2 HOTELS SRO—REGISTRATION TO IMIC OPEN

NEW YORK — It’s SRO at the two hotels that have been booked at special conference rates for the International Music Industry Conference in the Bahamas April 20-23. Accommodations have been exhausted at the Paradise Island Hotel & Villas and the Atlantis Beach Hotel & Beach Inn.

Registrations for IMIC, however, are still being accepted. New registrants requiring assistance in securing suitable rooms should write or phone, personally or through their travel agent, Harcourt Bastian, Tropical Tours Limited, East Shirley Street, P.O. Box 938, Nassau, Bahamas; Phone 2-4409. Bastian will make every attempt to have registrants accommodated in the superior first-class hotels of Nassau. Billboard will provide transportation to the meeting place at appropriate times.

The Conference is being sponsored by Billboard and its London-based sister publication, Record Retailer, and is being organized by James O. Rice Associates.

Atlantic Tops Billboard’s Hot 100 Label Chart Action Report in Qtr.

NEW YORK — The Atlantic Records label topped the Hot 100 field for the first quarter of 1969 in the initial survey compiled by Billboard’s Charts Department. Atlantic had 6.8 per cent of the chart action during the first three months of the year and placed 20 titles on the “Hot 100” singles chart.

Capitol Records took second place with a 5.2 per cent share and 12 titles. In third place was Tamla Records with a 4.7 per cent share and six titles. Placing fourth was Reprise Records with 4.4 per cent and 10 titles; Motown Records was fifth with a 4.2 per cent share and six titles. Round out the “Top 10” in their respective order were: Epic, Stax, Atco, Columbia and Uni.

However, in the five issues of March that were surveyed, Capitol Records took over first place with 6.2 per cent of the action and seven titles. Reprise Records placed second with a 5.5 per cent share and seven titles; Columbia came in third with a 5.3 per cent share and seven titles; Uni placed fourth with a 4.3 per cent share and four titles, and Tamla took fifth with a 4.0 per cent share and four titles.

The analysis is based on a detailed computation of Billboard’s “Hot 100” charts covering the five issues of March 1969, and for the Jan. 1-March 31, 1969, period.

Barclay Forms Audio Firm; CBS-France in Instruments

PARIS — Two major French record companies, Barclay and CBS-France, are forming new affiliate companies to widen the scope of their activities. Barclay has formed Barclay Industries, to manufacture, promote and market a range of audio equipment, and CBS-France has announced that it will create a musical instrument division in May.

The Barclay enterprise initially will produce four new products—a “cube” transistor radio set, which picks up three different stations depending on which way it is oriented; a portable record player designed to play pliable disks; a combined 2, 4 and 8-track cartridge player and radio receiver; and a stereo tape cassette player for automobile use.

The new pliable minidisk will also be sold on a large scale, with heavy concentration on major chain stores and supermarkets. The company intends (Continued on page 74)

Disk Vender To Overseas

LOS ANGELES — The 45 r.p.m. record vender will be introduced in Europe within 90 days. David T. Gorwitz, developer of the machine, and Disk-Vender’s chief distributors in Europe, will set up distributorships in England, France and Germany.

The company is hoping to work with European record companies to vend Hot 100 top LPs and, eventually, tape products simultaneously with their release to radio stations, racks and regular distributors.

Ki to Record Ghetto Talent

BY CLAUDE HALL

NEW YORK — Ki Records, a drive to develop ghetto talent. A private show at the Fillmore East, March 25, featured 2 acts screened from more than 150, according to Calagna, president of the label. Calagna is a member of the Rascals, Atlantic Records group. He will do most of the producing.

(Continued on page 74)
Speaking of charts...

This Grammy-winning, RIAA-certified million dollar L.P.

#1 in Cash Box.
#2 in Record World.

If you're not with it, you're not where it's at!

RCA

Available on RCA Stereo 8 Cartridge Tape.
II Classical Stations Form Separate Assn.

WASHINGTON — The Concert Music Broadcasters Association has voted to furthering classical music stations. The vote was taken at the March 23 by 11 of the nation's major classical music stations. The vote was in favor of the concert music station format. The concert music station format will be the Cleveland Orchestra, the Los Angeles Symphony Orchestra, and the Boston Symphony Transcription Trust. The Cleveland Orchestra produces Cleveland Records and has also on Epic and Angel, the Boston Symphony Records for RCA Records.

The direction of the new organization will be similar to that of the Country Music Association in the country music field according to Bob Conrad, vice-president of programming for WFLD-FM, Cleveland, and Tom Bird, manager of sales and programs who will become program director of the new FM station in New York. "Members attending the first informal meeting felt both the need for a broadening of the organization and that a self-identified station and, he said, air personalities or stations that have limited classical programming would also be allowed to join. Conrad, at WFLD-FM, Philadelphia, chairman of the board, Cleveland 44111, will serve temporarily as the chairman of the board for the house associations. Broadcasters at the first meeting will include the vice-president and general manager of the station, Bill Bird of WNMC-FM, New York; Pat; Patrick; president, and Conrad, president and general manager of WFLD-FM. Chicago; Ed Stevens, general manager of KFAC, Los Angeles, Tim O'Connor, general manager of KFGE, Denver; Ed Koeper, general manager of KDEN-FM, Denver; Ron Schnieder, general manager of WSM-FM, Nashville; and David Penney, director of the radio department of the firm. Herbert Groskin, also attended.

Lib./UA Sets Special Dept.

LOS ANGELES — Liberty / UA's new office, a department, special projects. The goal of the department will be to serve in long-range planning and development. First project for Allen La-Violette, the new department manager, is studying the development of an office for field salesmen and promotion men, said Lee Mendell, Liberty / UA's vice-president.

Another project on the drawing board is the development of market research for the various territories within the Liberty / UA family.

The school will be set up here and will serve as a function of the business as store relations, display work, warehouse, chore, order picking, and other functions of concern to field promotion men.

Kapralik Exits Epic A&R to Form Multilevel Operation

NEW YORK — David K—kapralik has resigned as vice-president of a&r at Epic Records to form a new multilevel, multifaceted organization whose activities include record buying, publishing, recording, and concert promotion. Kapralik's new plans is the management of Sly and the Family Stone, and Peaches and Herb. The company will absorb the activities, artists and executives of Capitol Productions and Management, created and formerly owned by Kapralik. The activities of this company will produce the recording activities of Sly Stone, and add an a&r function to the Family Stone recordings. Before joining Capitol, Sly Stone produced records for the Autumn label with the Beau Brummel organization. Also, Bobby Freeman and We Five and Butterfield None.

The executive organization of Kapralik International includes Buscaglia, president and chief executive officer; Bill Capers, vice-president; and June Reinish, director of publicity. The firm will have at 10 Madison Avenue here. Kapralik plans to open West Coast offices in the immediate future. He will also sell a stake of interest in the new organization as well as a general manager of the Kapralik-owned music publishing firms. He had been in business for himself before joining Epic two years ago.

KIRSHNER GETS ROYALTIES

NEW YORK — Chappell & Co., Inc., last week issued a statement clarifying its relationship between Kirshner Enterprises Corporation and Alan Jay Lerner. Chappell's statement noted that the Kirshner acquisition entitled writer royalties for the properties involved and that in the future the payment of such royalties is to be made directly to the Kirshner enterprise rather than Lerner. "We have not lost Lerner," he stated.

