Fifth and John Sebastian, Bob knows how to do it.

These folk will be treated to the same goodness that got Variety to say this about the Fifth Avenue Band's L. A. debut: "Sextet...got a resounding reception. Opening night led to pleas for more, more and more."

See RCA Into U.K. Taping

LONDON — The possibility of RCA's starting a UK tape duplicating operation is being discussed by the company. At present most of RCA's 8-track stereo product is imported from the company's plant in Rome, although a small amount is duplicated in the country by Tempo.

If the operation is set up duplicating facilities will be installed at the company's Washington County Durham, pressing plant which is due to open shortly. And one of the first effects would be a "fairly substantial" reduction in the price of RCA cartridge product.

Said Alan Ball, the company's market planning and development manager this week, "If we can get our cartridge sales up to what we think we can next year, then we shall..." (Continued on page 18)

Ray group, joined Pye controlled by the Lionel Murray, Joins Pye in Budget Field

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Sony Joins Videotape Race; Color Unit for ’70 Release

Sony has also planned to make the Videocassette a success with the consumer. Although Maruta did not disclose the actual cost of erasing one tape, he assured that it would be minimal.

The audio on the Videocassette is geared to the general consumer market, Maruta explained, that a great deal of merchandising effort will be aimed at people in remote areas where regular television programming has not yet penetrated.

Programmers will be structured to meet a wide variety of tastes, but the emphasis will be on informative and educational material. In the case of consumers recording their own material, Maruta said that Sony processing centers will be set up around the world for the purpose of developing the film. He assured that the cost of this service will be modest.

The Videocassette measures 8 by 5 inches, is 1% inch thick and weighs one pound. It can be stopped at any point during a program, removed without rewinding, and replaced with another cassette.

Maruta has assured his company is working on developing a Videocassette library with a wide variety of programs to be available by the time the unit is released on the commercial market. He said that Sony intends to make its facilities available to motion picture and television companies, as well as music recording firms, publishers, educational institutions and sport promoters, so that their program could be transferred to Videocassette.

At least one movie company, Toho Ltd., of Japan, has agreed to make its films available to the Videocassette library.

Although the Sony videoplayer is geared to the general consumer market, Maruta explained that a great deal of merchandising effort will be aimed at people in remote areas where regular television programming has not yet penetrated.

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Sony is the fourth major television company in the past five months to offer a cartridge-type videoplayer for home entertainment purposes. Others include the CBS Corp., RCA, and Panasonic. Among those other companies reported to have low-cost videocassette players interested are AVCO, Zenith, and Ampex.

WB's Cassettes Under Label's Own Control

LOS ANGELES — Warner Bros. takes over sales and marketing of its cassette product Jan. 1, and will offer distributors "immediate delivery" of 740 catalog titles.

WB has been gearing up to handle marketing and sales, so that it could claim immediate cassette duplication and now shifts that responsibility to Columbia which duplicates its albums and 8-track tapes.

WB acknowledges that the manufacturing and delivery cycle has been a serious problem in tape. To counteract this, the company plans to guarantee delivery to any dealer anywhere almost immediately upon receiving his order.

In addition to the 240 catalog titles, WB plans a special release of 18 new cassette tapes in its January release.

All details of the new cassette marketing program will be expanded at the label's winter distributors' meeting scheduled for the first week in January. At that time home office executives will fan out around the country— as they have done in previous years— to meet with each of WB's independent distributors. Executives scheduled to conduct these meetings include Joel Friedman, marketing vice president; Dick Sherman, national sales manager; Mo Ostin, Reprise general manager; Joe Smith, WB Records general manager; Stan Corney, creative services director; Don Schmitz, assistant to Ostin and Clyde Bakkemo, assistant to Smith.

With taking control of its own cassette sales, WB now controls two of the leading cartridge companies. The company will gradually expand its tape operations to handle the full responsibility of cassettes as well as 8-track.
MEET ARGENT, SON OF ZOMBIE.

Remember "Tell Her No" and "She's Not There"? Two very big hits by the Zombies. And then they disappeared for a while and everybody thought they'd had it. Until not too long ago when they re-emerged with "Time of the Season," a two-million selling single that proved the Zombies were still very much alive musically. Now again it's been a long time since we've heard from them and the rumors are starting again: "Have the Zombies permanently gone under?" "Is it true that the only good Zombie is a dead Zombie?" Well, sorry to say, they have—although not entirely. Rod Argent, former chief Zombie, has put together a new group, ARGENT. And Chris White (another "dead" Zombie) has co-produced the group's first album with Rod. The album displays Rod's known talents as a singer, songwriter and keyboardist supreme.

Les Zombies sont morts. Vive L'ARGENT!

Argent
including:
Liar / Schoolgirl
Like Honey / Freefall / Stepping Stone

BN 26535
Faraday Gets Company; Sets Banner for Line

- Continued from page 12

ment known as the "loopette" player.

The "loopette" is a minia-
ture continuous loop tape car-
tridge system which is designed to
compete with the 45 rpm record in that it will play music from 3 to 12 minutes, and will permit rapid recording and re-
lease of tapes for the teen-age
market.

The "loopette" cartridge will be play-
able in a new type tape player pro-
bounced to be offered by Ortronics by a Japanese manu-
facturer and, by means of a simple adaptor, can be played in
existing cassette players. The
device is in the pre-prototype
stage.

In tape, sales of cartridges and
revenues from tape royal-
ities amounted to approximately
29 percent of Ortronics' total
sales in 1968. (Ortronics esti-
mates it ranked fourth among
the U.S. producers of endless
loop tape cartridges in 1968.)

Sales of cartridges and tape to
Ortronics' five largest car-
tridge and tape customers ac-
counted for approximately 86
percent of all cartridge and tape
sales and to the largest single
customer, GRT Corp.,
accounted for approximately 80
percent of such sales.

Ortronics has been informed
by GRT that it (GRT) is in the
process of establishing its own
cartridge production facilities,
but that even after it is in pro-
duction it will continue to pur-
chase cartridges from Ortron-
ics at a slightly lower volume
than in prior years.

Ortronics does not manu-
facture or process magnetic
tape to any appreciable extent,
but it holds a patent on a pro-
cess for fabrication of tape
used in endless loop cartridges
which produces a material
amount of royalty income.

LOS ANGELES - Steadily
surging sales of tape product
will not affect the album mar-
tet. The company is not planning
for openers. The marriage of
cartridge units and record pro-
ducers is the "lifeblood" of the
record industry.

Bennett feels the company will be very
careful creatively. "Today we have to operate and be
very careful creatively," he says, "personality"
applicable. If an album has, Bennett
believes. By "personality" he
means the LP can be touched,
examined and read from cover
to cover. Therefore, the
producer-first hand learns what's
all about.

There is also something
about the pride a younger has
in being the first to have an album.

Tape is merely a duplication
of an album because companies
cannot go out and spend large
sums to create special product
for the cartridge market. Not
yet.

This cautious approach is
based upon Bennett's atti-
tude that record companies have to
be very careful creatively. "To-
day we have to operate and be
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the "entrepreneur" as Bennett
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turers. The emphasis is on not seeing how to spend to
make hits, but to fi-
ancially watch yourself in the creation's
radius.

The independent record pro-
ducer is the "lifeblood" of the
industries, and it is through the company
that folders are created.

While Liberty/UA has not
gone into creating newly
recorded material for the car-
tridge mode, the company has
been aggressive in repackaging music
tape into a number of mood classes.

(Continued on page 98)

Craig Tools Up for '70
With Electronics, Tape Spread

LOS ANGELES—Are you
wondering what Craig Corp.,
8-track and cassette manufac-
turer, might have in store for
next year?

Are you wondering what
adjacent products Craig will
supplement its hardware line in?

For a hint, Lauren Davies,
Craig general sales manager,
feels the company will be very
bully in 1970—to the tune of
about a 30 percent sales in-
crease.

That's for openers.

Davies sees Craig building its
image as a "full line electronics
manufacturer" next year and
"stabilizing its line of 8-track
and cassette equipment.

The company is not planning
to introduce "truckloads of new
products" in 1970, Davies
sees, but it plans to build and sta-
bilize its existing lines.

Craig will offer two new 8-
track units with innovation anti-
thief devices at the Chicago
Hobbies Show in January,

and plans introducing sev-
eral new 8-track and cassette
units at the New York
Consumer Electronics Show in June.

While Davies feels the com-
pany is on the go, Craig will
concentrate on making a
deeper penetration in the cas-
sette home market, broadening
its auto cassette line and en-
hancing its existing equipment.

Next year, and for years
thereafter, cassettes will find
new vistas in both home and
auto markets. He doesn't see the
demise of the home audio units
he sees an 8-track sales dip. "On
the contrary," feels Davies,
"we're adding to our 8-track
inventory.

Davies will open a new mar-
ket for cassette hardware, as
will an automatic reversible
cassette, both on the horizon in

Without question there is a
large potential for auto audio
units at the factory level. We try
planning to move in that di-
rection when existing contracts
with the current unit are ex-
pired," he says.

Craig has one auto cassette
unit available (model 3501), a
stereo playback, but will broaden
its auto line in the months ahead.

Also giving cassette equip-
ment a new lift will be combin-
ation units. "The marriage of
"personality" which an album has, Bennett
believes. By "personality" he
means the LP can be touched,
examined and read from cover
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(Continued on page 98)

Certron Maps Broader
Trade, Consumer Push

LOS ANGELES — Certron,
blank tape manufacturer and
duplicator, is broadening its
marketing-merchandising con-
cept in both consumer and trade
areas.

Jack Doyle, Certron market-
ning director, plans to strengthen
the company's "impulse" sales lines, like
the Vivid Sound line
vividating concepts for blank tape,
duplicating and plastics.

By broadening Certron's mar-
ket in low-cost cassette play-
back units, Craig will take the
high-growth area and concentrate
on the bulk of its line in the $30-
$40 range, leaving alone
$30 equipment to other manu-
facturers.

"Young buyers today are too
sophisticated to purchase cheap
equipment," he says. "They
want stereo sound, good equip-
ment, combination units and better
quality."

To support its marketing ef-
corns in 1970, Craig has
collected an extensive dealer sup-
ders for its Vivid Sound line.

Advertising and sales promo-
editions will increase next year for both radio and
TV. Expenditures in the last two months, however, will
be a third of Craig's 1968 budget. It represents an
overall 10 percent increase this year.

But Davies means, though,
that Craig is on the go.

U.K. Taping

- Continued from page 15

definitely start duplicating in
this country. We aim to be in
with the cassette cartridg-
producer at the time when it
comes, but to get the volume of sales, we must
get our prices down."

RCA cartridge distribution is
bundled in the UK by Ampex, Musitapes, and the company's
own van sales force.

President's Plane
Has Capitol Tape

LOS ANGELES — Air Force
One, the Obviously designate, has
received over 50 hours of taped music from Capitol. Capitol
initially provided 24-hours of
taped music to United Controls, the company which manufac-
tures in-flight sound equipment. This was later augmented with an
additional 14 hours, including
four of Christmas music. Selections were made all by
Ernie Dominy, a specialis
markets producer.

Capitol has also given Air
Force Two the same music pro-
gramming.
Atlantic Records
In Association With
Bill Graham & David Rubinson
Proudly Presents
The First Album Release On
San Francisco Records.
"COLD BLOOD"

SD/TP 200
On Records and 8 Track Cartridges

Atlantic Records
A Division of FILLMORE CORPORATION San Francisco

Recorded At Pacific Recording Studios, San Mateo
The Catero Sound Company, San Francisco.
A bunch of us were sitting around our coffee table, feet up and philosophizing. About how excitement comes and goes in our business. About how, if this were Petula's first album or single, how we'd be feverish. And about how refreshing it is to hear it from a girl who knows how to sing.

We thought, too, you might like to get yourself refreshed. Just Pet, our just out Warners album and tape, has in it not only her latest single hit, No One Better Than You.
Alpine Cellar
Steins, Schnitzel & Sing-Alongs
The Alpine Cellar, New York's number one fun spot! Seven hours of laughter, entertainment, Monday thru Saturday, just east of Broadway at 34th St., N.Y.C.

MAEDCHEN IN UNIFORM. Slap dances, polkas for dancing, Lederhosen. Schnitzelbank. Waltzes and

Best Selling Tape Cartridges

8-TRACK

<table>
<thead>
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<th>This Week</th>
<th>Last Week</th>
<th>Title—Artist, Label</th>
<th>Weeks on Chart</th>
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<td>2</td>
<td>ABBEY ROAD</td>
<td>Beats, Apple</td>
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<td>1</td>
<td>BLOOD, SWEAT &amp; TEARS</td>
<td>Chicago</td>
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<td>4</td>
<td>GREEN RIVER</td>
<td>Creedence Clearwater Revival, Fantasy</td>
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<td>5</td>
<td>BLIND FAITH</td>
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<tr>
<td>5</td>
<td>3</td>
<td>JOHNNY CASH AT SAN QUENTIN</td>
<td>Columbia</td>
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<tr>
<td>6</td>
<td>6</td>
<td>THIS IS TOM JONES</td>
<td>Columbia</td>
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<td>9</td>
<td>BEST OF THE CREAM</td>
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<td>8</td>
<td>CROSBY, STILL &amp; NASH</td>
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<td>12</td>
<td>BLIND FAITH</td>
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<td>10</td>
<td>7</td>
<td>BAYOU COUNTRY</td>
<td>Creedence Clearwater Revival, Fantasy</td>
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<td>10</td>
<td>LED ZEPPELIN II</td>
<td>Atlantic</td>
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<td>15</td>
<td>TOUCH OF GOLD</td>
<td>Johnny Rivers, Liberty</td>
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<td>ABBEY ROAD</td>
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<td>THROUGH THE PAST DARKLY (Big Hits, Vol. I)</td>
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Deluxe Attache Type Cassette Carrying Case

Brand New!
A Must for Every Tape Owner!

- Alligator Leather covered wood construction.
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Compact Cassette

Audio Magnetic Compact Cassettes have 17 components, each made with jewel like precision to match the U.S. Philips Corp. specs. Each Cassette is "Certified-Tested" to be perfect, non-jamming and trouble-free and given an unconditional lifetime guarantee.

Audio Magnetics Corporation
14600 South Broadway - P.O. Box 140
Gardena, Calif. 90247 (213) 321-6841

November 29, 1969, Billboard
Winter Weaves Spell at Fillmore

NEW YORK—In the best test yet of rock’s Pavlovian powers, Johnny Winter, the hottest talent in the new music, played a willing audience into complete submission when he unleashed his mind-monopolizing blues show at Fillmore East on Nov. 15. Dylan, Jethro Tull, Eddy Clearwater, and Bob Dylan all got rounded out another potent Fillmore bill, a rocking apparition in platinum hair, Winter toed, fanged and fused around stage, raggedly strumming the guitar strings through his fingers in great, greasy grabs and runs. Woven into the thumping electric fabric of his guitar blues was his singing, more of a sound than a voice, suggesting the lyric via a garbled, primitive complaint from his gut. But when Winter plays, he takes over, becomes the guitar and his voice becomes part of the magnificent whole. His guitar playing beautifies everything.

Sandpipers Come in Soft And Clear at Rainbow Grill

NEW YORK—Though rainbows have given way to air pollution, and clear days and seeing forever are only Broad- way optimism, romantics can still see the soft pop harmonies Nov. 17. Supported by a combo and lone femme soprano, the trio offered more of the clear, precision arrangements that marked their act some few years ago. For their boys who still key their vocals to pure Gre- gorian harmonies and inspira- tional readings, the Sandpipers add the artificial echo of am- plifiers to revitalize the Beatles’ “Ma- cArthur Park.” Their knack for purifying lyrics, whether in It’s Only Love” and “The Modern Al- chemist,” their best numbers, are featured on their A&M al- bum, “Arends Rings Out.”

Bibb Takes Maisonette Crowd On Trip Down Memory Lane

NEW YORK—Leon Bibb’s page was the Maitneseen Room of the St. Regis Hotel Nov. 13 was like a quiet stroll down memory lane. Like a per- son, or a lover, Bibb took his near-capacity audience by an invisible hand back to the pre-war era of pro- hibition and early blues, swing bands, and speakeasies, easy and the Al’Capone boys.

The audience loved it! It was, to them, unique, gimmicky and professionally packaged. Even the younger set, unfamiliar with tunes like Louis Jordan’s old standard, “Susan.” Because I Love Her,” from “Follow the Boys,” and Billie Holiday’s, “God Bless the Child” found that they could relate to the swinging, easy, euphoria-producing...

RACLIFFE JOE

Paramount’s Amber Gris Sparks at Electric Circus

NEW YORK—Amber Gris, a new nine-man band, had an encouraging opening set at the Electric Circus on Nov. 18. The unit, which is signed to Para- mount Records, is together and has a steady danceable beat. Walking” on the Water” was the strong opener. Here, even harmonies were well handled. Jerry Maevlen was in good voice on vocal, “Too Hard to Handle” was a good blues rock number. “Chocolate Pudd- ing,” “Forget It,” and “Home Grown” were among the other rockers.