TEC Money Backing New Label

LOS ANGELES—Transcontinental Entertainment Corp. (TEC), which released its first Forward Records, last week, is financially washed up as a new company, Together Records. Together formed by producer/director on West Coast opera- tizer and Keith Olsen, will function with an unlimited budget on a five-year contract as an independent division of TEC, the new label will not be limited to any number of artis.

The company will encompass all the company's new independent producers aiding Ush- er, Boettcher and Olsen in the studio. First outside producer to be involved in Together proj- ect is Bill Denson, leader of the Beach Boys. Much of Together's studio work will be directed by Olsen. Olsen has produced records for such artists as Lenny and Allan Laine, and Gary Puckett and the Union Gap. Olsen has been associated with "Along Comes Mary" and "Cherish". Tony Orlando and Dawn and "Together With..." a former producer for Capitol, has produced and written for the Beach Boys, the Byrds, Simon and Garfunkel and the Four Tops. Olsen also directs a separate record company, Crea- tive, organized to develop electronic sounds for Together.

Smithe Apps

Artists under contract to the new label will be given on the TEC LP artwork and advertising. Said Usher, the company will also be "a radio station out of office," where performers can receive advice and counsel.

Pinto Widens Foreign Scope

LOS ANGELES — Tetra-gramatton is concentrating on three areas: expansion of its distribution, increasing its catalog, and acquiring masters. Allen McDougall, Tetra's new executive general manager, plans to widen the label's distribution through Deutsche Grammophon, which has world rights (except Canada) to Tetra product, and to coordinate publishing activities through Fieldman.

In addition, McDougall is looking for new talent on rock and folk acts, and will be scouting for masters. Based in London, he will eventually open talent offices in New York and Los Angeles. He will also coordinate all record product with Deutsche Grammophon, and coordinate publicity-public relations, guide publishing contracts and develop special projects.

3 Elephant Tunest From LP for Film

NEW YORK—Three songs from the Elephant's Memory's first LP have been tapped for play in Dustin Hoff- man's forthcoming movie, "Midnight Cowboy." The rock group, who will provide one third of the material for the film's soundtrack album, is appearing at Fillmore East on Friday (4) and Saturday (5).

With the Miller acquisition, RCA Records International so- licits its marketing plans for European labels. "We should be launched on RCA Decca, etc. " The lion's share of the burgeoning budget market in Germany will go to RCA, according to Joe Miller, president and general manager of RCA Decca, etc., a subsidiary of RCA. There will be no RCA Decca in Nashville, Tenn., however. RCA will be the only subsidiary of RCA to produce a new product that can be sold at a lower price. Miller said the RCA Decca would enter the field with services approximately 6,000 records, and about one million albums; the RCA Decca would produce only record labels, and labels, and RCA Decca in Germany and Austria. "We have the largest record company in Europe," he said. "Together we are the largest company for RCA's international market- ing plans," said the Miller. "The Miller International will give us the opportunity to merge in the tremendous new market. " The plan, with the kind of im- mediation we feel is necessary to be successful in it we do not need these services. Plans are already under way to guarantee the top quality of the product in all configurations. "This new label will be full-time, " Miller said.

Command Will Launch Electronic Music LP’s

NEW YORK — Command—Probe Records will release the first popular Electronic Music series with the production of four new electronic music albums already started. Programmer, consultant for three of the albums is Walter Seaborn—president and chief executive officer of Tetra's president. The new label, called "Together With..." a former producer for Capitol, has produced and written for the Beach Boys, the Byrds, Simon and Garfunkel and the Four Tops. Olsen also directs a separate record company, Crea- tive, organized to develop electronic sounds for Together.

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With the new Command series, we can help develop a new vocabulary in music, in combination with sound, while still being melodic and without being too "heady."" —Carlton reports that the Hy- man Moog album has sold more than 160,000 copies and was a pioneer in getting the synthesizer into the commercial market. "He's been a really good subject for the Moog syn- thesizer."

Joe Carlton, vice-president and general manager of Command—Probe, said "Recent chart successes of the electronic albums aren't a fluke—it's the beginning of what's happening. Electronic music will come to be a standard contributor to pop, rock and soundtracks.

GLASER AILING IN HOSPITAL

NEW YORK — Joe Glaser, chief of Associated Booking Corp., is ailing and is currently in a hospital. Meanwhile, Oscar Cohen is guiding the operation here. Glaser, a former booking agents or callers, pending improvement in his condition.
**MTA Starts New Series In Stereo Single Grove**

**NEW YORK — MTA Records will begin releasing stereo singles in 1969 as a part of the New World Series (NWS). The initial release will feature Walter Raim conducting the Century 21 Orchestra playing "Claire de Lune" b/w "Anitra's Dance." The two sides are from the New World Series album "Brave New Concepts."

Bob Thompson, MTA president, said, "We will release stereo series only from the NWS line at this time because we are convinced that enough radio stations are equipped to play these dual-channel recordings."

Thompson added, "Another important factor in this decision is the presence of stereo exposure. The consumer is very large in size with sound to match, and is not best enjoyed in a monaural sense."

**Decca's Promo Tie On Brubeck TV'Ver**

**NEW YORK — Decca Records, in conjunction with the CBS-TV broadcast of Dave Brubeck's "A Question of Wind," on its Studio 50 "On Sunday" (6). The performance, taped at Washington's National Cathedral, will be presented in lieu of orchestral version of the classic work, Decca has recorded the oratorio with the Cincinnati Symphony.**

**Schroeder Rep For 3 Artist Music Cos.**

**NEW YORK — Aaron Schroeder Music has wrapped up deals with Jim Henke and Mike Jeffery for the representation of the music firms throughout the world. Hendrix' firm is Bella Godiva Music; Kooper's firm is Joan's Boulevard; Jeffery's firm is Em-Jay Music.**

**Decca in Kitty Wells Push**

**NEW YORK — Decca Rec-**

...
Columbia is proud to introduce someone you know very well.

Tim Hardin. At the forefront of contemporary artists. And just to celebrate the occasion, we're also introducing his first album for our label. "Suite for Susan Moore and Damion—We Are—One, One, All in One" represents more than simply Tim's first effort for us. It represents all that an artist would want to attain. A deeply personal statement. One lovingly brought to life and carefully nurtured in every step of its growth.

Tim Hardin considers this album the best he's ever done. And so do we. His loyal and continually growing audience will think so, too.

But the thing that makes it even more special for everyone concerned is this: It's just the beginning.

Tim Hardin is now on Columbia Records.
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188 W. Randolph St., Chicago, Ill. 60606

Classified

Chicago-Milwaukee: Forrest Furniture

Circulation Sales, New York

Circulation Manager: Milton Gorowsor

L. D. Branch Offices

New York: 61 Broadway, New York, N.Y. 10006

Tampa: 925 Second Avenue, New York, N.Y. 10003

S. Davis Turns on Power in Quality-Packaged Program

New York—Samp Davis opened with a streamlined and quality-laden act at the Copacabana (1252 3rd Ave., New York City). But were the impersonations, the drum playing, etc. in a quickie way, or was it with clashing with a couple of strong, well-timed musicals, and funny and witty dialog in between. The Reprise artist's off-the-stick-moment was really a big movement of Ray Charles material involving "Georgia."

"Busted," "Eleanor Rigby" and "Let the Good Times Roll," which were recorded on a single disc, is included on the disc. It is available on the時に, the current copacabana bill is the strongest in the songs that are the most popular in the city. This is also the cake.

Ivan DoVE

APRIL 5, 1969, BILLBOARD

Blue Note Jazz Series Bows Reissue Program

Los Angeles—Blue Note has entered the jazz market with the debut of a five-LP series titled "jazz classics" based on records requested from EU

The project, a year in preparation, will take the first time in the 30-year-old label's history that a complete album release of music from its vaults.

Libby/UA marketing director Lee Mendell indicated the series—which will be made available to US

The Membership Policy Committee, chaired by Jack Grossman, serving with him are Milton Israeloff (Beacon Rec

The NARM Marketing Committee will review the NARM and membership structure and recommends in that regard.

The Membership Policy Committee, chaired by Jack Grossman, serving with him are Clyde Travis, Paul Hantz, and John Isidor; "American Top 40," "Rhythm and blues sounds, jazz and the reviewers who have had the NARM membership in the tape business.

Tuning in Bump Billings a. Atl. Sachs

New York—The complexity and quantity of recorded product today poses new challenges to sales executives, distributors, and rack jobbers who seek to achieve peak billings, according to Len/ Sachs, Atlantic Records vice-president and director of marketing. The basics still apply, said Sachs, "but he added that the music industry must strive for profound product knowledge to maintain competitive familiarity with all communications media, including the underground, music is one of the most lucrative publications."

The Diamond Moves

New York—Diamond Records, Inc., a division of Ed/line Morris & Co., Inc., has moved into the firm's office building at 31 West 54th St. The company will occupy the fifth floor.

Club Review

S. Davis Turns on Power in Quality-Packaged Program

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The Hit Sound of Atlantic!

PERCY SLEDGE

"Any Day Now"
Atlantic #2616
Produced by QUIN IVY & MARLIN GREENE

THE SWEET INSPIRATIONS

"Crying In The Rain"
Atlantic #2620
Produced by TOM DOWD
SHEET MUSIC INFO

Music of the Day—Brinkley

by: Judge Porter

After two weeks on Page 8, we’ve settled on our own groove—the musical instrument page! So Sheet Music will henceforth be located on the back page and will feature 8 or 9 pages of the best music sheet music will have to offer. We’ll be sure to keep you posted on this—and hope to see you at the next stop, too!

FIRST RUN:
Hanes Publications prints (as of this week) 50,000 copies of the 12-page set that comprises the 1965 sheet music lends itself to 25,000 copies of the 12-page set that comprises the 1965 sheet music lends itself to popular music, including the top 40 hits of 1965.

DIZZY (Tommy Roe’s #1 Smash):
TRACES
TIME OF THE SEASON (in foils) PROUD MARY
GALVESTON
ONLY THE STRONG SURVIVE (in foils)
SUPER SOOPERS:
Attention! Music Dealers, Rack Jobs, and Other Bum! Be aware of two great SIIAN SELLERS
MY WAY (in foils) Spring Breakin’
PRETTY WORLD
(Sergio Mendes & Brasil ’66)
“El Presidente” and the “Chairman of the Board” side-by-side with a couple of major hits that were too good to miss.

Apple, the Beatles’ swing! “Dis- co,” widow’s their winning streak with some hit songs. Listen: it’stit: CAROLINA ON MY MIND. This is the kind of sheer, great, glorious “down-home” music.

Al Martino has another large-type SMASH! No wonder. With a little style like this, you can sell the hits!
Sheet music sells on this set have set the trend for eye-opening records everywhere!

Herb Alpert & The Tijuana Brass was out again with a magnificent jazz-flavored passeg tagged: ‘AQUARIUS’!

Bob & Doug — Everett sings the blues! THERE’LL CAME A TIME is what he’s on.

Now: Leslie & Halsey, and B. J. Thomas delivers it with his best-selling... IT’S ONLY LOVE!

SINGING INTO SPRING:
Spring, o’ spring, winging its way to our houses! Don a fresh look through the latest music sheets—match it with a nice little “summer” time.

BROTHER LOVES’ TRAVELING SALVATION SONG
(Neil Diamond)
TIME IS TIGHT
(Boz & Chuck of the M.G.C."
FIRST OF MAY
(Boz)
NOVEMBER SNOW
(Rhysol)
BEE GEES)
GETTIN’ (Perry Como)

SPECIAL SALUTA:
As the column goes to press, JOHN ALBERT BLUM, the best-selling author of Children’s Teaching, Places, Attitudes of the Church in Honolulu, Hawaii! A special sa- nity—a place, a time, and its... turn up.

BOOK REVIEW:
This month we congratulate Hansen Publications for one of the most ex- citing “news” to pop off the press. We mean the news of the greatest tribute, in print, to a great artist! The music of SUGAR BOWL: RUSSIAN BRIMHALL, America’s best

“GOLD MARK ASSOCIATES;
PUBLIC RELATIONS
New York—Beverly Hills—London

COLUMBIA RECORDS recently presented the master tape of its hit version of “A Hard Rain’s Gonna Fall,” by Bob Dylan, in Washington. At the presentation are, left to right: John L. Nowland, director of promotion; Donald M. Egbert, manager of research and publicity; Richard Washington, senior copywriter, Columbia Masterworks ad producer.

9 Mercury Acts Will Tour In Low-Price Concert Pkg.

CHICAGO—Nine recording acts from the Mercury Records family will be packaged in a 14-city promotional tour on the West Coast starting Friday (11). The promotion will offer concert admission prices as low as $1 per ticket. Shows will include tie-ins with radio stations. It will also involve product pro- motion by race rhythm and soul.

The tour, called Mercury’s Fifth Annual Spring Convention, has been in preparation since early February under Mike Slonin’s direction. It will be coordinated with Mercury President Irving Goodman’s plan to expand nationally, Slonin said.

Eleven of the tour shows will take place at colleges and uni- versities, the first at University of Southern California, Los Angeles, during Convocation at California Polytechnic College at Pomona (18); Sound Factory, San Francisco, Calif. (25); Antelope Valley College, Lancaster, Calif. (26); San Fernando Valley State College, San Fernando, Calif. (27); College of San Mateo, San Mateo, Calif. (28); Pomona College, the Pacific, Stockton, Calif. (May 3); Sierra College, Rocklin, Calif. (May 4).

Disk Co.’s Seen Role At Distributor Only

By CLAUDE HALL

NEW YORK—The time is coming when record company record tours will have little or nothing to do with the development of artists. That’s the opinion of Jerry Purcell, head of Gerard W. Purcell Associates, who, under a new agreement with RCA Records, is handling all pub- licity in connection with personal appearances of Edyn Ar- old and Al Hirt.

“The firm’s ours,” said Pur- cell, “we’ll manage the records, produce his records, handle his publishing company, handle his press and promote his shows.”

The major record companies, Purcell said, “just can’t afford to re- correlate the records, much as movie companies no longer can with movie mar- rines. RCA is making a contribu- tion to the cost of the concerts of Al Hirt and Edyn Arnold and we give the local distribu- tor free tickets to hand out to local deejays and dealers.”

In return, Purcell will keep the major record company’s labels in all promotional advertising, as well as promote the title of the concert, act and surrounding promotion money was on a break-down between distributors and the label.

RCA praised the new agreed- ment, Purcell said, because it saves them of a lot of re- sponsibility to the artists.

“Our major record compa- nies are just not set up properly to handle product and pro- mote an artist,” he said. For example, it’s obvious that night- clubs are dying and the future belongs to concerts. We pro- moted 213 concerts across the nation last year, grossing million of dollars. With these con- certs already scheduled far in advance, I’m able to assimilate any artist onto the bill who has a record beginning to happen.”