Amber Gris showed a solid brass section in trumpeters Harry Mancini and Chuck Camer- li, and trombonists Louise Kahn and Glen Miller. Billy Shay impressed on guitar, while Larry Harlow was in top form on piano and organ. If the im- portance of the group’s beat gave drummer Bill Fields and bass guitarist Jerry Weiss heavy assignments along with Harlow and all came through ex- cellently. It looks like Para- mount really has something in this unit as soon as the com- pany decides which label to put them on.

FRED KIRBY

AL BENNETT, left, Liberty/UA president, maps out new release projects with Liberty’s recently acquired singer Henry Sied.
After the Great Capitol Pumpkin, What?

The Great Capitol Pumpkin Pie!

So Have a Happy Thanksgiving

(You'll Be Hearing From Us)
From The Music Capitals of the World

DOMESTIC

NEW YORK

Warner Bros.' Everly Brothers, Turley Richards of the same label, and Danny Kalb's Blues Project II play at Fillmore Forum, Dec. 30. Laura Lane plays her first New York club engagement at Dangerfield's from Monday (24) through Sunday (30).

Atco's New York Rock & Roll Ensemble perform with the New York Chamber Soloists at the Shakespeare Festival Theater in Stratford, Conn. on Saturday (6). The ensemble gives a Carnegie Hall concert presented by Sid Bernstein on Dec. 28. MGM's Julie Budd tapes a "Mike Douglas Show," Monday (24). Marty Wurz Promotions, headed by Joe McHugh, have been re-signed by Don Kirshner to handle Northeastern promotion for the Archie's "Jingle Jungle" on Kirshner Records. Crew's Oliver has taped an "American Bandstand" for TV viewing Dec. 13. Gary William Friedman presents his "Prayers for Peace" at Temple Israel here on Sunday (23). Kami Sutra's She-Na-Na makes its West Coast debut at San Francisco's Fillmore West in a three-day stint opening on Thursday (28).

 continu...
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More will live if you give heart fund

Talent

From the Music Capitals of the World

DOMESTIC

Feliciano Dazzles SRO House at Lincoln Cntr.

NEW YORK - Jose Feliciano dazzled his sold-out audience at the SRO House at the Lincoln Center on Nov. 14 with his incredible vocal and instrumental conjuring of place and circumstance in all its sunshine and shadow, joy and melancholy. An ingratiating sense of humorous understatement in his approach to material belies the intensity that somehow made definitive, or certainly memorable, his interpretative vision of and for Hawaiian music.

Opening with his controversial rendering of "The Star-Spangled Banner," an arrangement janvier in front of the band, he made the 1968 World Series among the themes, the anger generated in "By the Time I Get to Phoenix," a wistful sorrow in the troubadour quality of "The Love Theme From Romanoff and Juliet," which was then succeeded in the rauco of the house with "Honolulu Blues," but the mood refocused in the soaring lament of "I'm Never Gonna Fall in Love Again."

Perhaps the richest proof of Feliciano's exquisite intonations were his vibrant and haunting instrumental guitar versions of "The Love Theme From Romanoff and Juliet," "Zorba the Greek," "Malaguena," "Guantanamera," and "Black Orpheus," performed with breathtaking virtuosity and a vocal extension into "A Day in the Life" was equally arresting in the harmonics and instrumental conjuring of "Ed Sullivan's Theme." Further enriching his audience with Bennett's special treatments of "Marla Savia," soon to be released as a single, "Sunny," performed by fame like reflections off his guitar, and "Take a Letter Maria," the RCA recording artist who was so admired by the critics, backed with a standing ovation and saw his exhilarating "Light My Fire." ROBIN LOGGIE

Don Ho Returns to Hawaii

HONOLULU - Don Ho returned to Hawaii by special plane Nov. 13 fresh from his Las Vegas International Hotel engagement.

He's mellowing, to be sure. He's mellowing in his own crude way, and people are lining up all the way, from Duke's in the International Market Place, to Kalakaua Avenue, to see him.

His innovative show now evolves from two stages, Duke's, his house, and Duke's, the hotel. He's on the smaller stage, the larger scene reenacted by his 13-piece orchestra conducted by John Todd and his singing trio, the Ehlers Sisters.

His spotlight Joe Anderson, formerly of the Tommy Sands Show, now in "Hawaiian Wednesdays," "The One Song" duet. Miss Anderson also is "one of the girls" in a six-member line of wiggly Tahitian dancers, but her true form is vocally and physically when she does the solo with Don.

Otherwise, the Ho show is a replay of familiar, but fresh surprises. The rituals of audience participation are repeated, the anniversary couples, then the grandmas, with a rare touch of involvement. Ho's lachrymose image of the past is gone, he's concerned, comforting and coping in a likeable manner, putting music back into his image of the past is gone; he's concerned, comforting and coping in a likeable manner, putting music back into his guitar, "The Original Hawaiian Guitarist." ROY STONE

NOVEMBER 29, 1969, BILLBOARD
MUSIC SCENE - MONDAY NOV. 24 - 7:30-8:15 ET - ABC-TV
Since our last edition, the market has been at an all time high. The Dow Jones averages has been on the rise and the world economy is booming. But what does this mean for you, the investor? Well, for one, it means that now is the perfect time to invest. The market is strong and there are many opportunities available. So, what are you waiting for? Invest now and watch your portfolio grow!
MERLE HAGGARD
“Okie From Muskogee”
#2626

A double-barrelled hit!
Topping the country charts and now on its way to the top in pop.
Merle Haggard is right on target with “Okie From Muskogee”.
#2626
Van Camp Appeals Directly To WSB's Atlanta Listeners

By CLAIDE HALL

ATLANTA — Rather than calling the 10 new 45 RPM records that Van Camp, who has hosted the 6:30, 9:30 each weekday morning shows on WSB in Atlanta, is carrying in the show this week, a "shaper" type of record.

Guiding the music policies of the station is Bob Van Camp, who has hosted the 6:30, 9:30 each weekday morning shows on WSB in Atlanta.

The unknown record is backed with the known. The novelty tune with a record that is beauti-

ful, the instrumental record with the vocal, the small group with the orchestral record. Each hour starts off with a "show opener" type of record.

The key to the popularity of the easy listening station, No. 1 in the market, is the heyday of Top 40 formats, rests not only on sound programming concepts but on identifying itself strongly with its listeners in many ways. One method is through a 10-11 a.m. program each day.

Working a 12-hour day, and keeping in close touch with general manager Elmo Ellis on the station, Van Camp believes in balance.

He's seen on WOR-TV each week-

end. Ellis has been on WNAC-TV here Monday (24). The show, under the Gar-

roway goes to the Gar-

van -Wagon service; 30

staffers make 30 calls a week, at random from the phone book, to ask what song or artist the person on the other end of the phone is listening to. And, in addition, WSB workers with the "Welcome Wagon" service, their hostesses ask each time they visit some-

one, "What's the name of your favorite artist?"

"All of this information comes to my desk each day," said Van Camp. And from this data, Van Camp makes up the list.

"Instant Requests" Instant requests via phone are aired 11:30 a.m. each day, WSB listeners vote on their favorite artist. On Tuesday during this hour several listeners are invited to request their favori-

te records. Wednesday, WSB plays 10 new records and lets listeners vote on their favorite (the whole chart is added immediately to the station's play-

list). Thursday, listeners are again invited to request a record by their favorite artist; then the name of the artist and station record it wants by that artist. Friday, the Top records are aired.

"Three a Day"

WSB introduces three new records a day, one of which is played every hour, so a new sort of listening begins being told by rec-

ord distributors that it plays more new records than any station in the city, including the Top 40 outlets and Van Camp's station is No. 1 in the community.

Not because of any special de-

sire to help record companies sell their product, but just to bring its listeners as much new music as possible in combination with what it wants to hear.

KVIL Widens MOR's Highway

By MARGE PETTJOHN

DALLAS — Original pro-

gramming forms the nucleus in the Dallas market. KVIL, the station with a gamut of musical styles, from MOR" format of Ron Chap-

man, operations director, spans a gamut of musical styles, from MOR to Top 40 outlets and Van Camp's station is No. 1 in the community.

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Ride the LP herd with the top trail boss -

the great ARTHUR PRYSOCK

(Now Tall In The Saddle For King Records)

Join the Sales Drive for a Round-Up of New Action Albums

HIT THE SINGLES TRAIL WITH
FRESH STOCK JUST OUT OF THE CHUTE
THREE RIP-SNORTIN' "STEERS" WITH THE PRYSOCK "BRAND"

KING * 6279 "GO AHEAD AND FLY HOW DO I TELL HER"
KING * 6272 "THE 23RD PSALM I BELIEVE"
KING * 6276 "SAVE YOUR LOVE FOR ME IF I WERE YOUNG AGAIN"
By CLAUDE HALL
Radio-TV Editor

**Vox Jox**

**Radio-TV programming**

---

**Major Recording Company (MRC Records), Va.—**

(703) 942-1969 (Margie F. Major reporting)

* Joe Davis of Nelson County, Virginia, recorded this week a song he wrote about the present situation of the farm that took the lives of over 1000 country residents. The By Pass was disliked by the people because of the business it took away from the local grocer. The farm was on the "By Pass." Real strong story. Flip side is also strong. "It Takes A Lot Of Gumption To Be A Farmer." Letter from Elvis Presley's Music Pub. Co. a subsidiary of Major Recording Co. Producer was Carroll Durham, who owns the record company.

* The Charity Singers, a fine, up-coming, gospel group from Roanoke, Virginia cut 12 sides of carefully selected oldies for their first stereo album to be released by Major Recording Company (MRC Records) Producer and recording engineer was John Major.

**Kalidoscope Studio, Hamden, Conn.**

(David Speer reporting)

* New tape 4 originals for Kalidoscope Movie, was produced by Dave Speer. Client was Long Wharf Theater, Sound track for touring production of "Pippin," original music composed by Gordon Emerson. Remote engineering by Jim Michelson.

* Bob Gardner cut an album of Irish tunes for release on his own label.

**TRITON Country Productions, Pa.—**

717-273-8547 (Charles Schaffer reporting)


**Gavin & Woloshin, Inc.—**(212) P.1-6020

(Sid Woloshin reporting)

* Top 40 has dropped to 40 each. Song editor has done with a different type approach—one as contemporary month, one c.w, one "Archives" flavored and one etc. Different songs. Done for the Southern market. Marcus Fredericks, Inc. are the agency for this project. Recording was done at 6 Weeks Studio.

* 757 Pan Am spots. Did two radio spots, Wyn Walsh produced for J. Walter Thompson, and one Dixieland. Spots were done for the Southern market. Marc Fredericks, Inc. are the agency for this project. Recording was done at 6 Weeks Studio.

* The By Pass was disliked by the people because of the business it took away from the local grocer. The farm was on the "By Pass." Real strong story. Flip side is also strong. "It Takes A Lot Of Gumption To Be A Farmer." Letter from Elvis Presley's Music Pub. Co. a subsidiary of Major Recording Co. Producer was Carroll Durham, who owns the record company.

**Radio-TV programming**

**Radio-TV Editor**

---

**Brown Launches Ad Division for College Market**

N. Y.—Paul Brown, one of the leading record and artist managers in the college field, has launched an advertising service division to specialize in the college radio market. The new division of Paul Brown Promotions will be handled through Donald Weisbrod Associates. Brown said the new division's initial programming has a service of 650 college stations and covers the advantage of the growing number of stations that have gone commercial. He has signed up some of the more popular college stations that now accept commercial advertising. Brown has set up an office and facilities regarding the advertising business, sales offices at college bookstores.

**K Yates Puts**

**Behind Play**

SAN FRANCISCO — Karya is a new record which has a guarantee of $1,000 if you "thought for a golden god" playing. This is not a certified million-seller. Program director and music service manager has already paid off to one listener of the Tom Campbell show on KJY in Santa Barbara, a $1,000 "Golden Million Seller," a paperback book by Photograph Publications, is the source used.

**KSO Opens Doors For College DJ's**

SAN FRANCISCO—KSO is one of the few major market radio stations which guarantees any DJ of a college station a chance to show his craft with a live broadcast. At 6 p.m. Sunday 105.1 p.m., show has just launched into its 10th year on the easy listening station. Each program is planned and announced by students of San Francisco State College.

**3 Star Int'l Plans TV Revue Pilot**

LOS ANGELES — Four Star International is planning a pilot on a new half-hour musical tv revue, "Blust," for television. "Blust" stars Scotty Butch of San Francisco, former vice president Alan D. Courtney. Ernest D. Glucksman, Tony Hendra, and Nic Ulliott will develop the concept. Richard M. Rosebloom will oversee the project, developed for prime time.

**New Disks Aired**

HEMPSTEAD, N. Y. — White House Noted Island outside of New York City, introduced a new program Sunday (23) devoted to exposing the machinations of the new record. The new release will be 2-3 p.m. Sunday.

---

(Continued on page 48)
ONE HIT DESERVES ANOTHER

AVAILABLE NOW

"Wendegahl the Warlock"
THE RUGBYS
Amazon #4

"YOU GOT TO PAY THE PRICE"
GLORIA TAYLOR
Silver Fox #14

"WHY DO I CRY"
THE GENTRYS
SUN #1108

"GET RHYTHM"
JOHNNY CASH
SUN #1103

"HE MADE A WOMAN OUT OF ME"
BETTY LaVETTE
Silver Fox #17

"GROOVY GRUBWORM"
Harlow Wilcox and The Oakies
Plantation #28

"BROTHER PAUL"
BILLY SHEARS and the All Americans
Silver Fox 12 + 1

"WHERE THE SWEETNESS LIES"
WILLIE HOBBS
Silver Fox #15

"ONE MINUTE"
PAST ETERNITY
Jerry Lee Lewis
SUN #1107

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ROY ORBISON

SUN INTERNATIONAL CORPORATION
A Division of The Shelby Singleton Corporation
3106 Belmont Boulevard • Nashville, Tennessee 37212
(615) 294-2003  Cab-e: SHELREC
He put in his thumb and pulled out a plum and said,

"GLORYOSKY IT'S THE BEST CHRISTMAS EVER!!"

There never was a Christmas more full of goodies, Jack. Pull out David Rose's "Little Drummer Boy" or Douglas Leedy's "A Very Merry Electric Christmas to You" for a tasty treat . . . or the great new two-for-the-price-of-one sets, "All I Want For Christmas," "The Music of Jackie Gleason," Fred Waring's "Christmas Magic," "The All-Star Country Christmas" and "Instrumental Christmas," with music by everyone's favorite artists. And if you dig just a bit more, you'll find last year's best selling "That Christmas Feeling" by Glen Campbell, and the 2-for-1 "The Best of Christmas."

HAVE SOME — THEY'RE GOOD FOR YOU

From Capitol, the record and tape people who believe in Christmas pies and Santa.
Radio-programming Aids

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

HOT 100

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<td>Bobby Darin</td>
<td>Mack the Knife</td>
<td>1960</td>
<td>WOR</td>
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<tr>
<td>Chubby Checker</td>
<td>The Twist</td>
<td>1960</td>
<td>WINS</td>
</tr>
<tr>
<td>Ray Charles</td>
<td>Georgia On My Mind</td>
<td>1960</td>
<td>WINS</td>
</tr>
<tr>
<td>Lesley Gore</td>
<td>You Don't Own Me</td>
<td>1960</td>
<td>WINS</td>
</tr>
<tr>
<td>The Beatles</td>
<td>I Want To Hold Your Hand</td>
<td>1964</td>
<td>WABC</td>
</tr>
</tbody>
</table>

Radio Programming

- For 15 years I have been an on-the-job personality in the southern part of Arkansas. I have also worked for this 100,000 watt station. If you need a coloratura, I'm your man. Excellent working conditions and beginning wages. Immediate opening position. Please write specializing in Top 40 at KGGF, Coffeyville, Kan. 67337.
- KXOX, 6819 Old Dixie Hwy, Jacksonville, Florida, 32216, Seeking personalities with 3 or more years experience. For air check, photo, resume, please write Avery Davis, KXOX, 6819 Old Dixie Hwy, Jacksonville, Florida, 32216.
- We're top 40 heavy personality, =1 station in Georgia. We have day, drive, and evening. Must be local or within commuting distance. Excellent working conditions, good pay and benefits at =1 station in Georgia. Please write Avery Davis, KXOX, 6819 Old Dixie Hwy, Jacksonville, Florida, 32216.

Selling Sounds

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- We, Markets, 8611 W. Ogden Ave., Chicago, Illinois, 60631, is looking for a 'Pro' top 40 man. Write: Don Jeffries, Music Director, Personality Plus, 1675 W. Ridge Blvd., Chicago, Ill. 60657.
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Radio-Programming Mart

- First phone personality for september 9. We're a Top 40 station, and we're looking for the best. We're currently hiring at WABC, 36 West 57th St., N. Y. 1968.
-勃林 годовом на зрителей. Восемь первых лет его работы в 
театре, «I Love Lucy», «Our Miss Brooks», «The Honeymooners»,
and «The Andy Griffith Show», on which he played the role of 
Andy Taylor.
- In 2018, Cooper won a Primetime Emmy Award for Outstanding 
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Programming Aids

Radio-Television Programming

JURY BEING QUALIFIED FOR THE TRIAL OF MARY MAGUIRE

...the best musical documentary ever produced...the most significant undertakings in Top 40 Radio...