He was quoted over the death of nightclubs... most of them had sound systems, bad lighting, bad musicians, and noise during the show. Too, there was a time when if you were just a local group and you were good for 30 weeks of booking around the nation, this is no longer true. An appearance on ‘Today’ or the show of Merv Griffin and Mike Douglas are worth four weeks in any hotel or nightclub in the nation.

“The route today is a first hit record. You have to have two or three of these to warrant an album. Then the act is ready for TV. And in an impact on TV, the artist is ready to keep the rewards of con- certs.”

“You can take an act and de- velop it to the point where coaches into a polished concert act in two or three weeks in a rehearse- ing camp. So you don’t even need nightclubs in small towns for tryout or de- velopment.”

Stogel Hits Rushen With Funds Misuse in 260G Suit

NEW YORK — A $260,000 damage suit against al- leged misuses of funds, has been filed against Neil C. Rushen, Inc., a business man- agement firm, by Leonard Stogel & Associates, Ltd., Gregg Yale Inc., and Philadelphia & Atlantic Distributors, Inc.

The action was filed March 21 in New York State Supreme Court, New York City, on behalf of the three complainant organizations, and alleges that “defendants without con- tracted to their own use a substantial sum of monies which defendants themselves collected on behalf of each of the plaintiffs.”

The suit asks actual damages in the amount of $65,000 and exemplary damages at $195,000. Complaint further charg- es that “the defendant corporation failed to perform services re- quired of it (under various agreements with plaintiffs), failed to collect all the gross profits to come to each of the plaintiffs, failed to maintain a proper book of accounts, and failed to keep a proper account to each of the plaintiffs.”

Stogel’s personal management firm represents such acts as the Coast, Boys’ Day and Lee Michaels.

Handy Pub Number

NEW YORK—The phone number for the New York City Public Publishing was incorrectly listed in the "The Mountains Sound" sup- plement in last week’s Billboard. The number is 212 246-8843.

APRIL 5, 1969, BILLBOARD
THE SANDPIPERS
THE WONDER OF YOU
An album and a single
on A&M
**Nancy Sinatra Co. in Disk-Pub Expansion**

LOS ANGELES — Nancy Sinatra’s Boots Productions is expanding its record-publishing operation to include outside record production and an overseas headquarters.

The company also has begun to bring into its fold songwriters and producers to its record label, Boots Records, and its publishing firm, Boots Music. Distribution will be through Reprise Records.

Billy Strange, executive vice president and director of the company’s music activities, will open a publishing company in London, B&B, Ltd., to cover the European market, and has plans to set up production-publishing firms in Japan and Australia.

Initial artists on the label are Frank Sinatra Jr. and soul-country singer Linda Carr. Strange is looking for an additional doo-wop group to record, project 25 albums and 50 to 75 singles in the company’s formative years.

The music emphasis will be on rock, rhythm and blues and country.

First songwriter to join the staff is Laverne Dunston, who wrote "Good Time Girl," the title song in the recent "Dorothy Dandridge" film, which was produced by Strange. The company is seeking a staff of songwriters and a publishing director to guide a catalog of about 225 titles, said Strange.

Strange, who has been associated with Miss Sinatra since the past three years as conductor, arranger on her Reprise recordings, will independently produce outside acts for Boots Productions.

He will produce Frank Sinatra Jr. in several LPs, a country album, to be released in May and recorded here, but with Nashville musicians. Sinatras will be supported by a four-voice vocal group, formed from Nashville.

Strange just completed Miss Sinatra’s next LP, "Nancy," for which she was paid $10,000 by Reprise but with a Boots Records, Inc., credit line on the album jacket.

Upcoming projects for Boots Productions include the development of TV specials film and TV scoring and independent production.

**Pickwick Lists 40% Net Hike**

NEW YORK—Pickwick International, Inc., has reported a 40 per cent rise in net income to $1,893,388 for the nine months ended Jan. 31, 1969. The comparable period in 1968 netted the economy line label, $1,357,374, as earnings per share also jumped from 94 cents to $1.32.

Sales increased 20 per cent to $39,642,384 from $33,147,423 on the strength of a successful three-month period (Nov. 1 to Jan. 31) in which net income rose 35 per cent over the similar quarter in 1968. The recent NARM convention also named Pickwick International’s Pickwick/33 line as "Best Selling Economy Price Label," while the firm also won the Sears, Roeck Candy "Symbol of Excellence" award for the fourth consecutive year.

**Kinney Bids for Sinatra’s WB Slice**

NEW YORK—Kinney International has agreed to buy Frank Sinatra’s WB Seven Arts for $22,500,000. Payment is to be in cash and debentures.

**McKay Pushes Disk**

NEW YORK — Scott McKay, owner of his home base in Little Elm, Texas, to promote his new Pompee disk "Salty Water Man" I/O "Truly True." Pompee is distributed throughout the Atlantic-eco organization.

**Classes on Recording Set**

SAN FRANCISCO—Former Columbia producer David Rubin-

son and engineer Fred Cate-...
This is the film PLAYBOY ran ten well-stacked pages on in their March issue!

IT'S A SOUNDTRACK!

AND IT'S ON KAPP!

ANTHONY NEWLEY IN

"... CAN Heironymus MERKIN ever Forget MERCY Humppie and find true happiness?"

"A sort of 'What's New Pussycat?' brought up to today's level! Filmed in the new style—slick cinema... bright wit... satiric barbs!"

"Long, well-earned bows to everyone involved... there is no a performance that does not ring true. It will be seen... it will be enjoyed... it will be remembered!"

THE MOTION PICTURE PLAYBOY MAGAZINE CALLED A ZANY EROTOBIOGRAPHY THAT LOOKS LIKE A MARX BROTHERS' MOVIE SHOT IN A NUDIST CAMP!

LYRICS BY HERBERT KREITZMER

MUSIC BY ANTHONY NEWLEY
A Royal Opener For B. J. Royal

NEW YORK — Billy Joe Royal was in top form, opening a one-week engagement at Arthur on Tuesday (23). Royal sang some of his best material, including “Hush” and “Down in the Boondocks,” both title numbers of albums, as well as a wide range of other music. The young performer’s exceptional bluesy voice, as usual, was in superb form as was his driving delivery on such numbers as “Uptight” and “Don’t Give In to Him.” Royal’s engaging personality and rhythm movements also contributed to his fine effort. A strong audience was registered by the Royal Blues, his thighs-n-bass group.

FRED KIRBY

A Bay Area Rock Act in Search of Nitory
As Club Shortage Hits Bay Area

SAN FRANCISCO — Live talent locations have not kept up with the influx of rock clubs within the Bay Area. For a city with 50 or more bands looking to record or already with a label, there are remarkably few night spots solvent enough to foster a healthy diversity of clubs promoting live performances.

Although San Francisco’s Fillmore and Avalon ballrooms are the prestige locations, an informal circuit of secondary clubs rings in a lively and interesting Berkeley coming into prominence.

Less than a dozen nightclubs book rock bands, and just four—The Matrix, The Hearald, Golden Gate Park, and the Rock Garden—are much different from neighborhood bars. Since the Free Share in Sausalito burned down a few months ago, these are the only clubs of note outside Berkeley.

The Celebrity Club in San Francisco and The Showcase in Oakland are two of the Bay Area’s major clubs for soul sounds. For jazz, there’s the jazz workshop which books big-name groups and some local talent, and about five smaller clubs and bars that handle lesser-known groups. The Exit in Palo Alto rounds out the Bay Area’s secondary blues scene.

BETTER SHAPE

Three years ago, the relatively few rock-oriented clubs were in a better shape, with Fillmore Audition, The Matrix, and the Matrix and Golden Gate Park, where lots of groups could play, despite the Rock-a-Rama situation which has worsened. Medium and small-sized clubs have been particularly hard hit, since small ballrooms still operate regularly, and even some virtual jazz clubs are used for rock concerts any more.

Berkeley, where there are no ballrooms, is the exception. Night clubs larger than the 104-capacity Matrix and the Marlin (130 capacity), New Orleans House (175 capacity) and New Monk (350 capacity) are crammed to overflowing in Palo Alto, open for four years, has a 200-seat capacity.

Such clubs usually book well-known local bands, such as the Fillmore’s “Young Blood” Loading Zone as the headlining act, plus a beginning band, like Goldilocks for a new name and boost the cover charge.

Performers in any of the rock clubs usually are paid a percentage of the door, plus the Matrix pays 70 per cent for headliners and 30 per cent for second-line acts; but the Matrix pays less. It’s supposed to equal scale, but in Berkeley there are so many local groups always happening, particularly in the smaller clubs. Frequently, the host or the staff has a regular band in these instances usually benefit more from the exposure and opportunity to play before a live audience. Beginning groups may play for as little as $2 to $12 each on a bad night, even at the bigger clubs.

The Hate Cafe, newest of the rock clubs, opened two weeks ago on Haight Street. According to manager Jack Bobbin, it will book beginning bands only, at least until next winter. The building used to be the Print Mint, where about two years ago new bands often played.

FOLK CLUB

The mainstay in the Bay Area is Freight & Salvage in Berkeley, hosting a diverse collection of folk, bluegrass and c&c. Capacity of the club is about 100 and the cover varies from $3.50 to $72, depending on the night and the performer. Like Mike Seeger will charge for a $1.50 cover. In San Francisco folk clubs are the Coffee Gallery and Coffee and Confusion. In short, there are far more bands than clubs, good bands, more and Avalon ballrooms are the prestige locations, an informal circuit of secondary clubs rings in a lively and interesting Berkeley coming into prominence.

And so the exposure cycle for a band often goes—from taverns to nightclubs to ballrooms and back, to the ballrooms for an occasional third-line appearance.

From the musician’s view, Fillmore and Avalon ballroom auditions have been most helpful, but there’s considerable competition.

The Soundproof Productions, which recently reopened the Avalon, is contemplating having auditions Wednesdays and Thursdays.

(Continued on page 16)

THE PENTANGLE, Reprise pop group, are greeted by Deputi British Consul Gen. Norman Sales, third from left, at a recent party for the English group in Los Angeles. Attending the reception at the Hollywood home of the Shakespeare Society of America were, left to right: Bert Jansch, Pentangle guitarist; Danny Thompson, bass; Sales; Mo Ostin, vice-president and general manager of Reprise; Jacques McLee, vocalist; John Renbourn, guitarist, and Terry Cox, drums.

Creedence Rock Group on Fire

NEW YORK — Creedence Clearwater Revival, that surging ‘rhythm beast from the Bayous’ of San Francisco, returned to Fillmore East, March 22, as the sinewy, supple band—at least—Spirit, who preceded John Fogerty, his flannel shirt and East Coast roots of Space Music. The Aynsley Dunbar, originator of the British blues quartet recording on the Blue Thumb label, rounded out the bill with his hand drumming at the hands of group leader Aynsley’s right.

With a voice as big as the outdoors, as tough and raw as scrap metal, John Fogerty has answered the mating growl of Janis Joplin like a lumberjack Romania singing to his “Susie-Q” without ever having to set foot out of the city limits. His Runaway Blues rock roars the call of the wild to a whisper that, when it goes out, is more truncheons, strong together simply, deep and repressive, precious again and again. Unlike Joplin, Fogerty’s fire is only in his voice, his rage is life is masked, dressed in overalls and a silent partner to the animal in his throat that comes alive to chew on “Proud Mary,” “Good Golly Miss Molly” and “Born on a Bayou.

Along with Tom Fogerty, Stu Cook, John, the British-born blue artists drove Creedence through their beat-heavy bayou blues, lapping effortlessly into long, psychedelic breaks, and engrossing the listener to the thud of the tireless, syn- copated drum. Fogerty is a rock star, agile, long, and sinewy, a secular singer who, like Screamin’ Jay Hawkins, could put his unique vocal to standards, pop tunes and oldies, lengthening his phrases, bending the life spans by rocking them with a beat, rolling their boogey- boogie rhythms and raking them over his vocal chords. The group is often compared to the Jimi Hendrix Fantasy album, “Bayou Country.

Spirit, West Coast quaint- re-recording for Columbia’s Ode label, ascended to curtain time for Creedence, with a space age spin through the rock cosmos. Flirting with jazz, electric chamber music, psychedelic and experimental rock, Spirit breathed through their “I Feel Like You” hit, “Get It All Together” and “Linda Jane.” Spirits, fea- turing Ed Cassidy on drums, Randy California on lead guitar and singer Jay Ferguard, proved to be one of the best, most “together” rock groups to hit Fillmore, making the changes through complex stops and starts in and out of melodies, tempo- rarily setting adrift in time, and working like “The Family That Plays togethers will play all day—” Ed Ochs.

Spanky Wilson: Gutsy Singer With Strong Blues Potential

LOS ANGELES — Spanky Wilson, in making her debut at Shell’s Manne Hole has resurrected the career of Dinah Washington. The young vocalist, in attempting to fuse funk with blues and jazz, displays a precisely polished stage presence, a driving quality, all reminiscent of the late blues singer.

There’s a real ‘catch my D’ style quiver in her voice when she sings the “Second Time Around;” her crispness to the Mothers’s Records artist is an at- tempt by the jazz club to broaden its range.

Unfortunately, Miss Wilson was hampered by a sore throat, but on the Friday evening (21) in review, she held up nicely, bursting with energy and making all the emphasis points reached for. Her set was relatively short six songs, the backing by her regular guitarist Chips Hoover, plus percussionist and occasional bassist Horpy Cooper and drum- mer Everett Brown. Collectively they were strong, so that her ensemble sound lacked remaining.

Miss Wilson is a gutsy singer, with good potential, but her rep- ertoire is limited. Her opening jump, like the performance itself, and “I’ve Waited a Long Time,” did not allow her to register with any dramatic qual- ity. She was also performing a good, meaty reading on “Affie and made Aretha Franklin’s “Baby I Love You” come on fire with soul. When she sang the tender ballad, “The Last Day of Sum- mer,” the mood and the groove were just right. If she can find the right songs, instead of alter- nating between strong and weak titles, her act can pick up con- siderably. However, she is still a hard-working vocalist with a lively approach.

ELIOT TIEGEL

Buffy St. Marie brings in fans & Funds for the Poor

WASHINGTON — Buffy St. Marie brought some 4,000 young devotees to their feet with all most every number she sung here recently at a performance for the “Movement for Caravan,” to promote funds for self-help in poverty groups. The Vanport artist was generous with her time and songs, from her passionate Indian lament for today’s in- different world, “Now That the Buffalo Gone” to the “Viet- nam Soldier” and “The Seeds of Breathing.”