...the most compelling radio show since Orson Welles and his Mercury Men landed on the plains of New Jersey...unique, penetrating and awfully close to perfection...

...probably the most ambitious and most successful of all special features...12,000 man-hours of work went into the production...special Hooper showed an average 20% audience share for KFXA (Los Angeles) during the three program...

...a major broadcasting achievement...the anthology was delightfully cohesive...

probably the most and ambitious and most successful of all special features...12,000 man-hours of work went into the production...special Hooper showed an average 20% audience share for KFXA (Los Angeles) during the three program...

very likely the most definitive documentary ever done on...subject...

...the most unique, penetrating and awfully close to perfection...

...the history of Rock & Roll; a 48-hour spectacular—not only the best promotional aid in years but also a proven sales item...now available for further information contact:

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SEE RAY STEVENS PERFORM HIS NEW SINGLE
"HAVE A LITTLE TALK WITH MYSELF" FROM HIS NEW
ALBUM OF THE SAME TITLE ON THE ANDY WILLIAMS
SHOW ON NBC-TV SATURDAY, NOVEMBER 29

RAY STEVENS

"HAVE A LITTLE TALK WITH MYSELF"

On this album Ray has put forth nothing less than a virtuoso
performance which beautifully showcases both his inventiveness as
an arranger and his great talent as a singer.

John Grissim
Rolling Stone

Personal Mngt:
Williams & Price
Public Relations
Saltman-Mirisch

monument
record
corp.
Nashville/Hollywood
Record Industry Backing Opryland Plan Goes Forward

NASHVILLE — Randall Duell & Associates, the California-based architectural firm that won an international reputation for its work in amusement park design, has been appointed to develop the master plan for Opryland, USA. This $16 million outdoor entertainment complex is to be developed by WSM, Inc., on 400 acres of land in Metropolitan Nashville. Announcement of the project was made by Irving Waugh, president of WSM, and by G. Daniel Brooks, chairman of the board of the parent National Life and Accident Insurance Company.

The complex will house the new "Grand Ole Opry" house and many music-related structures, including new sound stages for expansion of video-tape activities and for filming of movies.
STARDAY-KING
COUNTRY SALES EXPLOSION!

"WE GOT EACH OTHER"
Starday 879
Karen Wheeler & Bobby Harden

"CHAIRMAN OF THE BOARD"
"TRUCK DRIVER'S PRAYER"
Starday 882
Red Sovine

"ANGELINE"
Starday 881
J. DAVID SLOAN

"FACE OF LOVE"
Starday 880
Warren Robb

"BLACK JACK COUNTY CHAIN"
Look 5024
Jack Kane

"YOU LOW-DOWN SON OF A GUN"
"FROM MISS TO MISTAKE"
Starday 885
Lois Williams

"BUMMIN' AROUND"
Willis Brothers
SLP 443

"NASHVILLE SENSATION"
Bobby Harden
SLP 443

"WHO AM I"
Red Sovine
SLP 445

"THE BEST OF"
Johnny Bond
SLP 444

"FASTEST FIVE STRINGS ALIVE"
Don Reno
KS 1885

"A GIRL NAMED SAM"
Lois Williams
SLP 446
<table>
<thead>
<tr>
<th>Week Ending 11/29/69</th>
<th>Hot Country Singles Chart #5042</th>
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</thead>
<tbody>
<tr>
<td><strong>Title</strong></td>
<td><strong>Artist</strong></td>
</tr>
<tr>
<td>1</td>
<td>ONE FROM MUSKOGEE</td>
</tr>
<tr>
<td>2</td>
<td>TRY A LITTLE KINDNESS</td>
</tr>
<tr>
<td>3</td>
<td>I'M SO AFRAID OF LOSING YOU</td>
</tr>
<tr>
<td>4</td>
<td>BACK IN THE ARMS OF LOVE</td>
</tr>
<tr>
<td>5</td>
<td>SHE EVEN WOKE ME UP TO SAY GOODBYE</td>
</tr>
<tr>
<td>6</td>
<td>BABY BABY (I Know You're a Lady)</td>
</tr>
<tr>
<td>7</td>
<td>YOUR TIME'S COMING</td>
</tr>
<tr>
<td>8</td>
<td>I'D STILL BE MISSING YOU</td>
</tr>
<tr>
<td>9</td>
<td>JUST SOMEONE I USED TO KNOW</td>
</tr>
<tr>
<td>10</td>
<td>LITTLE BOY SAD</td>
</tr>
<tr>
<td>11</td>
<td>TO SEE MY ANGEL CRY</td>
</tr>
<tr>
<td>12</td>
<td>THERE WOULDN'T BE A LONELY HEART IN TOWN</td>
</tr>
<tr>
<td>13</td>
<td>YOU AND YOUR SWEET LOVE</td>
</tr>
<tr>
<td>14</td>
<td>SUCH A FOOL</td>
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<tr>
<td>15</td>
<td>WHERE HAVE ALL THE AVERAGE PEOPLE GONE</td>
</tr>
<tr>
<td>16</td>
<td>SINCE I MET YOU BABY</td>
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<tr>
<td>17</td>
<td>HONEY, I'M HOME</td>
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<tr>
<td>18</td>
<td>IF IT'S ALL THE SAME TO YOU</td>
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<tr>
<td>19</td>
<td>BIG IN VEGAS</td>
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<tr>
<td>20</td>
<td>I'D RATHER BE GONE</td>
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<tr>
<td>21</td>
<td>SWEET THANG &amp; CISCO</td>
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<td>22</td>
<td>THE WAYS TO LOVE A MAN</td>
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<tr>
<td>23</td>
<td>GET A GLIMPSE OF YOURSELF</td>
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<tr>
<td>24</td>
<td>HAUNTED HOUSE</td>
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<td>25</td>
<td>BIG IRON SKILLET</td>
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<td>26</td>
<td>SHIP IN THE BOTTLE</td>
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<td>27</td>
<td>BIG MOUTH</td>
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<td>28</td>
<td>SHEET MUSIC</td>
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<tr>
<td>29</td>
<td>I'LL NEVER BE FREE</td>
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<td>30</td>
<td>I'VE GOTTEN TIRRED OF BABY</td>
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<tr>
<td>31</td>
<td>TAKE A LITTLE GOOD WILL HOME</td>
</tr>
<tr>
<td>32</td>
<td>WISH I DIDN'T HAVE TO MISS YOU</td>
</tr>
<tr>
<td>33</td>
<td>HOMECOMING</td>
</tr>
<tr>
<td>34</td>
<td>TAKE TIME OFF</td>
</tr>
<tr>
<td>35</td>
<td>SHE'S NEVER/NO BLUES IS GOOD ENOUGH</td>
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<tr>
<td>36</td>
<td>KISSED BY THE RAIN, WARNED BY THE SUN</td>
</tr>
<tr>
<td>37</td>
<td>DON'T IT MAKE YOU WANT TO GO HOME</td>
</tr>
<tr>
<td>38</td>
<td>THINGS GO BETTER WITH LOVE</td>
</tr>
<tr>
<td>39</td>
<td>NEW ORLEANS</td>
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<tr>
<td>40</td>
<td>GOD BLESS AMERICA AGAIN</td>
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<tr>
<td>41</td>
<td>CAROLINA IN MY MIND</td>
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<tr>
<td>42</td>
<td>RESTLESS/SEE RUBY FALL</td>
</tr>
<tr>
<td>43</td>
<td>FRIEND, LOVER, WOMAN, HUSBAND</td>
</tr>
<tr>
<td>44</td>
<td>PUT YOUR LOVE WHERE YOUR MOUTH IS</td>
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<td>45</td>
<td>APRIL'S FOOL</td>
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<td>46</td>
<td>WHEN YOU'RE NOT YOU'RE NOT</td>
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<tr>
<td>47</td>
<td>MY BLUE RIDGE MOUNTAIN BOY</td>
</tr>
<tr>
<td>48</td>
<td>EVERY STEP OF THE WAY</td>
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<tr>
<td>49</td>
<td>DOWN IN THE BODYNODGES</td>
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<tr>
<td>50</td>
<td>BROWN-EYED HANDSOME MAN</td>
</tr>
<tr>
<td>51</td>
<td>SUNDAY MORNING COMIN' DOWN</td>
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<tr>
<td>52</td>
<td>RUBEN JANES</td>
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<tr>
<td>53</td>
<td>YOURS FOREVER</td>
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<td>54</td>
<td>NOBODY BUT YOU</td>
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<td>55</td>
<td>WHITE HORSES</td>
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<td>56</td>
<td>DON'T MAKE LOVE</td>
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<td>57</td>
<td>LOVE AT FIRST SIGHT</td>
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<tr>
<td>58</td>
<td>BRIDGEBONE GIRL</td>
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<tr>
<td>59</td>
<td>LOVE AT FIRST SIGHT</td>
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<td>60</td>
<td>ONE MINUTE PAST ETERNITY</td>
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<td>61</td>
<td>CAROLINA IN MY MIND</td>
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<td>FRIEND, LOVER, WOMAN, HUSBAND</td>
</tr>
</tbody>
</table>

**Note:** The chart includes a mix of country and pop hits from various artists and labels.
'GROOVY GRUBWORM'
Harlow Wilcox and The Oakies
Plantation #28

'YOUR HUSBAND, MY WIFE'
Skip and Sherry
Plantation #32

'Get Rhythm'
Johnny Cash
Sun #1103

'BUCKAROO COWBOY'
Skip Gibbs
Plantation #33

'BEFORE the NEXT TEARDROP FALLS'
Linda Martell
Plantation #35

'IT TAKES ALL KINDS of PEOPLE'
Ray Pillow
Plantation #36

"GUILT BOX"
Dee Mullins
Plantation #31

"ONE MINUTE PAST ETERNITY"
Jerry Lee Lewis
Sun #1107

THE SHELBY SINGLETON CORPORATION
3106 Belmont Boulevard • Nashville, Tennessee 37212
(615) 291-2003  Cable: SHELREC
Snuffy Miller, the latter on Stop Records, have songs on the market. Dot-Paramount’s Ray Frasier has been honored by the Air Force for his work in supporting that branch of the service. The presentation was made in Houston.

Red Birmingham has signed with King Records, with a first release due out at once. Red is now working the Northeast area.

Texas Kitty Prime, who long has supported country music in Belgium, says the art form needs strong promotion in that country. She feels people could help by supporting her magazine, distributed in that country.

Nick Catamus, head of Black Jack Productions, is due in four meetings with Brad McCuen, of Sunbury/Donmar. Discussions include original material and a master co-produced by Nicky and Don Rufe.

Tarrice Music president Al Jasan is flying from Chicago to here, and on to New York to make arrangements for a new operation which will be tied in with Nashville’s Terrace label.

Veteran writer Ted Dafan, whose songs have been published by Peer Publications, has signed his renewals with the firm. Among his top songs: “Born to Lose.”

It’s written by Cy Cobin and produced by Charlie Walker, Penny DeHaven & John Wesley Ryles I

Bobby Ranierreleased his new Columbia single.

“Window Number Five.” A song filled with brooding loneliness and remorse. But as sad as it is, it’ll make you happy.

Because every Johnny Duncan single has reached the charts. And this one’s not about to be different. Look into it.

Johnny Duncan.

“Window Number Five.”

On Columbia Records

On Columbia Records

Country Music

Nashville Scene

• Continued from page 40

It’s Johnny Duncan’s new Columbia single.

“Window Number Five.” A song filled with brooding loneliness and remorse.

But as sad as it is, it’ll make you happy.

Because every Johnny Duncan single has reached the charts. And this one’s not about to be different.

Look into it.

Johnny Duncan.

“Window Number Five.”

(Continued on page 46)
LORETTA BULLSEYE AGAIN!

LORETTA LYNN

"WINGS UPON YOUR HORNS"

732586

DECCA RECORDS
LAND OF THE COUNTRY GIANTS
WWVA’s Dedication Plans

WHEELING, W. Va.—Plans have been formulated for the dedication of the Capitol Music Hall and WWVA’s new broadcast complex here Satur-
day night, Dec. 13, to coincide with the 43d anniversary of the station.

Basic Communications, Inc., parent firm of WWVA, recently purchased the theater, West Virginia’s “largest and most beautiful.” As part of a multi-

million-dollar expansion pro-

gram for WWVA and the fa-
mous Jamboree, an extensive reno-

vation program is under way at the theater.

For the first time, the studios and the Jamboree will be under one roof in the spacious quarters. The theater facilities will allow increased attendance and im-

proved presentation for the Jam-

boree. The scope of the com-

plex also allows for future re-
cording studios, talent manage-

ment agency, music publishing, and television program syndi-
cation, which are currently in the planning stage.

“We wheeling will be developed into another country music cap-

ital,” according to George Bland, station manager.

The Capitol Theater is being developed as a civic center for Wheeling and this entire part of the Ohio Valley. Broadway road shows, concerts, closed-circuit television, conventions, etc., are already being booked for 1970 in the facility. The development of Basic Communications’ “Cap-

itol Music Hall” is said to be sig-
nificant for the entertainment, cultural and civic activities of the area.

The dedication will consist of a ribbon cutting, a reception, and an anniversary performance of the Jamboree, followed by a buffet supper, cocktails and dancing. Influential government, civic and business leaders will be taking part in the event.

Hosts will be Emil Mogul, pres-

ident of Basic Communications; Ross Felton, general manager, and Bland.

Nashville Scene

Continued from page 44

Wandering Acres Music, the SESAC affiliation of the Webb Pierce music complex, has sold a contract with RCA.

“An Old Christmas Card” which was written by Vaughn Horton many years ago will be released as a new Jim Reeves single. Barbara Mandrell has finished a week at the Nugget in Las Vegas, received a bouquet as she finished her stint, and was invited back for more. She now is being booked by Moeller Talent Agency.

Vox Jox

The June-July Pulse for Odessa, Tex., showed KOZA with 39 between 6-10 a.m., 52 midday, 60 between 3-7 p.m., and 77 between 7-11 midnight. Nearest competition was KBZB with a 19 in the morn-
ing. But KBZB dropped after that. Nearest evening competition is KRIC with an 8. Staff at KOZA includes Frank Childs, Tom Wall, Frank Hall, program director Jerry Byrd, and Wally Turner. Allen says: “According to Pulse, KOZA is now the highest rated station in the nation per capita.”

BOOKINGS:

BILLY DEATON
AGENCY

1314 Pine Street
Nashville, Tennessee
(615) 244-4259

EXCLUSIVELY ON

MERCURY RECORDS
Freda Paine

THE UNHOOKED GENERATION 1973
imnot so sort of assistant program direc-
tor, Lee Nelson, a new man, is doing

His easy listening station keeps cli-
mentary, but not too clearly. WSM, be-
whether to go to WLW-FM, a Country-
and rock records are

Cincinnati, Ohio (WFIL)

Philadelphia, Pa. (WRTI)

Pittsburgh, Pa. (W newX)

Pittsburgh, Pa. (WERT)

Presidency, Pa. (WODA)

Queen, N. Y. (WQCD)

Richmond, Va. (WQOR)

Edgewood, Pa. (WPS)

Durham, N. H. (WCHAR)

Men in the Business

Women in Business
C:

Creativity or commercialism?

That question has plagued the San Francisco rock scene since Jefferson Airplane received $20,000 front money for signing with RCA Victor. Previously, the problem centered on the bands vs. the record companies, artists vs. "exploiters."

Recently the situation has taken on a new dimension. As the band population continues to explode in the city, San Francisco is evolving into a budding music capital. A superstructure of commerce is being erected on the firm foundation of creativity the artists had already laid down.

San Francisco finally has a recording studio industry that can compete with other cities; record production companies like Studio 10, Parasound, North Beach Productions have sprung up; independent producers such as Milan Johnson, a former executive at the Bank of California, a recent graduate of the Berklee School of Music, are developing; independent producers such as Milan Johnson and Rubinson plan to produce new groups which have been developed through the seminars and release them on a budget priced album for one of his two record labels.

"Musicians are not as paranoid today about record companies; they're more willing to give a record company a fair shake. They will go into the studio and get out. We've developed a better run music industry. Managers are getting much more realistic and businesslike. The city is able to say what they want. San Francisco understands the industry better than most people think and he is much more of a businessman than most people think and he is much more of a businessman than he is presently," states Preuss, who runs Mercury's office here, believes, "The artists have realized the game is draw." So he programs big name bands and goes for new bands like Leon's Creation, Day Blindness and Karl Richy, all of which have gone on to record LP's at Columbus Recording, Parasound Productions, headed by Bernie Krause, does much of their own film scores, TV and radio commercials are being done by local groups.

David Rubinson is producing the Chambers Brothers, Taj Mahal and the late Brian Jones Day for Columbia, Golden State Recorders has a demo label called Golden Soul for which it has recorded local soul groups like the TCB's, Wally Cox and the Real Thing and Jesse Cowan.