The Cree Indian artist was followed by other recording per- formers prominent with their do- nation of time and talent at the Georgetown University Arena. These included the Charles River Valley Boys (Elektra), the New Lost City Ramblers (Folkways), Rain, Gary Davis (Pres- tige) and rock groups Puzzle (ABC) and the Fillmore Angels, a local group. Backing them was a light show by the Psychodelic Power, and the group’s en- cores were plentiful in a show that ended nearly five hours after its 8 p.m. start, with dancing in the aisles to the music of the two acts.

The show was put on as one of a series in a Caravan of con- cert’s by their National Grass Rutes Interested in Poverty Elimination (GRIPE) firm. This is an offshoot of the Poor People’s Campaign of 1968, and is rais- ing money to set the funds to be matched by government monies. The idea is for co-operative community efforts of poor people who want to try their hands at the traditional American Indian Land Movement.

(Continued on page 16)
wishful sinful
You saw it in Billboard...

THE SHURE VOCAL MASTER SYSTEM HAS SOLVED TOUGH ON-LOCATION PROBLEMS FOR:

THE 5TH DIMENSION
THE ASSOCIATION
SPANKY AND OUR GANG
SERGIO MENDES & BRASIL '66

Now... hear what the out-of-sight Shure Vocal Master can do for your group!

We'll rest our case on your ears. Listen to the clarity of the vocals, the blending and balance of sound, the penetrating power that reaches to the back of big rooms without overwhelming the audience up front, the unlimited reverb effects, the absence of feedback. It's the first system that gives you recording studio control of vocals during live performances. Dozens of leading groups have standardized on it... you owe it to your future bookings to hear what the Shure sound can do for your act!

SCHOOLS... HOTELS/MOTELS... AUDITORIUMS

The Shure Vocal Master has already replaced many much-more-expensive, complicated, so-called "deluxe" built-in sound systems from coast-to-coast. It has overcome difficult, almost insurmountable sound problems in night clubs, auditoriums, gymnasiums, fieldhouses, ballrooms, large meeting rooms, stadiums, ball-parks and public parks. Exceptionally simple to operate. Portable—sets up in minutes. Rugged—stands up under constant on-the-road use and abuse... it's natural for dependable use in fixed location. See your local Vocal Master specialist, or write for complete brochure.

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hear what the Shure sound
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(Note: If the Vocal Master Dealer Listing at right is missing, write for information to:)

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Wanted Singer

For internationally famous vocal group with several hit records to their credit. We are looking for an experienced lead type singer. Prefer one who plays an instrument and has had some experience in line of comedy, impressionist, etc. If you are the versatile entertainer we are looking for, here is your golden opportunity to join a well established steady working group. For more information call 702/735-1596 or write Billboard, Box A-437, 9000 Sunset Blvd., Los Angeles, California 90069.
In Honor Of Nana Mouskouri's Appearance At Carnegie Hall

Carnegie is packed for Nana Mouskouri

Not many singers can sell out Carnegie Hall for a debut concert, but then again, Nana Mouskouri is a very special sort of singer.

All of Miss Mouskouri's recording attributes came through intact in her live performances: the strikingly pure voice, the linguistic ease, the flair for drama, the interpretive security.

Club Review

Nana Gifts Many

NEW YORK — “Beware of Greeks bearing gifts,” goes the cliche; but that surely wasn't the case with Fontana's Nana Mouskouri, famed Greek singer. She brought the sellout Carnegie Hall audience gifts last week that they all will remember and also treasure.

Billboard

Nana Mouskouri Wins Fans With Winning Concert

NEW YORK — Greek songstress Nana Mouskouri made her New York solo debut Tuesday (18) to a packed house at Carnegie Hall. The Fontana Records star performed a well chosen program in Greek, French and English, holding the audience for little more than two hours.

Cash Box

NANA MOUSKOURI

CARNegie HALL, N.Y. — Nana Mouskouri is already an International star, but her impact has not yet been felt in this country. Judging by the reaction to her first solo concert in this country, a sell-out show at Carnegie Hall, her time won't be long in coming.

Bill Gavin's Personal Picks

Scarborough Fair/Canticle—Nana Mouskouri (Fontana) "...the singing here is of such quality that it deserves a hearing."

Nana's Newest Album
including her single
Scarborough Fair/Canticle
1641

Nana Mouskouri Sings
Over & Over

Sings Over & Over

NANA MOUSKOURI SINGS OVER AND OVER
LEISURE
TIME
TIPS

by: Larry Finley

There were a lot of raised eyebrows throughout the country when Bill- board subscribers received last week's publication which included the special "1969 INTERNATIONAL TAPE DIRECTORY" section. This comprehensive 137-page directory com- pletely covers every phase of this rapidly growing industry and this section is truly the only real "Bible" covering both the domestic as well as the international field.

Of particular interest was the esti- mate of the 1968 "Pre-Recorded Tape Dollar Sales" which reports that the total 1968 dollar sales ex- cessing all configurations of tape amounted to 247 million dollars. Of this amount, 8 Track was responsible for 155 million dollars, 4-Track for 35 million dollars, Cassette for 25 million dollars, Reel-to-Reel for 25 million dollars and Playtape for an estimated 10 million dollars.

At the recent NARM Convention the estimate on these figures were greatly understated by our sales with many rack jobsbers from all parts of the country. Several of these rack jobbers who were inducted as tape as recently as eighteen months ago, reported that tape sales were now responsible for various percentages ranging from 20% to as high as 35% of their overall music volume, with the percentage of tape sales increasing every month.

To help dealers and distributors de- termine their "plus" profits from these increasing tape sales, NAL has now increased its catalog to 42 impor- tant labels including 60 Twin-Packs to retail at a price of a single car- tridge. This means that dealers who do business with NAL distributors can receive the hottest selling titles from top record companies in 8 Track, Cassette and Open Reel, as well as the nation's top promotional line of Twin-Packs that can be ad- vertised at the cost of a single cartridge.

If you are a dealer who would like the name of your nearest NAL dis- tributor, call collect (212) 265-3340 or dial us directly on our toll free incoming WATS line (800) 221-7270.

Tape CARtridge
Motorola Mounting Tape Unit Assault on Europe

By MIKE HENNESSY

LONDON—Motorola, the Chicago-based electronics company, is planning a massive assault on the European 8-track cartridge player market through its newly created company, Motorola Automotive Products, Ltd. The company will set up manufacturing facilities in Sofford, Hitchin, Herts., 40 miles outside London, where its Control Sys- tems division has already been in operation for just over two years.

Motorola expects to get into piloting production by July but will not market products until the fall. The plans coincide with the British Motor Show in October, when the plant is expected to have a production capacity of 50,000 units a year.

For more than a year, Motorola's director of interna- tional affairs, Mr. Stotfold, has been setting up Motorola's Euro- pean operation which also in- cludes the line for the construction of a factory in Spain for the manufacture of transistors. Also in the pipeline are plans to set up an 8-track cartridge player manufacturing plant in one of the Common Market countries to supply European Economic Community members.

Motorola Automotive Produc- tions, Ltd., which has set up at the cost of $120,000, will employ between 50 and 100 and an all-British management. Meanwhile, Baer is acting as temporary managing director. The new plant will serve the United Kingdom and the EFTA countries. Mr. Baer, the existing Motorola customers in continen- tal Europe who may find cheaper and quicker to import product from Britain rather than from the United States.

Said Baer: "We anticipate a greatly accelerated growth of the tape player market. Until now Europe has been serviced by small operators and imitators, and in Britain they have had to face the problems of unfavorable budgets."

"We have the capital re- sources to go into the market in a much bigger way and we are convinced that there is great potential in Europe. It may not reach the levels that it has reached in the States, but it can nevertheless be profitable."

The newly created Motor- ola company will be seeking deals with the British automobile industry, where it has the option installation of Motorola equipment in 1970 models. Motorola has close ties with the automotive industry in the U. S. and recently renewed its three-year contract with Ford as exclusive supplier of 8-track player equipment to the company will seek to duplicate this contract with British Ford and will also seek other automobile outlets for its machines. The Stotfold plant is only a little more than 10 miles from the General Motors Vauxhall factory at Luton.

Baer said that a massive pro- motion campaign for 8-track players in Britain will be undertaken. The campaign will be made up of a number of promotions and advertisements using television, billboards, radio and press and on television were under consideration.

Baer also referred to the "chicken and egg" problem of matching player production with cartridge production. "We have been informed by the major music producers here and in the States that there is no problem with sufficient cartridges available, while the time comes, to meet the demand."

On the basis of a first year's production of 50,000 players, Baer anticipates a demand for 300,000 8-track cartridges. "Ex- perience in the States has shown that six cartridges per year are sold for every 8-track player and this pattern has been re- peated in 1968, where about 100,000 cartridges have been sold for about 16,000 ma- chines," said Baer.

The Motorola operation is the first time that the company, a big company to open up the 8- track player market in Europe where hitherto the exploitation of the 8-track system has been fragmented, undercapitalized and underpromoted and based on product imported from the U. S. or Japan.

"We think the potential mar- ket in Europe is sizable and to capture it requires only wide- spread exposure of our prod- ucts—which we intend to pro- vide," said Baer. "The sales in America exceed our early expecta- tions and we see no rea- son to be pessimistic about Europe."

Baer agreed that one inhib- itor for the development of the market would be the smaller size of automo- bile tape system which is most ef- fective in autos of 1300cc capacity and over. But we can see no reason to continue on page 21/21

GRT, M'MEDIA
IN AGREEMENT

NEW YORK—GRT has been licensed by Metromedia Records to distribute and dis- tributes its product in all tape configurations. The agreement, which covers the U. S. and Canada, utilizes dual distribution.

4 Firms to Focus on 'Talk' Catalogs

• Continued from page 1

Bookcases is producing 60 and 90-minute dramatizations of best selling books while those books are still on the best selling charts.

ITCC, in a tie-in with Douglas Productions, has issued a library of 100 cassettes containing the works of Lenny Bruce and other heavy weight comedians and entertainers. (February 22, 1969.) Already having established a foothold in the educational market, ITCC soon will springboard its product into the consumer field.

Spoken Arts Records, which recently announced the avail- ability of its children's line in cassette, will issue its upcoming original cast production of "Walk Together Children," an off-Broadway play, in cassette before it bows the counterpart album.

Motorola Automotive, Inc., a subsidiary of one of all four com- panies of their tapes over the disk counterpart. Whereas spoken word records necessitate the expensive Procession which the program is in progress, tape cartridges convey anecdotes of port- ability.

Playtape president Frank Stanton, in describing his "Live" series, termed them "the paperbacks of the record business." Playtape's spoken word cartridges are, in essence, terse "messages" of controversial figures or about sensitive topics.

"We regard these tapes (like the 45) as disposable product," Stanton said, referring to the many cards which are consumer dis- cards or shells left product in favor of the latest titles.

The initial release of 10 titles, including interviews by David Frost with George Wallace ("Would You Let Your Daughter Marry a Negro?") Richard Nixon ("Remarks You Wish You Hadn't Said") and Robert Kennedy ("What Are People in Europe For?") and short dissertations by Aldous Huxley, Allan Ginsberg, Malcolm X and Lenny Bruce, among others, is culled from the Douglas catalog. Stated here, the tapes are not future products, nor is it a product with a variety of sources. The company plans 6 to 12 monthly releases.

"We have decided to allow all salesmen for the first time," Stanton explains. "We want to hold the listener's attention for the entire length of the tape." Stanton explained. "By maintaining relatively short programs, we can accomplish our purpose. While Playskool will market his "Live" series through traditional music and tape outlets, it will emphasize bookshop and college store distribution.

Another company utilizing similar distribution is Bookcases.

In cassette and loaded cartridge we're your everything: supply, sales, merchandising service. You name it — Channel Marketing has it now. Blank-loaded! Leader- loaded! ALL Accessories! American-made for quality.

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PLASTIC OR CARD

card Reader
We don't shout about how good Audiotape 150 cassette tape is. We whisper. Because there's no place for noise when it comes to cassette tape.

Our special Low-Noise formulation drastically reduces the hiss caused by poor signal-to-noise ratio, the biggest obstacle to quality sound reproduction in cassettes.

You can hear the brilliant high frequency reproduction that our special oxide coating gives you, even at slow cassette speeds. In mono or stereo with complete compatibility and interchangeability.

If you really want to make a hit with your recordings, get Audipak Compact Cassettes to go with your tape. They'll also help you get more out of your recordings, without making a lot of noise about it.

Write for details. We can make such beautiful music together.
Yesteryear's Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were hottest in the country field 5 years ago and 10 years ago this week.

Here's how they ranked in Billboard's charts of that time.

COUNTRY SINGLES—5 Years Ago March 21, 1964
1. Understand Your Man—Johnny Cash (Columbia)
2. Saginaw, Michigan—Levy Frizzell (Columbia)
3. Welcome to My World—I. Reeves (RCA Victor)
4. Miller's Cave—Bobby Bare (RCA Victor)
5. Your Heart Turned Left (And I Was on the Right)—George Jones (United Artists)

COUNTRY SINGLES—10 Years Ago March 23, 1959
1. When It's Springtime in Alaska—Johnny Horton (Columbia)
2. Don't Take Your Guts to Town—Johnny Cash (Columbia)
3. White Lightning—George Jones (Mercury)
4. Who Cares—Don Gibson (RCA Victor)
5. I'm in Love Again—George Morgan (Columbia)

Europe Tape Assault

• Continued from page 18 shall of course be studying the mini car requirements and trying to design a model to suit this market. We shall also be giving thought to the possibility of manufacturing a home model in Britain, although this is not part of our immediate plans. Our first aim is to get established in the automobile market.

Bair said he could give no idea of a likely retail price for the Mini Tape Cartridge player, but he had every expectation that it would retail more cheaply than in the States.

Bair estimated that sales in Britain of imported Motordyne playback machines to date were not more than 1,000. "But we really have made no effort to sell them in Britain up to now and the fact that they have been imported has made them very expensive and obviously restricted the market."

Say You Saw It in Billboard

PLAYTape of Canada Set

Toronto — Irvin Specialities, Canadian distributor of Playtape 2-track players and cartridges, has formed Playtape Canada, a subsidiary company to market the cartridge product through electronics and music outlets.

Irvin Specialties will continue to service toy departments of department stores, variety, camera and toy shops with Playtape cartridges and cartridge players.

WHAT'S HAPPENING
APRIL 20-23, 1969?