And Al Kramer, manager of the Fillmore, has negotiated a lease with the old Fillmore Auditorium to call off the West Festival that the promoters hoped would be a catharsis of the commercialism and struggle for recognition.

Atlantic's Crosby, Stills, Nash and Young have moved here, RCA's The Youngbloods are here, so are Michael Bloomfield and a coterie of his musician friends. And for every established band under contract to a major label, there must be two dozen others struggling for recognition.

Yet much of the original excitement is gone. The Haight-Ashbury has long been buried, and with it the geographical center that made the rock scene here communal. A feeble attempt to bring it all back home backfired this summer as threats of violence from "street people" caused music leaders like Graham and managers of the Grateful Dead, Jefferson Airplane and Quicksilver Messenger Service to call off the Fishes West Festival that the promoters hoped would be a catharsis of the commercialism and lack of community everyone seemed to feel.

Billboard photos
by Elliot Tiegel

By Geoffrey Link

San Francisco's hard rock scene since Jefferson Airplane received $20,000 front money for signing with RCA Victor. Previously, the problem centered on the bands vs. the record companies, artists vs. "exploiters."

Recently the situation has taken on a new dimension. As the band population continues to explode in the city, San Francisco is evolving into a budding music capital. A superstructure of commerce is being erected on the firm foundation of creativity the artists had already laid down.

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Billboard photos
by Elliot Tiegel
PRESENTS

IN SAN FRANCISCO

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Screaming guitars, distorted fuzz tones, shouting voices, blasting drums, ear-shattering crescendos: they are no longer considered anathema to Harry McCune Sound Service.

"For years we all fought the rock musician, but now we've learned to live and work with him." Mort Feld, vice-president and general manager of the 35-year-old company, explains this new philosophy in the company's offices as the sounds of "testing, testing" filter out of its workshop.

Testing, testing is the key phrase at McCune, which has become totally involved with rock music and is a leading specialist in presenting rock concerts in large facilities—indoors or under the stars.

Distortion and feedback always represented unwanted conditions to soundmen.

Today, Feld continues, they are conditions which can be met and worked with. "Like other sound system companies we had opposed the rock musicians. We didn't understand their high levels and distortion. Then sometime before the Monterey Pop Festival, on the way of solving problems with working with rock musicians, we stepped back and decided to look at what they were trying to say. All we are are translators of what they are trying to say. Then when we were on the way of solving problems with working with rock musicians, we stepped back and decided to look at what they were trying to say. All we are are translators of what they are trying to say..." Feld says.

The company set its engineering staff led by Bob Cavin to the task of analyzing its equipment and determining how modifications could adapt the amplifiers, speakers and control panels to complete the sounds of hard driving rock music.

McCune was hired to set up the sound system at the now famous Monterey Pop Festival two years ago. "That's where we learned everything," Feld says. Equipment in use during the festival was modified on the spot to allow the "translator" to shrug off his frustrations. When the McCune crew returned to San Francisco, it began modifying all its equipment to meet the severe punishment rock groups put sound systems through.

As a result of this experimentation, McCune is now called upon by scores of rock bands to travel with them on the concert circuit. Before Monterey, Feld, engineers like Harry McCune Sr., were traveling with the Tippiana Brass and Abe Jacob was traveling with Peter, Paul and Mary.

Thirty-five years ago, Harry McCune Sr. charged $3.50 to provide one mike and two speaker amplifier system. Today, the company charges from $250 to $1,400 for a job involving complicated sound systems.

McCune uses heavy-duty 100-watt amplifiers and special monitoring systems for translators who hear themselves on stage. The soundman, or mixer, often becomes the "seventh man in a six man band." He has to have an understanding and appreciation of the music he is amplifying. As a result of its experimentation, McCune now mikes a drum set with four to six pickups—a situation Feld says was unheard of 10 years ago.

McCune modified its equipment (a trade secret Feld wishes not to reveal) to handle tremendous overloads generated by voices singing right on mikes plus the loud dynamics of the instruments themselves. "Sound equipment can't take these tremendous overloads so it distorts. We had to modify our Altex amplifiers and speakers and Shure microphones to meet this condition. "We have learned that artists have to hear each other and we have had to learn that they need equipment to hear each other. Soundmen always fought that because feedback equaled distortion. So we developed special mixing equipment which allows us to decide which mike to feed back to the artists. It's a separate mix, so the groups can hear things which the audience doesn't."

Mixer Abe Jacob, for example, presently on a tour with Peter, Paul and Mary, carries nearly 2,000 pounds of equipment with him. He has an Altex 1567 mixer modified for overload. McCune's basic sound system of amplifier and speakers is based on reproducing the high end signal with a multi-cellular, multi-directional horn. This form of speaker can be aimed at an audience area where sound can be absorbed by soft "bodies." "We minimize the sound aimed at flat back areas," Jacob explains.

Reproducing music on a flat outdoor field is the toughest kind of assignment. "Trying to push sound 1,000 feet and have impact at the rear of that area is tough," Feld says. "We ask festival promoters to look for areas with a natural rise." (McCune has since Monterey, worked such festivals as Sky River near Seattle, the Gold Rush Festival near Stockton, Calif., and the Seattle Pop Festival.)

McCune rents its equipment to musicians. "If all the equipment came back at the same time," notes Feld, a 26-year veteran with the company, "there'd be no room to house it all. It's been that way for the past two years."

Engineer Abe Jacob in a "check out" stance.
There are no fantasies about the future for San Francisco's leading record company. After 20 years of existence, Fantasy has mastered the record business and, with the help of its chairman, Saul Zaentz, is building on its strengths in the current market.

By the time Jefferson Airplane signed with RCA at the end of 1966, Zaentz was looking for a new spurt of energy emanating from San Francisco's record industry. The move was the start of the growth that has brought Fantasy to the forefront of the music business. The company has a payroll of 15) plus a payroll of 150 employees and has plans to expand into the country, the company will be in charge of a new division in conjunction with the Pacific Foundation, which operates KPFA in Berkeley; KPFK in Los Angeles and WBAI in New York. Original music will be written from these documentary types.

The series will also cover such study topics as civic, political science, drama and poetry. Fantasy plans releasing its as yet unnamed $200 budget for a five-inch long, black record and the first of its kind in the early 1970s. "We will also record new classical works," adds Zaentz. "Like works by small groups which have never been done before." Ed Bogus, a former violinist with the Oakland Symphony, is working on the development of the classical fare. Zaentz envisions 24 classical albums next year. His reason for entering the classical field? "We want to be a total record company, not just one which releases rock or jazz products."

Despite this all encompassing view, Fantasy's future looks safe enough. "We're not afraid of the future," says John Fogerty, the lead singer of the band that has been the center of attention for the past 10 years. "We've been through the tough periods and we're still here.

"We've got a lot of talent on our label," adds lawyer Bendich. "And we've got a lot of confidence in our future." Zaentz takes over the company from the Weiss Brothers two years ago. The current fiscal year is far from the greatest in the firm's history, Zaentz claims, with the current fiscal quarter four times as strong as any previous year.

Although there have been numbers of small companies formed around the Bay Area during Fantasy's 20 years of operation, Zaentz jokingly classifies Fantasy as "being up at the top and the bottom of the ladder in San Francisco."

As a result of the national acclaim for Creedence, from five to 10 acts a week drop by the company's Oakland offices to audition. "It's almost incredible. It has only recently seen a slow-down," says Zaentz. "We've been dealing with the sound of the world, with the Congress of Wonders, an improvisational comedy trio."

Despite its success, Zaentz is not building up an air of confidence. He feels the performers themselves know what they want and that they don't cater too much to producers infusing their own personalities and ideas into a group's sound.

Still, Ray Shanklin is Fantasy's staff production man, and his label is the best known for its topological blues label which maintains a small but loyal group of supporters and music product from two outside companies, Clock and Boo.

The Beyoncé next spring will be the fourth time Fantasy has been anchored in the Bay Area. All the Fantasy executives have kids or families in Berkeley and, Zaentz says, "Culturally the environment is excellent." Also excellent is the 20 minute drive to downtown San Francisco where recordmen gather to gossip and booze.

Although there are other record companies in San Francisco, like Mercury and Fillmore, Zaentz doesn't feel they are in the same league. "I don't even know what values we are to the city," he remarks. Zaentz feels the lack of record industry professionals in San Francisco is the reason for the dearth of record companies. Fantasy's domestic product is handled by 31 distributors plus Liberty/UA in England, and we've got four people who have handled the Fantasy line for over 10 years, indicating a strong loyalty associations.

Do people have a new image of Fantasy now that its name is associated with top 40 charts? Zaentz thinks there is no image. "Our new image is our image," he continues. "We answer questions as they come up." Zaentz says, "It's pragmatic rather than image oriented."

Whatever it is, Fantasy/Galaxy is a big fat cat where profits are turning the future sparkling bright.

On the move—Fantasy executives Al Bendich and Saul Zaentz.

SUBMITTED BY: The Chronicle

BY ELLIOT TIEGEL
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**LABELS' NEW ATTITUDE:**

_Cautious With Pop Hippies_

The Fillmore Corp., says Bill Graham in one of his more poetic moments, is like a tree. "Everything we've gotten into is a branch," Graham says, "a branch growing out of Fillmore West (the heart of it) into record labels, a management and talent booking agency, a recording studio tie-in, and soon into television and film production as well." Though plans are still indefinite, Graham has sent copies of the script to prospective actors. "The entire cast, as much as possible, should be rock 'n' roll stars," Graham says. So Grace Slick and Jim Morrison are among those that have been sent the script. For the part of a 50-year-old man, Graham seeks "a Lawrence Welk kind of guy." Graham is launching his record label with a small press run on albums and single material.

Fillmore Corp.

**SPREADS Its Branches**

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Don Sherwood Plays Music On Television

Don Sherwood, San Francisco's unpredictable disk jockey, has done it again. He's left the safe womb of KSFO, the all powerful AM station AGAIN and is now broadcasting early mornings on a UHF television station, KBHK, channel 44.

It may sound kookie, for someone to leave a top rated AM station to go into something as uncertain as early-morning UHF television, but Sherwood is known for uncanny, unexplained antics.

Channel 44, owned by Kaiser Industries, invites San Franciscans to "listen to Sherwood on TV." The show is neither pure TV fare nor pure radio converted for a TV camera. It is a hybrid of Sherwood appearing on camera to try to tell jokes and sell products (many of his radio advertisers shifted right along with him to the dark confines of wake-up UHF), plus playing music. When a record is played the screen shows an old radio with the numbers 44 inserted where the station dial is with Sherwood's name at the bottom of the picture.

The music is designed for background listening, and so is the show. You really don't need to watch—listening suffices because there isn't anything exciting visually happening. Musically, the sounds are somewhat dated; i.e., "Sunny" by the Brass Ring; "Wild Flower" by Floyd Cramer; "Look at That Face" by Anthony Newley; "The Sweetest Sounds" by Nancy Wilson; "Loveable" by Vic Damone; "Opus No. One" by Ted Heath. Harry Nilsson's "Everybody's Talkin' " was the only new song heard by a recent visitor.

Reading the news on camera in somber, put-on tones, he comments: "I hurt myself when I talk like that." That may not be all he's hurting.

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STUDIO 10

Say You Saw It in Billboard

NOVEMBER 29, 1969, BILLBOARD
PHILADELPHIA — When you speak of oldies singles on the East Coast, you’re speaking the language of the Record Museum, which operates nine stores in the Pennsylvania, Delaware, New Jersey and New York area. Each of the stores carries, or has access to, 10,000 different oldies.

“We do a phenomenal amount of business in all the stores,” said Joe Lorin, district manager of the store here. “We carry almost all of the singles that have made the “Hot 100” charts since 1950, and we also stock the big hits from 1945 to 1950. In fact, from 1955 on, we should have every single that has been on the Billboard “Hot 100.” The stores also carry about 350 current single titles, and when they drop off the charts, they automatically go into the oldies file.

The store does a tremendous amount of mail order business, according to Lorin. They have radio advertisements on Chicago and Detroit radio, and this accounts for a large volume of orders from these areas. “We do not go into newspaper advertising since we feel radio advertising fulfills the message we are trying to get across,” he said.

The idea for the store started in 1961, and has grown steadily each year. This accounts for the expansion to nine stores. Seven carry the name of Record Museum while the store in Trenton, N.J., is called the Old Record Gallery. The store in New York City is named House of Oldies. The average floor space for each store is about 60 feet by 30 feet.

After opening in 1961, the store here received publicity from Jay Blahb, a disc jockey on WHAP. The store still has connections with local stations, since many of the store’s customers are oldies enthusiasts. The store then furnishes the stations with copies of the records to play.

The most popular oldies now are: “Hey, Baby” by the Drifters; “Sad Girl” by Jay Wiggins, a local artist; “What Becomes of the Brokenhearted?” by Jimmy Ruffin; “There’s A Moon Out Tonight” by the Capris; “Soul and Inspiration” by the Righteous Brothers; “Hang on Sloopy” by the McCoys; “Johnny Angel” by Shelly Fabares; “Hold On, I’m Comin’” by Sam and Dave; and “My Girl” by the Temptations.

The response from different areas of the country does not surprise Lorin. “We are the only outlet in the country that deals so heavily in oldies. Some stores may carry the top 10 oldies, but we carry 10,000. There isn’t anybody else in the country that can touch us,” he said. In addition to singles, the store also carries some old albums, such as by the Platters, Elvis Presley or Buddy Holly, but the main emphasis is on singles.

The stores sell the oldies for $1 apiece, with $3 the minimum order, plus 25 cents for shipping. Lorin could offer no figures on how much of the stores’ business is oldies since the sales figures are not kept on that basis. He said one of the problems facing the oldies market now is that record companies stop pressing the oldies. “It happens more often than we like to admit that requests can’t be filled because the records just aren’t available.” He said that the stores like to keep at least three or four copies of each of the 10,000 titles they stock. The biggest selling oldies are singles and almost like new records.

Lorin said that he noticed no increase in oldies sales locally since the start of the revival of old rock tunes, although he said business in the Midwest and West Coast area have increased steadily the past few years.

CLEANING CLOTHS. New lint free, dustless cloths for tapes and records are available from Vidalitone Industries Corp. The cloths, which are actually made of a nonwoven, lintless cellulose material, are conveniently sized for the respective applications. They are discarded when soiled or dry from use, but to keep containers and storage life, they are individually packaged. Peg packs of 36 disposable cloth list as $1.65.

Try to Stem Electronics Trade Ban

WASHINGTON, D.C. — An exchange of letters between the U.S. State Department and Britain’s Ministry of Technology two weeks ago may have lifted the possibility of a serious non-tariff trade barrier forming in Europe against U.S. electronic component manufacturers.

The letters followed a meeting that took place in Washington late October involving officials of the British Ministry of Technology, the Departments of State, Commerce and Defense, and the Electronic Industries Association (EIA), representing U.S. electronic component manufacturers.

The U.S. letter, sent by the State Department, indicated that assurances had been given by the British that a so-called Tripartite Accord being formed in Europe had as its objective the harmonization of standards and measurement tests in the electronic components field on a broad and nondiscriminatory basis. With participation open to all interested countries, U.S. manufacturers had feared that the European accord would bar their participation making it difficult for them to compete in European markets.

Also in the letter, the State Department emphasized the interest of the U.S. in participating in an international system for harmonizing electronic component standards.

EIA MEETINGS

WASHINGTON, D.C. — The following is a list of important meetings of the Electronic Industries Association in 1970:


MUSIC SCENE is a commanding show.

KUVR in Holdrege, Neb., writes: “It’s not very often that a station in city of 6,000 gets to break a record ... what I’m getting at is that we’ve taken a cut from the latest Lewis & Lewis ‘Together’ album. The cut I’m speaking of is ‘Roll Over Beethoven.’ How long has it been since Jerry Lee hit the rock charts. This no doubt would put him back among the top.” Gilber’s letter was dated Oct. 7, which should show you that I’m a month behind in Vox Jox. But catching up fast.

Thomas H. Cowan, first radio announcer in the New York. (Continued on page 75)
ASK THE RASCALS ABOUT MIKE...

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Shure Brothers, Inc., 222 Hartrey Avenue, Evanston, Illinois 60204
OVER 3,000 WATCH
Second Iowa Pool Tourney
Considered Qualified Success

DAVENPORT, Iowa — The second co-ordinated pool table tournament recently concluded here provided a number of meaningful lessons. Considered a success in almost every aspect, the sponsoring group concluded that only one tournament should be held per year and that the event be in the spring. With initial tournament here, the second one provided excellent public relations benefits. Jumbo flippers and a "Play-More" post additionally, if the kickout light is on,
lighting "Ten times" is illuminated, the score is

top of the playfield delivers 100 to 500 when the ball enters the
clarified that this game is a new 4-player version bearing the famous
original Ballyhoo pingame from Bally Manufacturing Corp. is generally
name. Among several outstanding features on the new game are a

Tell Tax Risks of 25c Bulk Vending

CHARLOTTE, N.C.-The
onslaught of taxes aimed at op-

operators is just beginning, accord-

ings to Lee Smith, partner, Smith
Regal of the Carolinas and other

firms under a corporate banner
here. Smith is particularly con-

cerned about the present price
vendors now expanding into
quarter capsule merchandise
who may be risking heavy pen-
alties unless they establish pre-
cise record or separate quarter
vending companies.

Of the several reasons for es-

ablishing a separate business
entity for quarter capsules, Smith lists taxes as the first cri-

eria: "The law in South Caro-
olina is quite specific about this.
Sales of items at a dime or less
are exempt from the sales tax in
South Carolina. However, if op-

erators combine all sales, includ-
ing quarter sales, then all sales from 1 cent to 25 cents are sub-
ject to sales tax. South Caro-
olina is not alone in this sort of
tax arrangement." Smith says.

"Establishing a separate
quarter vending business has
other advantages aside from es-

uring an equitable tax arrange-
ment. By establishing Merchand-
ising Associates, we are better
equipped to analyze quarter
demand and revenues, as well as

potential sells and what its prob-
lems entail. Also, quarter vend-
ing is truly a specialized field. 
Operators will find they cannot

continue to cover the waterfront
with one man and one car;
quarter vending requires a sep-
arate business. If operators cannot separate
their business, Smith.

(Continued on page 63)

III. Programmer Tells
Formula for Christmas

ROCK ISLAND, Ill. — Be-
cause of the short season on
Christmas programming, juke-
box operators should select ma-
terial with care. This is the tip
from Oscar John Schey, Jr., U. S.
billiards, who was president of
operaor here that he would

help us with the book. Though
he is no longer in the coin
machine business, "I guess
that his future in the jukebox in-

ustry: "I can be had for a

Providing, the price right."

Tell Tax Risks of 25c Bulk Vending

(Continued on page 62)

Jukebox Big
Consumer of Belgium 45's

BRUSSELS—There are cur-

rently 33,000 jukeboxes in oper-

ation in Belgium, according to
Henri Heymans, an economics
student at the College of Saint
Ignace, Antwerp. His study re-

vealed that jukeboxes account
for one-fourth of all singles pur-

ched here.

In a paper on the subject,
Heymans emphasizes the im-
portant role played by jukebox
operators in the record industry,
pointing out that they buy 2.5
million singles a year, or 25 percent
of all records, at a considerable
reduction on replacement rate per jukebox
of one single per week.

Mrs. Montooth Dead
PEORIA, Ill. — Mrs. Marge
Montooth, 62, who was active
in the music field, died Nov. 29.
Mrs. Montooth, secretary of the
Music Operators of America,
additional ones, such as Montooth,
III. Her death was due to cancer.

Mrs. Montooth had been
in the hospital three weeks.
Funeral services were held at
the Clugston Funeral Home.

(Continued on page 62)
Keeps competition out. The best way to keep your top locations yours is to install a Wurlitzer STATESMAN. It looks great. It sounds great. It offers a great feature — Dual Pre-Selected Programs with number of plays preset by the operator. And it goes great guns when it comes to making money. Result? You're "in" solid. The door is closed to competition.

Wurlitzer
STATESMAN
THE WURLITZER COMPANY / NORTH TONAWANDA, NEW YORK 14120
114 Years Of Musical Experience
New Christmas Formula
- Continued from page 60

Chorale. Mrs. Mohr also pointed out that the vending company tries to program at least one new Christmas song per year, if they are available. Some of the newer Christmas singles are becoming almost as popular as the traditional songs. Recent examples include "The Chipmunk Song" by David Seville, "Jingle Bell Rock" by Bobby Helms, and "Silent Night" by Barbra Streisand.

Mrs. Mohr said that she usually takes the records off most of the jukeboxes between Christmas Day and New Year's Day. The remaining records come off within one week after New Year's Day. "Our whole Christmas single operation is geared to the two to three weeks between Thanksgiving and Christmas," she said.

Mrs. Mohr usually programs the songs for the rest of the year with the help of her two assistants, Liz Christianston and Virgil Johnson. They usually use the billboard "Hot 100" charts to determine choice of records. They also listen to the local radio stations. "We will usually put the record on the jukeboxes when the song reaches the middle of the 'Hot 100' charts. By that time we feel they have been heard enough so people are familiar with them to recognize it," Mrs. Mohr said.

Mrs. Mohr also pointed out that before it services a location, the company will check the type of music that would be most popular with the patrons. "We program for the individual location. We try to match the sound of the record with the location," she said. The company also tries to match requests, but this sometimes is difficult.

Oldies
Some of the current singles the company is programming include "See Ruby Fall!/Blistered" by Johnny Cash, "Holly Holly" by Neil Diamond, and "Someday We'll Be Together" by Diana Ross and the Supremes.

Mrs. Mohr also uses a special part of their programming, and the company instituted a new idea by programming mostly oldies in adult lounges within the past few weeks. "We have found this to be very successful," Mrs. Mohr said. "We have gotten a very favorable reaction to the oldie ideas." Johnson Vending Co. also uses oldie programming in young adult locations, usually putting on rock records of the past few years.

Records by local artists are also a part of the programming format. "We try to help them by putting the records on select jukeboxes on our route. Most of these people work in night clubs and just have a few copies of the record," Mrs. Mohr said. "Of course we also listen to the record before putting it on a jukebox to determine what location the record best suits." The Johnson Vending Co. services jukeboxes within a 40-mile radius of Rock Island on the Illinois side of the Mississippi River.

Favor New York Licensing Bill
- Continued from page 60

the licensing control from local to state government.

The association has said that any controls are usually the state who were revealed by the state as having a criminal record would not be accepted as members. This came after reading reports from the state liquor board stating that such operators were deemed unacceptable to have any or any other interest in a bar.

The association also heard a report from Michael Malyk on the two for 25-cent play on jukeboxes. He favored it, because the peak hours of play are not too short to continue with the three for 25 cents play.

Jack Wilson discussed the built-in alarm systems for machines, and Bucky Van Wyck brought one in to demonstrate to the audience, pointing out that John Bilotto, distributor for Walitter jukeboxes from New- ake, N.Y., would also be distributing the alarm systems. The membership went on record favoring an alarm apparatus built into the system at the factory, but agreed it should be optional equipment.

Bilotto spoke of making better use of record promotion material provided by record companies. He urged the association to play a greater role in focusing attention on performers and songs that help jukebox play. (Continued on page 64)

Don't settle for peanuts!
Enjoy super earnings with
CHICAGO COIN'S
SUPER CIRCUS
RIFLE
FABULOUS NEW SOUND SYSTEM... DOUBLE DEPTH ILLUSION!

READY SOON!

Second Iowa Pool Tourney
- Continued from page 60

sions and the competition during finals was streamlined because of the use of 16 tables.

Rivet Show
The tournament was just unbelievably well organized," said Ed Ginsberg, president, Atlas Music Co., Chicago. Ginsberg enthusiastically backed the initial tournament here and this time held a showing during the tournament for the new Rowe International, Inc. Trimount jukebox. Clint Schockey from the factory was in charge of the showing, held at the Blackhawk Hotel. The tournament was held in the spacious Masonic Temple here.

Ginsberg said he didn't want the jukebox showing to interfere with the event at the Masonic Temple and that everything worked out well. "We had a surprise snow storm the first night. That didn't interfere too much though. A lot of operators came in from various parts of Iowa and Illinois, though probably the weather did curtail some opera-

The operators involved in the tournament were Harkins, Pete Kahler, Louis and Wallie Osterman (American Shuffleboard Sales, Peoria, and the only firm with no winners, John Cox, George Woodbridge (president, Illinois Coin Machine Operators Associations), Clarence Hagen, Orma Johnson Mohr and Pete Langbehn. Bob Raywood, Bidde Music, Elgin, Ill., president of the association.

Continued from page 60

Wis. Rock-Ola Showing

N. WESTERN

Chicago—There are now 45 states levying a sales tax or a use tax. Only Oregon, Alaska, Delaware and Montana have not resorted to sales tax for providing added revenue. Most states have increased their tax rates by 1/2 to 1-1/2 percent. Hikes of one percent are common and rates as high as five percent are becoming common. The National Vendors Association (NVA) recently published the following study:

**ARKANSAS**

A bill which gives the blind a preference in the allocation of vending locations in public buildings was approved by the Governor on March 7, 1969. Vending facilities presently not operated by the blind will be transferred at the termination of the contract or when a change in the present facility is imminent. A series of three bills would have required a license for operating merchandise vending machines at the rate of $1500 per year. These bills died.

**CALIFORNIA**

A bill including a provision to extend sales tax relief for vendors to merchandise vendors at 15 cents (up from 10 cents) and under was passed in August (Assembly Bill No. 444). The relief involves the classification of a vendor as a "consumer" rather than a "retailer" and the payment of tax on the cost of merchandise rather than the selling price. An annual tax on vending machines at the rate of $20 per machine or 1 percent of the gross receipts from vending machine sales, whichever is greater, has died.

**CONNECTICUT**

There has been an increase in license fees for machines vending products at 5 cents or more to a rate of $25 for three machines, $50 for four to 10 machines, $100 for 11 to 100 machines and $100 for each additional machine. Revenue from these fees will be used to help fund the Blind Agency.

**NEW YORK**

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**ALASKA**

Several changes were proposed in the Alaska business tax license, but no action was taken by this legislature. One bill ($342) would raise the fee for a coin machine license Class II from $130 to $200. This bill along with the other bills not disapproved of will be carried over until the 1970 legislative session.

**ILLINOIS**

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Second Iowa Pool Tourney Is Success

The Des Moines Journal just adopted a state income tax for the first time. Governor Ogilvie promoted the legislation, and the new tax will eventually mean the end of the personal property tax and a refund to the purchasing public. Sales tax burden from food, drugs, and the like. Many of these changes in the law would be made under the present Constitution, but a State Constitutional Convention is scheduled to begin in December, 1969. This work will last for at least a year, probably more. After their work is completed, the Constitution will be submitted to referendum. Many changes are expected.

While we have been working with Bob Kantor and the Illinois Bulk Vending Association to create a bill for increasing the tax on vending machines, we have decided to rely on the sales tax for revenue purposes. We are not opposed to the bulk vending tax but the legislature will be impressed by the relatively minimal amount involved in the vending operation (but the Governor has not yet signed the bill). We are seeking to permit breaking into coin operated machines or for possession of certain tools for making coin operated machines. Under these acts of non-cooperation we would institute a felony rather than a misdemeanor.

The bill making a breaking into a vending machine was introduced but died without passage.

IOWA

A bill which would have exempted sales of 14 cents or less paid through coin operated vending machines from the sales tax was introduced and is carried over to the 1969 legislature. Also introduced are various proposals to increase the license fees per machine.

KANSAS

House Bill No. 1270 allows an operator disposing of or selling vending machines in the course of his business to do so without obtaining a license.

MISSOURI

Two especially important bills were introduced in the State legislature—one a proposed $15 to $10 per machine tax while another sought to exempt from sales sales tax of tangible personal property through vending machines at a price of $15 or less. Two especially important bills were introduced in the State legislature—one a proposed $15 to $10 per machine tax while another sought to exempt from sales sales tax of tangible personal property through vending machines at a price of $15 or less.

Nebraska

Food and beverage machine operators are now licensed by the State with a fee of $50 per operator.

New York

The rate of sales tax was increased from 2 percent to 3 percent effective January 1, 1969. In addition, two proposed bills affecting our industry have been carried over to the 1969 legislature. One bill provides for the exemption from the sales tax of candy bar and snack food at a price of 15-cents or less. The other (S 5459) would eliminate the provision that "vendor be primarily engaged in making and selling goods" from the exemption for sales at 10-cents or less. Also pending is the proposal to extend to vending operators the Small Business Commission to include authority to inspect their coin operated vehicles, to make tests and take samples (S 4472). Likewise pending is the measure which would prohibit requiring the taking of a lie detector examination as a condition of employment.

North Dakota

The tally of vending machine tax exemption on vending machines has been terminated as of January 1, 1969. The sales tax must be paid on items sold through vending machines at a price of 10-cents or less. A vending machine license bill was defeated.

Oregon

Defeated was a proposal which would have increased the sales tax of 3 percent of the gross receipts of a retailer. This bill, however, would have exempted single purchase sales of 15-cents or less if made through a vending machine provided adequate records would be kept.

Although the general sales tax rate was increased from 3 percent to 4 percent, the 3 percent rate still applied on sales through vending machines and other coin operated equipment.

Texas

With the help of Floyd Price and others, a $15 per machine tax was defeated. The effective sales tax rate in Texas (5.4%) is now 4.1% but vending sales of 16-cents are still exempt. The next step is for diner operators to make entry into a coin operated machine. The State is trying to prohibit the use of polygraph exam as a condition of employment.

Washington

Defeated was an attempt to make entry into a coin operated machine a felony.

Virginia

Various proposals to increase sales taxes were defeated. But also defeated was a proposal which would have exempted sales tax exemption for sales of 10 cents or less.

Wisconsin

All state licenses have been increased. Sales tax of 3 percent and license fee for a vending machine operator is $10.

Wyoming

Defeated was a bill which would have allowed the Department of Public Health to require a permit for the operation of a vending machine and a fee of $1.

The sales tax increased to 4 percent and defeated was a proposal to exempt from the sales tax all sales from vending machines of 10-cents or less. A fiscal note attached to the bill indicated that the exemption would have been a loss of from $100,000 to $125,000 to revenue to the state.

Interstate United Into Maintenance

CHICAGO—Interstate United Coin Machine, an equipment company, has entered the building services and maintenance business in a venture with Operations Service Systems, Inc. A new company, Vending Management Service, Inc., was the first venture for the company into the field. They had previously been concerned with operating public restaurants and bars. Interstar has also recently entered the music operating business.
Bally Hoo

Now at your Distributor!

A GREAT NAME FOR A GREAT GAME

IN 1931 BALLYHOO started the modern pinball era. Now Bally presents an astro-age BALLYHOO worthy of the greatest name in pinball history, a 4-player game brilliant in eye-impact, sizzling action, suspenseful repeat play appeal, and already smashing world-wide records for sensational earning power.

One, two, three or 4 CAN PLAY

BONUS

A GREAT NAME FOR A GREAT GAME

See your distributor or write BALLY MANUFACTURING CORPORATION - 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.

Mont. Assn.

RAY EBERT, Don and Tom Baker, Kenny Sandi, and Kenny Flynn were among those at a recent meeting of the Montana operators' association.

SHELLEY MARLOWS and Jay Cravath, who entertained during banquet.

JOHN MEAR, Harry Armstrong and Jackie Lance.

BOB WALKER, Dorothy Christensen and Zalve Kelman.

Coinmen In The News

COLUMBUS, O.

Royal Distributing Corp. enjoyed the largest turnout in the history of the company Oct. 29 for the unveiling of the Wurlitzer Statesman. Over 100 customers passed through the doors to see the new phonograph. The program was hosted by Dick Gilger and Bob Burrus plus the Royal staff.

Winners of the door prizes were Joe Young, Acme Music Systems of Niles, O.; Robert Elman of Grove City, O.; Tommy Thompson of Jack Young, Acme Music Systems the Royal staff.

Dick Gilger and Bob Burrus plus the Royal staff.

Over 100 customers passed through the doors to see the new phonograph.

The Automatic Coin Vending Machine Industry Division of Bonds for Israel honored Albert M. Rodstein, president of Macke Variety Vending Co. and Amuse-A-Max Corp., as a State of Israel Tribute Dinner held last Sunday (Oct. 26) at the Holiday Inn in Columbus. Marvin Stein, a previous recipient of the award, was dinner chairman with William Fishman and Joseph Silverman, associate chairman. Jack Beresin, former boss-man at ABC Consolidated Corp. and Berlo Vending Co. and now consultant with the parent company, Opden Fees, was honored at a testimonial dinner Nov. 9 at the Bellevue-Stratford Hotel. Funds from the dinner will be used for a Police Athletic League center to be named in his honor. Beresin is a member of PAL's board. T & G Vending & Amusement Co., Inc., was formed here to operate all types of amusement and vending machines. Law firm of Mirisch, De Fino & Copolino filed the petition for a charter of incorporation. Automatic Vending Co., based in Reno, Nev., filed for a Certificate of Authority as an out-of-state corporation to operate its manufacturing business in Pennsylvania.

William Fishman, head of ARA's food catering and vending organization, and Ralph W. Pries, vice-president of Berlo Vending Co., were named associate chairman for the Trade Council of the 1970 Allied Jewish Appeal Campaign. Pries will handle the music industries and coin machines division while Fishman will be in charge of the food trades division.

Beresin and Pries, executive vice-president of Berlo Vending Co., have been named to the Executive Board of Variety Clubs International. Both are former presidents of Variety. Fishman, named chairman of the 41st anniversary banquet of the National Conference of Christians and Jews, to be held Dec. 9 at the Bellevue-Stratford. The annual event features the presentation of the NCCJ's National Human Relations Award to a local civic leader.

Louis M. Novak and George R. Doer are the owners of the newly established Novak Vending Service based on Edgewater Road... Macke Laundry Service Co. of Maryland, operating laundries, vending and other coin-operated machines, setting up operations in this area.

产品的名称：Bally Hoo

现在在您的分销商!

一个伟大的名字为一个伟大的游戏

1931年，BALLYHOO开启了现代弹球机的先河。现在，Bally推出了一个超时代的BALLYHOO，它的名字是弹球机历史上的经典，一个四人游戏，以其令人震撼的视觉效果，令人惊叹的动作，令人着迷的重复播放吸引力，以及已经在全世界范围内取得了令人震惊的收益记录，为惊人的收益能力提供了保证。

一个，两个，三个或四个可以玩

奖金

一个伟大的名字为一个伟大的游戏

在您的分销商或直接联系BALLY MANUFACTURING CORPORATION - 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.
ROD McKUEN
writes hits for everybody else.
He's kept his new one for himself...

MR. KELLY / KELLY & ME
from his new best selling book,
In Someone's Shadow.

Produced by Rod McKuen
and Wade Alexander
for Stanyan Records
On Warner Bros.,
where he belongs.
If you were a manufacturer, which music-record trade publication would you advertise in?
When TAPE RETAILERS were asked this question, 53% said they would advertise in BILLBOARD.*
9% said they would advertise in Cashbox.*
1% said they would advertise in Record World.*

TAPE MEANS BUSINESS IN BILLBOARD

Eight Cad Bokers

**CLASSICAL**

Armenian/Armenian Singers / Halle Orch. (Bruchhull)
Angel 5 36531 (5)
A fine, all-around performance by all makes this album stand out. Sir John, weaves the melodies, with craftsmanship and detail. Shelia Armstrong's soprano shape her dramatic skills in a fine populating the author's musical effectiveness Armenian Singers excel.

**HANK THOMPSON OKLAHOMA**

This tribute to Oklahoma actually has no boundaries: many of the tunes are known outside the world of Oklahoma's Western Bil's. In addition, there's Thompson's latest single, "Oklahoma Home Town". Thompson's in his usual smooth form and the entire album is entertaining plus.

**HANK THOMPSON NASHVILLE**

A good one for Shoe. This package contains a symphony of great country standards, and relatively recent song material. In the latter category, there's such gems as "Mendels and Chota", and typical of the latter is "When You're Wrong I'm Right." Shoe does turn the traditional style.

**ERIC ANDERSON**

This album is a tribute to the music of the fine Chicago record producer. All the selections are used examples.

**JAZZ**

JOE JONES - Breezin', Joe
Prestige PR 7697 (S)
Guinness Jones is aided by tenor saxophonist Photo Brown are heard in a collection that, like the title says, is full of contemporary rhythms as well as some down home jazz. In the latter case he keeps one ore open for what's going on. Music is a collection of "Dream On Little Dreamer," for instance; has the addition of a back line he heard from the Jami Hendrix group. Wide appeal jazz.

**LADO STARRER'S**

Soul Singers-Hey, You! But Gospel's Out of Sight
Check LP 10506 (S)
The beat here is strong, with very advanced musical sounds providing spurs, but the message is soul gospel. "If I Were a Bird" has great overtones and features an excellent harmonica driving along splendidly, "Three Little Birds" is a fine effort, "A Place in the Sun," and "Butler Fly."}

**POP**

**POPE**

**RIGHTIOUS BROTHERS**

Hank V-0576 (5)
The Righteous Brothers, with new member Jimmy Walker (replacing Bill Medley) are back. And while it's a return to the music scene. The soulful sound is still there and the material is better than ever. Two songs are duplicates of those on the duo's performance of "Torn on the Barbed Wire." Like I Know and "Woman, Man Needs Fa," their brand new single.

**THE SWANEE BIRD"**

Dr. John: St. Louis, 1969
Second Chance (5)
This is a fine sacred package. Lenby Van Dike, backed by the performers, does some great standards here, and the various cuts are really arresting. "Dead Away," "Just a Close Walk With Thee," "Place in the Valley" and many more are done with tremendous year and sweetness.

**HANK THOMPSON OKLAHOMA**

A study of the history of the state of the art of the chart, through the years.

**SATURDAY NIGHT**

Johnny Jones: He Walks With Me, The Walks With Me
Conte 103 (5)
If you are a lover of gospel music and have never heard of Johnny Jones, now is the time to get acquainted; Jones has taken gospel and dressed it in soul-rock threads. The result is a exciting innovation which will not only win the singer many new fans, but will also win many new listeners for gospel music.

**HANK THOMPSON OKLAHOMA**

A study of the history of the state of the art of the chart, through the years.
SPECIAL MERIT PICKS

**POPULAR**

**CHUCK BERRY—LOVE THE HAPPIEST—** Jewel Box, St. Louis. 1200 (K).

**HARRY CHATMAN—-** Goodtime Band, Chicago. 1200 (K).

**DOO-LOU—Rarities—** in the Kitchen. Prestige PR 7900 (K).

**NAPOLEON LAVALLE—** Wurlitzer. Prestige PR 7608 (K).

**FOLK**


**COMEDY**

**VARIOUS ARTISTS— terror—** Schenectady. Album No. 45 5017 (K).

**RELIGIOUS**


**GOSPEL**


**CHILDREN**

**M.P.—** Mc-Davis Bloom. Commodore CD 120 (K).

**POLKA**

**HAPPY CASEY (FINGERS) ** SIERSBURY—** Loveable. Joy 19017 (K).

**CHRISTMAS**

**CAROL—Clare, the Voice—Without a Santa Claus. Commodore CD 130 (K).

**-recordset.**

**ISBACH—** Russian Folk—** Special Keep Press, New York. 1200 (K).

**SPOKEN WORD**

**STEVENS, THE—** The Complete Case of Dr. Jekyll and Mr. Hyde—** Anthony Asquith. Commodore CD 130 (K).

**THE JAMESTOWN—** SAGA—Barbour/Various Artists, Name 2102 (K).

**—**

**PARIS—** The Art of Musical Fea—** Bernard and Stephen, New York. 1200 (K).

**A HOMESPUN CHRISTMAS—** Various Artists. Name 2202 (K).

**JAZZ**

**DON PATTISON—** On a High Devout Prestige PR 7608 (K).

**SPECIAL MERIT PICKS**

**SOUNDTACK**

**SHOT—** in a Boat and Ted & Alice. Bell 1200 (K).

**CHUCK BERRY—** BILLY AND THE WATERTOLL—** The Cray—** Fox. Guild 2902 (K).

**HARRY CHATMAN—** Ready to Go. Fox. Guild 2902 (K).

**DOO-LOU—** Rarities, Street. Guild 2902 (K).

**KING CLARK—** Lord and Lord. Atlantic 1302 (K).

**JOE LUCKAM—** Berts. Atlantic 1302 (K).

**HARRY CHATMAN—** Goodtime Band. Atlantic 1302 (K).

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**JAZZ**

**DON PATTISON—** On a High Devout Prestige PR 7608 (K).
**WANTED TO BUY**

ENGLISH ROCK RECORDS—USE ALL 45'S & LPS. Any quantity. Larry Schaffer, WANTED TO BUY

**SCHOOLS & INSTRUCTIONS**

**BELL’S FAMOUS 20 WEEK COURSE for the Complete Radio Telephone License.**

**CLASSIFIED ADVERTISING RATES**

- **REGULAR CLASSIFIED AD:** $1.50 per line. Minimum: 4 lines per insertion.
- **DISPLAY CLASSIFIED AD:** 1 line, $3.00; 2 lines, $5.00; 3 lines, $7.00; 4 lines, $9.00; 5 lines, $10.00
- **Minimum:** 9 lines per insertion
- **Continuing Insertion:** 15% discount after 3 months; 10% discount after 6 months; 5% discount after 12 months
- **Classified Advertising:** 
  - **Minimum:** 6 lines per insertion
  - **Display Classified AD:** 1 line, $3.00; 2 lines, $5.00; 3 lines, $7.00; 4 lines, $9.00; 5 lines, $10.00
  - **Minimum:** 9 lines per insertion
  - **Continuing Insertion:** 15% discount after 3 months; 10% discount after 6 months; 5% discount after 12 months

**USING EQUIPMENT**

**NEWSPAPER, LISTS:**

- **DISPLAY CLASSIFIED AD:** 1 line, $3.00; 2 lines, $5.00; 3 lines, $7.00; 4 lines, $9.00; 5 lines, $10.00
- **Minimum:** 9 lines per insertion
- **Continuing Insertion:** 15% discount after 3 months; 10% discount after 6 months; 5% discount after 12 months

**FOR SALE**

**ATTENTION, DJS AND RECORD COLLECTORS:**

- **WANTED TO BUY:**
  - ENGLISH POP MUSIC—USE ALL 45'S & LPS. Any quantity. Larry Schaffer, WANTED TO BUY
  - WANTED TO BUY:
  - **Czechoslovakia:**
  - **International Exchange:**
  - **Classified Advertising:**
  - **Regular Classified AD:** $5.00 per line. Minimum: 4 lines per insertion.
  - **Display Classified AD:** $20 per inch. Minimum: 1 inch. Some frequent discounts as above apply.

**INTERNATIONAL EXCHANGE ADVERTISING RATES**

International exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

**REGULAR CLASSIFIED AD:** $5.00 per line. Minimum: 4 lines per insertion.**

**Display Classified AD:** $20 per inch. Minimum: 1 inch. Some frequent discounts as above apply.

**SEND ORDERS & PAYMENTS TO:** Tom Oltoslawski, International Exchange Advertising Director, Billboard, 165 W. 46th St., New York, N. Y. 10036, or Andre de Vaey, European Exchange Director, 7, Welbeck St., London, W.I.
Engelbert has exploded!

This truly great talent has emerged as an unqualified giant of the entertainment world.

Engelbert Humperdinck has broken club records everywhere he's performed including his just completed stay at the Royal Box (Americana Hotel, N.Y.). His recent host stint on the Hollywood Palace show proved him to be a TV phenomenon — and his own TV network spectacular December 2 will propel him even higher into stardom's stratosphere. Everything adds up to making Engelbert's newest LP his biggest ever.
By ED OCHS

SOUL SLICES: "Buck White, the Broadway musical starring Muhammad Ali, has announced its artists..."

“Temptations and Miracles”..."The Supremes, the Impressions will continue with new vocal leader...

Mayfield..."will cut back on his personal appearances to 30 big-city concerts..."

Impressions, who never..."tial to be the biggest and best in soul."

Ella Washington..."in Birmingham, Ala."

Atlantic artists..."received the recognition that the..."

James & John Brim, Nowlin’ Wolf, Albert King & Otis Rush, Little

Bill Black’s Combo, now with Columbia, is readying an

THE IMPRESSIONS: The Impressions will re-record their "Amen" classic for the holiday season. They’ll..."SOUL OF THE 50's"

“Temptations and Miracles”..."Ain’t It Funky Now..."

Recordings..."In litigation with Motown is cleared up, have..."

Rick Hall’s..."has set January for album..."

Muhammad Ali, has scheduled previews..."

Soul Children, Stax 0050 (Birdees, ASCAP)

Ford, Tamla 54188 (Jobete, BMI)

Friends of Distinction, RCA 74-0204

Vanguard, Whiz 612 (Hot Shot, BMI)

Isaac Hayes, Enterprise 9003

Steam, Fontana 1667

Clarence Carter, Atlantic 2600 (Fame, BMI)

TO BE YOUNG, GIFTED AND BLACK

Tenison Stephens; Aires 2076

HURRY CHANGE

Soul Tornadoes, Burt 400 (Delrick, BMI)

TOO MANY COOKS (Spoil the Soup)

Vivian Copeland, D’Oro 3500

the Mailbox)

TOO% Proof Aged in Soul, Hot Wax 6904

Betty Everett, Uni 55174

Lovelites, Lock 723 (Moo-Lah, BMI)

the) DOCK OF THE BAY

Jr. Walker & the All Stars, Soul 35067

Stevie Wonder, Tamla 54188

Glory Taylor, Silver Fox 14 (Myto, BMI)

ELEANOR RIGBY

Jr. Walker & the All Stars, Soul 35068

Stevie Wonder, Tamla 54188 (Jobete, BMI)

This Love’s Over

Friends of Distinction, RCA 74-0204

Soul Children, Stax 0050 (Birdees, ASCAP)
Billboard's 8th annual

The 1970 International Talent Directory will be the largest, most comprehensive talent buying guide ever published in the history of Billboard. Printed as a full-sized section, it will be included with the mammoth 75th Anniversary commemorative issue which will be a fact, fun and nostalgia-filled issue probing the past, present and future of the entertainment business. The Talent Directory will list every major recording artist in all the vital music markets of the world, as well as their personal managers and booking agents. Acclaimed annually as the most widely used publication in the talent-buying field, the Talent Directory will further enhance this image with the introduction of its Trendsetter Awards, presented annually beginning with this issue to those record artists making the most significant contribution to the world of music today.

Don't miss out on this fantastic opportunity to advertise your talents to more than 100,000 interested industry readers in this monumental issue.

Remember the new advertising deadline is DECEMBER 5.
Shreveport, A DIVISION OF
42. RECORDS!

hit! big soul station departed to head for KUDL in Kansas City, Mo., has personality the New York City station. It was the Westinghouse plant, with ratings is incredible.

Records format "an experiment," based other three to five years. The notion is to build on KVIL-AM's format in the market to educationally approach any use of MOR in the market which the predictors will probably take another three to five years. He regards KVIL's present format "an experiment," based on solid research and background. KVIL was the first MOR station in the market to experiment heavily with a combination of MOR and Top 40 records that emphasize a vigorous, uptempo sound. Now other stations in the market can be found following KVIL's promising pattern.

In the experiment's success "Yes, definitely," believes Chapman. "Actually, the fact that we are doing as well as all with ratings is incredible.

Vox Jox

* Continued from page 58

died last week. He was 85. Cowan announced that after the station in Newark in a shack on the roof of the Cowan building, the station WJZ in Newark, N.J. It was the first radio broadcast in the New York area. He retired in 1943 as chief announcer of WNYC-FM, the deep-e listening radio station. Anderson (J.P.) Soul Little, black personality of KDKL, was announced that the station KDKL in Kansas City, Mo., has departed to head for KWJF-FM, a soul station in Kansas City that also just latched onto three jocks from KPRS, the AM soul station in Kansas City. Understood that

KWJF-FM is really building.

KUDL, incidentally, has added Buddy Van Cleave, who'd been general manager of WXXX, Hattiesburg, Miss., and Mark (Mark Rivers) Driscoll from WQOP in Hartford.

* * *

Chuck James has been appointed program services manager of the CBS radio division, New York. He'd been new director of KCBS, San Francisco. He started his radio career in 1955 as production director of WIL, St. Louis. But I'm still basically against syndica-
tion, and the "Love" semi-progressive rock package of ABC has helped FJM sales for the ABC-owned FM stations show an increase of 157 percent in sales during the first month of 1969 over a similar period a year ago, according to division presi-
dent Harold L. Neal Jr. He also states that WJIZ-FM, which has over 600 persons in week, making it the most-listened-to station in North America.

* * *

Jim Edwards, en route to Las Vegas, stopped after hopping

Louisiana. Now, he's backtracked to join WABR, Mobile Top 40 station. Edwards had been program director of WDUT in Bur-
ington, Vt., until recently. Johnny Mac has departed WNHC, New Haven. Bill Coleman, WQXI and was music direc-
tor of WQXI, and was music direc-
tor of WHK, Atlanta; Gary Granger of WKNR, Wilkesboro, N.C. 28697, says the program director Deane Johnson of WRJW, Philadelphia.

Hackett, who had been on the air for a year. He career

* * *

James K. Hackett has been named general manager of WQBI, Freeport, N.Y.; he'd been station manager of WICZ in Providence.

Pat Hughes, 29, veteran per-
sonality and most recently only of Image Productions in Atlanta, died Nov. 4 of a diabetic coma.

The many aired included Red Jones of WQOM in Atlanta, Ga.; Randy Robbins of WQJ, Vanderbilt Cramer of WQR, Detroit; Dick Kline of Atlantic Recordings, Maurice LeFevre of King Recording Studios, and Wayne Hugel of Atlantic distributing.

Hughes spent seven years with Atlantic as music director there for two years. He once op-

tained Alas's teen club. The Stingray. He hosted a sister TV show for a year. His career also included a stint at KBOX in Dallas. Red Jones is now setting (Continued on page 77)
Franklin Holmes to John: the speeches are welcome changes as they offer...
Clasical LP's

LOS ANGELES—Angel Records is issuing a three-record package of Massenet's "Werther" starring soprano Victoria de los Angeles, tenor Nicolai Gedda and soprano Madeleine Peyrefitte. The three records are part of the children's church of radio French, and the Orchestra of French National Radio.

Daniel Barenboim conducts his recording of Schubert symphonies with two released with the Menuhin Festival Orchestra, record label of "Symphonic Show No. 8 (Unfinished)" and four overtures, and the "Symphony No. 9 (G minor)."

In Chopin piano series, Alexis Weissenberg's recordings on two LP's and Augustin Anievas plays waltzes. Completing the American title is a four single with sopranos Sheila Armstrong and Patricia Clark, the American Symphony, and the Halle Orchestra under Sir John Barbirolli.

Yevgeny Svetlanov and the USSR Symphony continue their Milestone/Angel series of Scriabin with the "Symphony No. 1." Makım Shostakovich has his first album of Dimitri Shostakovich music as he conducts the Bolshoi Theater Orchestra in three of his father's ballet suites. The third Mele- diya/Angel set features soprano Yelizaveta Shumskaya, tenor Mikhail Devganov, baritone Aleksandr Bolshukov, the TSFSR Russian Chorus, and the Bolshoi Ballet under Kirill Kondrashin.

The list of the Streichere line has Samson Francois in a three-LP Ravel package. Pianist Witold Malcujczyk has a coupling of Franck and Debussy. Carlo Maria Giulini conducts the Philharmonia in Brahms.

Adolph Krempe conducts his Royal Philharmonic in a Czech program of Smetana, Dvorak, and Weinberger. Listing the Seraphim titles is a Vivaldi with Libor Boztes and Franco Fantini, Les Solistes de Bruxelles and J. Solissti di Milano's Angelo Ephrthiak conducting.

BOOK REVIEW

"Dictionary of Singers" Out


NEW YORK — "A Concise Biographical Dictionary of Singers" is a gold mine of research information about the better-known and lesser-known singers, most of whom have been rep- resented in disc. Also included are label identifications.

There are brief biographies of almost 1,500 artists from 40 countries and almost every classical artist who recorded from 1880 to the present. This valu- able working reference work also has an important glossary with a list of principal opera, operettas and composers included in the Korytov, Violinist, Dies at 72

NEW YORK — Boris Korytov, former violinist for the Budapest Strings, died of cancer at French Hospital on Nov. 15. He was 72. Korytov was a mem- ber of the violin sect for 57 years and is on the unit's many Co- lumnia recordings. The Budapest Strings Quartet, who were among the many string musicians he coached, played selections from Beethoven and Bruckner at Korytov's funeral on Nov. 18 at Frank C. Campbell's here.

November 29, 1969, Billboard
"A pilot's ready when I'll let my family go up with him."

Captain Chuck Shafer polishes pilots. He teaches them things they didn't even know they didn't know.

When a man graduates from our pilot training center in Fort Worth, we turn him over to men like Captain Shafer. He's the one who decides when they're ready.

Ready to fly for American.

The Captain looks at his job this way:

"By the time they get to me, these guys are pretty good pilots, but I've been in this business at least 20 years longer than any of them. For instance, they know how to land a plane; I teach them how to bring it in like a big swan. It's for the extra comfort of the passengers. And that's the bottom line in our business. Give that passenger as smooth a ride as possible."

We don't know anybody who can do Captain Shafer's job better than he can. That's why he has it. It's the American Way.

Fly the American Way. American Airlines
**Music Show Hotel**

The International Hotel in Las Vegas will be the headquarters of the dealers attending the American Music Dealers Industry Exhibit at the Convention Center from April 27 through 29. The $60 million hotel, towering 365 feet above the Southern Nevada landscape, contains 1,519 rooms and suites in the single high rise tower.

**The IN side View of Musical Instruments**

BLACK LIGHT. The Checkmate BL-2 Black Light kit has two units (right) containing high-intensity 12-inch black light bulbs. Included is a "Luma Glow" spray, which is invisible under normal room lighting, but appears under black light. Instruments supplied with "Luma Glow" are a glow that may be used for exciting stage effects. The paint is available in yellow, green, pink, orange, violet and blue. The entire unit, with paint and two black lights, market by W.M.I. Corp., and made portable by an attach case, retails for under $50.

**New Catalog**

ST. LOUIS—The St. Louis Music Supply Company has published a 1970 supplement to its general catalog. The 200-page supplement includes a full line of educational and instructional literature, music sheets, and accessories imported and distributed by St. Louis Music. Price corrections in the general catalog are also in the supplement.

**In EDGE of Park Program**

AMC—The American Music Conference (AMC) will place new emphasis on working closer with many of the nation's most important educational associations and in such areas as developing music plans for the National Recreation and Park Association (NRPA). AMC vice-president of education S. Egbert, will organize region- al music seminars for NRPA's city and county recreation departments in 1970 which will result in a national music activities presentation in AMC's annual meeting Oct. 23 here.


**Condor Modular Used by Students**

BOSTON—Five additional Condor sound modulators will be used by the Berklee School of Music. The instru- ments, a division of Hammond Corp., will be available to the school's 226 guitar students and to condition students. Students are already using the Condor sound modulator. The full Condor product line will be on display at the Mid- west National Band and Orches- tra Exhibit Dec. 16-20 in Chicago.

**In EDGE of Park Program**

For BIG Stones' Show

LONDON—Tedd Norman, a sound engineer, contains 1,519 rooms and seats 13,500.

Tower.

dealers attending the American Music Show Hotel. The International Hotel in Las Vegas will be the headquarters of the dealers attending the American Music Dealers Industry Exhibit at the Convention Center from April 27 through 29. The $60 million hotel, towering 365 feet above the Southern Nevada landscape, contains 1,519 rooms and suites in the single high rise tower.
The Littlest Angel has been pre-recorded.

Music from Hallmark Hall of Fame's December 6 TV* production of Charles Tazewell's Christmas classic is original, with us.


What's behind it?

An ad in TV Guide. Specially prepared co-op newspaper ads. A post-show credit line telling 50 million Americans THE ORIGINAL CAST ALBUM FROM THE HALLMARK HALL OF FAME TV PRODUCTION OF "THE LITTLEST ANGEL" IS AVAILABLE ON MERCURY. Finally, a specially designed full-color album cover showing stars, sets, and scenes from 'The Littlest Angel.'

This very special album is just right for the time of year when sales set records. So we suggest you get behind it right away.

Somebody may be watching.

* The Hallmark Hall of Fame 90-minute special, NBC TV Saturday, December 6. See your local newspaper for time and channel.

On Mercury Records
SRM 1-603

Also available on Ampex stereo tape
Open Reel—201
8 track—B201
Cassette—5201
Simply defined as Paul Siebel and his music. Traditional in form. Intensely personal in nature. *Woodsmoke and Oranges* a new album on Elektra Records.
Canadian News Report

Maple Leaf System Criticisms Mounting

*Continued from page 1*

Manufacturers and producers this week indicated that the industry felt the Maple Leaf System was being affected by circumstances that had been predicted by radio stations.

The system was formed five months ago by key Top 40 stations, aiming at giving exposure to Canadian records.

The system was to pick three records each week, which would be given wide exposure of "up to eight times per day" to a minimum of three on-air plays each week.

But several record companies claim they have monitored stations and found that records were being played once a day, in off-peak hours. One company noted that it had two records picked by the MLS one week, and yet only gave one play that week, the two records were played back to back on an off-peak hour. Other companies complained the MLS had been picking disks nationally, according to several company spokesmen.

The disk was "Which Way You Goin' Billy?" by the Poppy Family.

"The main trouble," summed up one promotion man, "is that the MLS either overestimated its strength or just didn't give a damn. Many people believe it was only started as an attempt to head off legislation rulings for Canadian content.

"We have found that several of the stations have not bothered to play selections more than once or twice. None are given the concentrated exposure given to a new U.S. hit. It seems that the only way to boost the local recording industry is by forcing the stations to play a lot of Canadian records all the time."

Another executive said: "The MLS is a joke. It has done nothing for the industry except make a lot of noise about what it could do."

Whatever the cause, Canada is still one of the few countries in the world without a domestic record industry since the advent of the MLS some companies have laid out a lot of money in production, but the returns have not been spectacular. Companies are now (Continued on page 88)

BMI Canada Publishing to Berandal Music

TORONTO — BMI Canada Ltd. Music Publishing Division has been acquired by Berandal Music Ltd. Announcement was made by Harold Moon, BMI publisher, and Andrew Twa, Berandal president.

"We have found that Berandal's purchase came about after the company considered several other offers," pointed out that BMI Canada, which was activated in 1947, was just waiting for the right opportunity to move out of the publishing business but only when adequate Canadian music publication was developed to take the necessary opportunities within Canada. He had stipulated that the organization taking over must be Canadian owned and operated in the same manner as established by BMI.

Twa has confirmed that the company's long established policy of promoting Canadian talent will continue. He said: "Berandal will also be branching out beyond publishing in a manner similar to that of our Canadian operations."

Attendance Is Broken by Cash

TORONTO — Johnny Cash broke all attendance records for a single concert at Maple Leaf Gardens Nov. 10. The singer pulled 18,106, and a record 593,000 gross that outdistanced even Beelte concerts here. It was the largest indoor crowd Cash has performed to date. Despite no newspaper advertising, and with only an on-air lick of his appearance date on country station CFGM for publicity, the show was an early select-

Phonodisc Adds Commonwealth

TORONTO — Phonodisc has finalized negotiations to add Commonwealth United Records to its roster of independent labels. Newly formed CUR label, which has exclusive rights to the company's movie soundtracks, will have "The Magic Christian" and "Willy Wonka" with Paul McCartney out soon. Phonodisc's initial release from CUR will be Maxine Brown's "We'll Cry Together" single and her LP of the same title.

Radio Stations Underwrite LP

TORONTO — Three radio stations have underwritten the entire production cost of a new Canadian Talent Library LP by the Metro-Gnomes. The stations, CKRC, Winnipeg; CKW, Regina; CKOC, Hamilton, are owned and operated by Trans-Canada Communication Ltd.

Finished product was the end result of six months of cooperative planning between the CTL and TCCL. The album was recorded in Winnipeg and produced by RCA's Mark Smith. CTL will release the LP to its charter members late November. Quality is set to release the set and single to the public on its Birchmount label at a later date.

WANTED

U.S. independent record labels that need total representation in Canada.

We'll manufacture, distribute, and promote your product, then sell it like it should be sold.

REWARD

CONTACT LEE ARMSTRONG or BOB CHISLETT
The Compo Company Limited,
2377 Remembrance St., Lachine 600, Quebec
PHONE 514-637-2561;
TELEX 01-2012, TWX 610-422-3064

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NOVEMBER 29, 1969, BILLBOARD
RCA-Audio Fidelity Deal

LONDON — A further boost to the catalog strength of RCA's economy label, International, will be the result of a three-year licensing deal for Britain and Ireland with the U.S. company Audio Fidelity. The tie-in represents an agreement between Bob Angles, manager for foreign programming, and Herman Gibmel, AF president, and specifies that ABC Records will manufacture albums a year. In addition to product scheduled for the International label, other material will also be available on the Victor and V предлагает labels. AF previously released its own material in the U.K. and was later represented by Transatlantic for a period. First release will be available January, and will include four sound effects records together with albums by Lionel Hampton, Oscar Brand and recordings of the Wurlitzer organ.

Mike Stone to L. Angeles Firm

LONDON — Mike Stone has left his post as general manager of the Schroeder Music Publishing Corporation to join Greif Garris Associates in Los Angeles as vice president in charge of the music division. His new position covers all Greif Garris music publishing firms and the Gregar Record Company.

Stone is returning to the U.S. after seven years in Britain during which time he has worked as a record producer and as a promotion manager for the pirate radio station, Radio London. He is confident that the racks will be established its catalog here. Previous contracts have been with Elite Special, Decca Grammophoned and Metronome. Most successful of these was the Metro- nome deal. Metronome had demonstrated that the U.S. accessory market was a profitable side business with a determination to gain a larger share of the German classical sales, is expected to put a great deal of effort into establishing Supraphon in Germany as a prestige classical label.

CBS Campaign On Instruments Starts in Jan.

LONDON — The CBS test campaign for the new dealer musical instrument and accessories line is to begin next January. It will last for six weeks and involve about 50 retailers all over Britain.

Subject to the success of the campaign, the company aims to have the racks in about 500 shops by the end of next year, which will mark the beginning of a major drive by CBS into the U.K. accessory market. CBS will work with an established company that will be in charge of the right outlet system, which is why we are running this preliminary campaign, said Jim Fleming this week. "We are confident that the racks will be a great success — dealer reaction has so far been very enthusiastic — but clearly some shops are better for handling this type of product than others."

The two-foot-diameter revolving racks will carry 26 different products including guitar strings, picks and straps, amplifiers, drums, and coiled amplifier leads, drum sticks, maracas, microphones and bongos.

'Soldier' Disk For Airplay

TORONTO — Quality Records distributed "The Last Soldier" EP to radio stations across the country for special Remembrance Day airplay, Nov. 11. The EP which runs 8.34 minutes was written and produced by Chuck Camroux and Dan McFaul of CKID, Sarnia. The disc, although not available to the public in EP form, will be leased in an LP package on the company's Birdmount label shortly.

Ariola-Eurodisc Begin Classics Promo Drive

MUNICH — Ariola - Eurodisc has begun a drive to obtain a larger share of the classical market — at present dominated by Electrola, Deutsche Grammophon and Teldec — by the acquisition of two classical labels — Harmonia Mundi and Supraphon. Ariola, already strongly placed in the market with such artists as Henney, Peter Alexander, Udo Juergens and Teldec, is also now entering the classical market following the departure of former managing director Dr. Werner Vogelsang to head up the Phonogram company in Hamburg.

The new acquisitions, added to its own production and its representation of the Soviet Melodia line, considerably strengthen Ariola's stake in the classical market.

Harmonia Mundi, the Stutt- gart production company, spe- cializes in chamber music. Its product was recently presented to retailers by Ariola's southern district manager Konrad Ram- pendahl, who noted that the cur- rent best-seller in the line was "Zauber des Barock," selling at $2.50.

The contract with Supraphon for distribution in Germany rep- resents the Czechoslovakian company's fourth attempt to es- tablish its catalog here. Previous contracts have been with Elite Special, Deutsche Grammaphoned and Metronome. Most success- ful of these was the Metro- nome deal. Metronome had demonstrated success with budget line Supraphon product. But Ariola, with more experience in the classical field, has decided to gain a larger share of German classical sales, is expected to put a great deal of effort into establishing Supraphon in Germany as a prestige classical label.
LONDON

Warner Bros. has signed a two-year exclusive distribution deal with Philips for the U.K. Its deal with Polydor to handle its releases outside the U.K. U.S. and Canada. The arrangement was made by U.S. lawyer Marty Machat, signed in Hamburg with Polydor's managing director Schutzhal.

President has concluded a new licensing deal with EMI in Australia for distribution of product. The arrangement also covers New Zealand and Australia. President was previously handled through RCA. Tesco, a U.K. supermarket chain, is expanding its disk retailing activities to include more low-price material. The company is planning to stock Sunny and Avenue product on an experimental basis.

CBS has produced a special Christmas album for the Polydor record company, as part of a promotion campaign which is running until early next year called "Great Songs, Great Successes." The LP features Andy Williams, Julie Andrews, Natalie Wood, and others. The album has been produced for the Columbus in New York. The Johnny Harris instrumental "Footsteps on the Moon" has been chosen for the Christmas tune for its coverage of the Apollo 12 moonshot. Harris, who was musical director at Petula Clark's recent appearance at London's Royal Albert Hall, has added the score for the new David Hemmings film, "From Fear!".

PHILIP PALMER

TORONTO

Mother Tuckers Yellow Duck 'Funny Feeling' disk beginning to pick up sales for Capitol. The single is scheduled to be released in the U.S. shortly. Atlantic's Led Zeppelins and Toronto's Ed- ward Bear pulled 6,740 at two shows at O'Keefe Centre, Nov. 2, for promoter Martin Ornat. Both shows were sold out in advance.

The Foundations wrapped up their recent country tour at York University Nov. 1 and at the University of Guelph on Nov. 6. Arcos Records moved to the new MCA Building, 2530 Pacific Ave. Willowdale 435. Eilis Fitzpatrick into the Royal York's posh Imperial Room, Nov. 7 to Saturday (15).

Polydor launching Flying Dutchman distribution in Canada. The Estelle Marrow's "He Don't Ap- preciate Me II". CTV network scheduled to telecast the next "Johnny Cash Show" beginning midseason. Neilson ratings during the first show were slightly up, in second spot for the network with an audience of 1.2 million.

The Society of Seven's album, "One Way Ticket" has been released. Opening Dec. 1 at the Theatre Royale of the International Hotel in Las Vegas are Lyle Clements, Norman Sher, Jon Amiel, and Pat Loy. Gordon Lightfoot playing to capacity houses in the U.S. on his current national tour. His "The Last Guru" promo-sales surpassed those of previous at "Roses and Castles." On Oct. 12 "The Loui Children" getting the most airplay from the album "Cosmos." The group's album, "The Last Guru," has been effective since Oct. 12. The Beatles, Apple 80383.

GEORGE DOLAN & THE BAND/CASSIES

母・父と学校に通う、2018年、30代に活躍を開始。1980年代に、レコード会社FF Recordsでデビューし、以降は「Mother Tuckers」を率いて活躍。1980年代末には、カナダの音楽シーンで重要な役割を果たす。1990年代以降は、音楽や映画業界での活動を広げ、多くのヒット曲を輩出。2000年以降は、カナダの音楽業界に大きな影響を与える。2010年代には、音楽イベントや映画プロダクションでの活躍を続けており、カナダ国内だけでなく、国際的な知名度も高まっている。
You're getting a big

The first part of it is Christmas — and we’re talking about great Christmas product in a full-page newspaper advertisement, in papers like these:

Our holiday theme is “Let Your Gifts Be Heard” and millions of readers throughout the top hundred markets will see the attractive, information-packed page.

That’s just the beginning.

We’re sending out fifty-second Christmas commercials for dealers nationwide. Four of them. Each talking about four top-selling pieces of product in four music categories.

More: A special Christmas merchandising program your RCA Distributor has full details on.

We’re helping at retail, too. Glance up to the right.
Have you seen our powerful, youth-oriented campaign for Stereo 8 Tapes? There are 21 insertions, appearing in magazines like Playboy, New York, Esquire, Sports Illustrated, Newsweek, and VIP. We also include full pages for Victrola 8 and Variety 8 Tapes, all under the heading "Why one out of four people into our music is onto our Stereo 8 Tapes." A tough, no-nonsense campaign geared to win young readers.

You been listening to radio lately? Bet your kids have. And chances are they're hearing a lot of our spots. We're making bold new uses of the medium, featuring new product by Ed Ames, Chet Atkins. Lighthouse, Jefferson Airplane, Ike Stuckey, Norma Jean, Danny Davis and the Nashville Brass, Perry Beiafonte and Paul Anka.

When you get a big promotion from us, you get big product to go with it. You're looking at three examples:

**Jefferson Airplane, "Volunteers"**
LSP-4233. Grace sings "Eskimo Blue Day." and "Hey Frederick." and the Airplane is joined by Steve Stills, Jerry Garcia, Nicky Hopkins, others. Their most exciting session, recorded unchanged from the way they sing on stage.

**"Hair"** LSO-1150. The Original Broadway Cast Recording, with all the glorious, outrageous music of America's most contemporary play. A big seller all year long.

**The Archies, "Jingle Jangle"** KES-105. The Archies' single, "Sugar Sugar," has sold nearly three million copies. This new album (containing the single "Jingle Jangle") should be their biggest yet.

You can order all three of these albums on Stereo 8 Cartridge Tape. Well, this is your promotion. Great product, great advertising, great merchandising and promotion. Use it all.
Canadian singer Monique Leyrac, at the Bobino Theater in a show titled "En l’Annee 2005." American works. The albums will be released on Young Blood will feature "In the Year 2525," encore releases on Young Blood will feature All Stars and Cecil Taylor. CBS France is issuing a new Barclay, which has just been awarded the prize All Stars and Cecil Taylor.

What we are offering are highly remunerative, challenging positions with an extensive investment. What we are looking for are young people with previous experience in Artist and Repertoire Department (pop) and in our Marketing Department (pop). What we are offering are highly remunerative, challenging positions with plenty of freedom and scope for initiatives on an international level.

If you want to know more about this please write to Mr. P. Huiskes, Philips Phonographic Industries, Box 23, Baarn, Holland, stating particulars of education, experience, age, knowledge of languages etc.

**Maple Leaf System Criticims Mounting**

Continued from page 83

Maple Leaf System Criticims are mounting. A local source said that legislation would be proposed before January 1, with stations required to play Canadian disk out of every four records. If the stations do not comply, they would be allowed one year to implement such regulations. Industry sources agreed that this is the only answer they have said one: "The sooner it happens the better. It's about time radio stations stop shooting off their mouths and paid a few dues to Canadian music."
HOT 100-A TO Z—(Publisher-LICENSEE)
**Spotlight**

**Flips**

**Tommy James & Shondells—She** (Prod. Tommy James & Bobby King) (Jadeite. BMI)---following up flip, "I Can't Get Enough Of You (Go Get It,"") comes up with a change of pace pop rock ballad with first rate production work that is sure to bring box rock right there to the top. Flip: "Loved One" (Big Seven, BMI). Roulette 7066.

**Tommy James & Shondells—She** (Prod. Tommy James & Bobby King) (Jadeite. BMI)---following up flip, "I Can't Get Enough Of You (Go Get It,)"") comes up with a change of pace pop rock ballad with first rate production work that is sure to bring box rock right there to the top. Flip: "Loved One" (Big Seven, BMI). Roulette 7066.


**Rotary Connection—Want You To Know** (Prod. Charles Stepney) (Viva. BMI)---this is a rock ballad that builds into a solid production with an equally powerful vocal, nice rhythm item. Flip: "Memory Band" (Cherv. BMI). Cotillion 7018.

**Spotlights Predicted to reach the top 60 of the HOT 100 Chart**

**SMOKEY ROBINSON & MIRACLES—POINT IT OUT** (Prod. Smokey & Cleveland) (Writers: Robinson-Tarplin-Cleveland) (Jadeite. BMI)-good one, really come on strong with this smooth rhythm item. Another link in their chain of successes. Flip: "Dancing Dear" (Jadeite. BMI). Tamla 54189.

**BEN E. KING—GOODBYE MY OLD GAL** (Prod. Bob Crewe) (Writers: Brown-Brownsworth (Saturday, BMI)--producer Bob Crewe has brought out the very best of Ben E. King in this exceptional ballad that should bring him back to the best selling charts in short order. Smooth performance should prove a hit with pop, easy listening and soul programmers. Flip: (No Information Available). Motown 801.

**BOBBY GOLDSBORO—MORNIN’ MORNIN’** (Prod. Bob Montgomery-Bobby Goldsboro) (Writers: Evnine. BMI)-Goldboro's been having a steady stream of hits since his "Mama's Song," and this follow-up to his recent "Wanna Mississippi Love" will keep him going. A natural for flip 40. good music and country programming. Flip: (No Information Available). Universal 50814.

**Buchanan Brothers—The Last Time** (Prod. Goshman-Portis-West) (Writers: Johnson-Richard) (Immaculate. BMI)--Delving musical version of ballad. It proves a solid follow-up to his group's recent chart river "Son Of A Late Flower," and should quickly bring them back to the top of the "Motown" area. Flip: "The Feeling That I Get" (Blindspin. ASCAP). Event 3307.

**Intrigue—I'm Gonna Love You** (Prod. Martin & Bell) (Writers: Turner-Akens-Dayton) (Assorted. BMI)-Group had a big winner, but could this offer them a follow up hit? A "Miss America," and how they return with another soulful performance that should fare equally well. Flip: "I Gotta Find Out For Myself" (Jubilee & Neftob). Jubilee 1803.


**Ray Charles—Claudia Mae** (Writer: Holiday) (ASAP/ASCAP)-Charles really lets loose with this solid and driving rocker that should prove a top sales winner. Flip: in a smooth revival of Stax's "ballad classic," and should sound well also. Flip: "Someone to Watch Over Me" (New World, ASCAP). ABC 11311.

**David Ruffin—So Glad I Fell For You** (Prod. Berry Gordy Jr.) (Writers: Abe Laborstine) (Motown. BMI)-Exhibishonism is in full swing here with new artist in an already successful "hit parade," and he should soon be icing high on the Hot 100 and Soul charts. Top-notch follow-up to his "I've Lost Everything I've Ever Loved." Flip: "I'll Pray Everyday You Won't Forget Loving Me" (Motown. BMI). Motown 1158.

**JAMIE-Gingersnap** (Prod. F. Von) (Writers: Von-Sanso-Felice) (Unart) (BMI)-The group has really made a big comeback on the Hot 100 with its "I Gonna Make You Mine," and this driving follow-up is sure to keep him there for some time to come. Good material and performance. Flip: "It's Take Time" (Duckman/Kama Sutra, BMI). Buddah 149.

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


**Tompall & Glaser Brothers—Wax Unashamed** (Prod. Jack Clement) (Writers: Glaser. Clement. BMI)—With equal potential for both pop and country markets, Tompall & the Glaser offer this country ballad beauty that should easily prove a top programmer and Jakebines winner. Flip: "Gonna Miss Me" (Jack. BMI). MGM 14096.

**Billie Jo Spears—Daddy, I Love You** (Prod. Kela Hester) (Writers: Foster-Russell) (Hall-Clement. BMI) here's a ballad that gets a perfect interpretation by Miss Spears, and should quickly bring her back to the top of the country charts in the selling vine of "He, Walker, It's All Over." A potent follow up to her recent "Step Child." Flip: "Look Out Your Window" (Kentucky Sings. BMI). Capitol 9509.

**Chart**

**Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart**

**John Wesley Ryle—The Weakest Kind Of Man** (No Beaux. BMI) (Columbia 4-40018)

**Willee Nelson—I Hate To See (Texas, BMI) L6443

**Brenda Carter—Miss Nancy Brown (Glay. BMI) U2130

**Wendy Davis—I'll Live For You (Stallion, BMI. RCA 47-9773

**Judy West—Just A Bond Of The Road (RCA) (BMI. STARDAY 883

**Special Merit**

Spotlighting new singles deserving special attention of programers and dealers.

**Cher—The First Time (Writers: Bono. BMI)—Chris Mars/Crolllin. BMI)—Strong commercial ballad and one of their strong vocal methods to date. Could easily prove a left field smash. Also 7613.

**The Time For Love Is Anytime—(Writers: Weil, James) (Screen Gems-Columbia, BMI)—Sara Vaughan (Prod. Quincy Jones) (Bull. BMI)—Percy Faith, His Orch. And Chorus (Prod. Jack Gold) (Columbia 4-40011) Ballad beauty. proving to be one of James and Connors. BMI's best to date. Good music and country programming. Flip: (No Information Available). Available 45037

**The California Earthquake—We've A Beautiful Feeling (Writers: Tommy Diener & Terry South. Writing: Stoffel. ASCAP.—New West Coast group, with voices of Blake, Swede & Tony, coming on strong in this disk debut with much chart potential. Westworld 7973.

**Henry Manicino, His Orch. And Chorus—There's None To Be Around (Writers: Mutz—Biggs—Ogilvie) (Frequency—United Artists. BMI)—For sure, the hit it prove is. This monster has much for her, sales and chart action. RCA 497297.


**The John Hammond Novak—Involvement—Sandy, You're My Man (Writers: John Howard Novak (Prod.惯mitted. BMI)—Eaton. In action, a hit for Riggins, there is no one like the "backup" of a good programmer with hits to follow. About 144.

**Thelma Camacho—I Keep It In My Head (Writers: James Bowes, BMI)—former member of the first female band makes this hit debut with this beautiful Jim Webb ballad that should fare well. Reprise 19283.

**Don Young—Let Her Hair Down (Early Edition, BMI)—Former member of the first female band makes this hit debut with this beautiful Jim Webb ballad that should fare well. Reprise 19283.

**F.M. & The Wheel—It's Take Time (Duckman/Kama Sutra, BMI). Buddah 149.

**Mary Wells—Dig the Way I Feel (Writers: Dwyer) (BMI)—This ballad should prove a hit with pop, easy listening and soul programmers. Good music and country programming. Flip: (No Information Available). United 50514.

**Spencer Wiggins—Love Machine** (Prod. Rick Hall) (Writers: Reynolds-Wiggins-Smith-Swage) (Fame, BMI)—producer Rick Hall has written in this powerful soul man, Wiggins, and this exceptional ballad that should quickly garner much airplay and sales for both pop and soul markets. Flip: (No Information Available). Fame 1683.

**Chart**

**Spotlights Predicted to reach the SOUL SINGLES Chart**

**Bobby Rush—Let It All Hang Out (Salsoul, BMI.) SALEH 1008

**November 29, 1969, BILLBOARD**
“TOGETHER”

A BRAND NEW SINGLE FROM

THE ILLUSION

BREAKING OUT OF THEIR NEWEST ALBUM RELEASE

“TOGETHER (AS A WAY OF LIFE)”

STEED • ST 722

STEED • ST 37005

PRODUCED BY JEFF BARRY

DISTRIBUTED NATIONALLY BY PARAMOUNT RECORD DISTRIBUTORS, A G+W COMPANY.
A&M Records and Rolling Stone are pleased to announce a merchandising partnership which will make A&M the cooperating distributor for Rolling Stone magazine in retail outlets throughout North America.* For information, see your local A&M distributor.

*with certain select exceptions.
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<th>ARTIST</th>
<th>TITLE</th>
<th>WEEKS ON CHART</th>
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<th>SONGS ON ALBUM</th>
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<th>SONGS ON PRESS</th>
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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
The Fabulous Fruitgum Co. Mystery

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

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

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

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

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

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

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

"When We Get Married"

Produced by R. Cordell
A product of Kasenetz & Katz Associates, Inc.
Heath Dies In England

VIRGINIA WATER, England—Ted Heath, London Records artist and one of the nation's best-known orchestra leaders, died here in a hospital Tuesday (18). He was 69. The trombonist organized his first band in 1944 for the British Broadcasting Corp. The band, which he held together until this year, was very popular 1945-55. He toured in the U.S. in 1957, and in 1958. His autobiography, "Listen to My Music," was published in 1958. He had been ill for some time before his death.

Curb Revamps MGM Operation

- Continued from page 3

Curb plans to reactivate such acts as Roy Orbison, while placing emphasis on the studio writers, composers and artists in MGM film projects. "I believe that with the existing product in the catalog, if it is repackaged properly, if the proper artists on the label are recorded by the right producers and the inactive artists are cut from the roster, MGM Records can be put in a substantial profit situation," Curb said.

MGM Tape

The company will establish the MGM Tape Corp. to manufacture its own tapes once its contract with Ampex expires. The "new team" plans to repack the themes from MGM films like "Dr. Zhivago" and "Gone With the Wind" under its own label.

Through Transcon's racks, MGM plans to sell off stock which has been gathering dust in its warehouse and company-owned branches, Curb said. Indications are that these Metro branches, in light of Transcon's acquisition of MGM, will be closed.

The Verve, Folkways, Heritage and Stormy Forest lines will be retained.

Of all the young musicians in Los Angeles, none has matched the smoothness with which Curb has climbed the ladder of record industry success. A millionaire at 23, he was given the responsibility by Bob Lipton, Transcontinental Investing Corp's president, to get the company into the creative side of the music business two years ago. Curb then signed up a number of top production companies.

His meeting several years ago with James Aubrey, the new corporate president, has resulted in his being called upon to turn MGM records around.

Executive Turntable

- Continued from page 4

Pliner is now field director, sales and service, Baby Manufacturing Corp., and Nursery Midway Manufacturing Co. Pliner has been in the amusement games business since 1935 and lately associated with Active Amusement and Williams Electronics.

Shoemaker was formerly president of Allied Radio Corp., Chicago, succeeding William E. Cowan, who will become director of LTV Ling Altec, Inc. . Keith Gordon, formerly with Zingery, Phillips Electronics, has assumed this post at Briggs, Inc., as a copywriter. . . . Robert E. Lynch has been appointed to the post of marketing vice president for 20th Century Music.

Bill Cassidy has left Warner Bros. as a national promotion director. He held the job one year and had been the label's Chicago promotion man prior to moving to Burbank. Stan Silverberg joins Capitol as contract negotiator, with Allen Mostow named license negotiator. . . . Ray Hopper promoted at Capitol to Detroit district sales manager replacing Tom Takayoshi, newly named director of independent labels in Capitol's promotion department. John Vana replaces Hopper as Atlantic's Los Angeles office manager. Don Littlefield named Capitol's Southwest division promotion manager.

Roulette Into Films

- Continued from page 1

hannel Lande, head of Inter- directional firm, has released a musical movie titled "A Road Through a Strawberry Field." Levy said this was just the first of several movies.

Tommy James leads singer of Tommy and the Shondells, will write the score of the new movie. Five of the songs in the movie have already been written. James and his group were in the movie along with several other artists not signed.

This is not Levy's first venture into films; several years ago in the early days of rock 'n roll, he was involved in a movie called Rock, Rock, Rock that featured Tuesday Weld, LaVern Baker, Chuck Berry, Franky Lyman, and Alan Freed's Rock 'n Roll Band.

Lande just finished producing and directing a two-hour world premiere movie for NBC-TV called "Don't Push It, I'll Charge When I'm Ready," starring Caesar Romero, Sonny Bono, Desi Arnaz and others. He is a creative projects consultant with Time-Life. He has been working with several Color Pictures during the last year on a movie called "Second Street." He has produced more than 25 TV documentaries for Time-Life. His films have won awards at Venice, Cannes, Chicago, and New York film festivals. Shooting on the new movie starts April 1, Lande said it would be finished about September 7, 1970. Roulette Records will release the soundtrack of the film and all others to be produced under the agreement. The Shondells will also have a single from the film.

Billboard

The International Music-Record Newsweekly

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In Memoriam

To Those Who Gave Their Lives

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With

Cy Coleman

Everybody's Playing It

RUSSIAN ROULETTE
(Notable 1102 A)

by Cy Coleman

And our deepest sympathy
to those who have not heard it
Hot flashes.

The era of instantaneous sound. When a recording artist can flash to the top of the charts overnight. And flash to the bottom as quickly.

GRT has the hot flashes. The ones headed for the top. GRT gets them on tape. Fast. While they’re still rising. So that the hot flashes are ready for distribution. While they’re still hot.

GRT gets the hot ones on tape and in your hands. In a flash.