THE INTERNATIONAL MUSIC INDUSTRY CONFERENCE
Paradise Island Hotel and Villas Nassau in the Bahamas
Sponsored by Billboard and Record Retailer
Contact: International Music Industry Conference 300 Madison Avenue—9th Floor New York, N.Y. 10017 (212) 75-7523

AN UNBEATABLE MINI-8-TRACK TAPE PLAYER BY

AT A NEW LOW . . . LOW . . . PRICE!! FOR CAR-BOAT-CAMPER OR PLANE

Europe Tape Assault

• Continued from page 18 shall of course be studying the mini car requirements and trying to design a model to suit this market. We shall also be giving thought to the possibility of manufacturing a home model in Britain, although this is not part of our immediate plans. Our first aim is to get established in the automobile market.

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Say You Saw It in Billboard

Suggested Retail Price — $29.95

HERE'S WHAT EVERY 8-TRACK OWNER WANTS:

1—Fine Tuning 1—Die-Cast Chromo Front
2—12 Transistors 7—Dust Protector Cartridge Door
3—10 Watts Per Channel 8—Manual Change Selector Button
4—Automatic Start 9—Tilt-Table Mounting Bracket
5—Automatic Channel Changer 10—Fits Most Glove Compartments

California Auto Radio, Inc.
12229 So. Woodruff AVE., Downey, 90241, Calif.
Tel: 213-923-9847
Cable: Calarad

WHY THE PROOF?

PLAYTAPE IS . . .

America's No. 1 Tape Cartridge

Many features that are included in other cartridges at a much higher price.

Peaks at 20 watts per channel

Over 1,000 models of receivers using this high-performance cartridge

Strongly preferred even by the professional and serious amateur

Your radio dealer will be pleased to show you our line of compact cassette players.

Hank Miller"/"The Guitars" (Decca)

Pre-Loaded (Decca)

B. Vans

Cherry Hill Industrial Center Cherry Hill, N.J.

Cartridges are also available under the Playtape brand name.
WASHINGTON — Commercials are just as important as ingredient of a radio station as the music it plays or the personalities, according to John D. Scheuer Jr., director of Radio Programming for the Triangle stations. Speaking before 300 broadcasters at the annual convention of the National Association of FM Broadcasters, Scheuer pointed out that “commercials can account for nearly 30 per cent of a station’s on-the-air sound—the 18 minutes per hour allowed. The music mix is recognized by most operators now as the substance which can make or break your audience...but commercials are just as important to building and maintaining that audience as the music.

“And commercials are really an extension of your station’s personalities,” he said, “because commercials do what personalities do. “In the vast majority of stations with little or no national business and many with little or no agency expertise, commercials are often handled by default. The result,” Scheuer said, “is that the station had bad sounds on the air, is rendering bad service to its listeners, bad service to the advertisers, and when these commercials go on the air, the result is as bad a total effect on programming as if you were producing bad news or had a bad music mix or a bad deejay on the air. He said it was much easier to construct good commercials with real imagination and effectiveness than is generally realized.

“A good commercial,” he said, “is one that moves more goods per dollar expended for time and talent than any other, but a good commercial is also one that clearly and hopefully entertainingly conveys a specific desire to buy the product or service advertised. The qualities of a good commercial producer is anyone who can write correct English, who has a feel for music—all kinds of music—and has the common sense to understand what a client wants or needs to accomplish. The first task is to find out what the client wants or needs to move more good. A man should take cognizance of the ‘violent, peaceful revolution’ taking place today, the revolution of re-examination of methods of living and of mental, emotional and physical ways of going places and doing things. Any merchant in this town who hasn’t realized this and isn’t gearing his merchandise sales and advertising to this is ‘on the threshold of losing importance, if he hasn’t already, to a competitor who has made changes and will make more changes,’ ” he advocated the seeking out of young people or people who are in step with the social revolution taking place and getting them involved in producing commercials. More important, you should have or have access to every kind of music that exists—both traditional, historic, classic, standard, or contemporary—regardless of the music mix of your programing. He said, ‘stations should not rule out any kind of music. The Levy people recently produced and ran only on rock stations a most effective commercial which was simply a mixture of talk backgrounded by a Bach fugue on the organ. It is possible to make any style of commercial compatible with any kind of radio format,” he said, “through proper construction of lead-ins and lead-outs. If you are fortunate enough to get national business that you think is not compatible with your station image, you can construct lead-ins and lead-outs of just music and sound effects to make them compatible.

“By getting more good commercials on the air,” Scheuer said, “a station’s customers will get greater results; hence, spend more with you and just as importantly, if not more so, your audience will grow because your commercials will become as good as everything else on your station.”

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WASHINGTON — Speaking of the role of the record promoters and the "keepers of the ears" of record companies in the field, Henry Brief, executive director of the National Association of Radio and Television Broadcasters, indicated that they were a valuable source of information because they were listening to music and could also be valuable source of topics for the “programmer.” He warned radio managers to invite in and talk to those who report on what's really going on in college radio.

Broadcasters were called to the 47th annual convention here of the National Association of Broadcasters by richard Nixon to address a program that were hits now, to illustrate the new music. He spoke on a "breakdown" necessarily in both records and radio, al- luding to the growth of progres- sive rock radio stations. At one point, he advocated a new play of more music for groups that were not developed in the “mainstream” format and record industries. He spoke of the "crosstown" in various types of radio, and also advocated play of long-cut records and records of the "outlaw".

Elliott M. Sanger, chairman of the All-Industrial Radio Music Committee, said there were broadcasters—up to date on ASCAP, BMI and SESAC, say- ing that two of the best-known BMI would allow them an increase in rates but 25 per cent less than ASCAP for the next four years and then 15 per cent less the fifth year of the agreement. He also speculated that the history of ASCAP in the courts and he did not know whether the matter would come before the courts. He also charged there was a BMI radio company not in the agreement.

At another session, Charles M. Stone, president for BMI on behalf of his Radio Code Board work. An "all-music" programming event, March 23, 1969, managed Jerry Holley of WIBW- FM, Kansas City, Missouri, for collegiate music deejays to have country music parks because the audience can't follow the music. Other speakers included representatives of WRR-FM, Dallas; Jerry Chapman of WFPM-FM, Indianapolis, and Joseph B. Wingo of WDAA-FM, Dayton.

The Broadcasters' Pioneers' Hall of Fame award this year went to Powell Crosley Jr., late-in- ventor-engineer.

ARMS: Brief calls for radical changes in programming

WASHINGTON Today's radio is such a specialized breed of music that nothing can be overlooked. Miller Gardner, general manager of KKKX-FM in Dallas, who spoke at the annual convention of the National Associ- ation of College FM Broadcasters, here at the Washington Hilton March 23, Gardner said that "FM programming was classical, progressive or any kind. You can't just go to aim programming at a specific audience and forget the rest. KKKX-FM has found a programming niche with records ranging from Spanky & Our Gang to Koestler and Sergio Mendes. The music ratio is roughly 50 per cent instru-

mentals, with heavy emphasis on current material, adding up to a dozen new albums and a dozen new singles. Miller Gardner, general manager of KKKX-FM in Dallas, who spoke at the annual convention of the National Associ- ation of College FM Broadcasters, said the station even considers spots a programming device.

The NAFM, with more than 300 enthusiasm broadcasters, virtually stole the show from the biggest National Association of Broadcasters this year. The meeting was far from being as lively or flashy, but there seemed to be more electricity and vital- ity in the air. It was more a season of rolling up the sleeves and getting down to work. Another Richel of WFIL-FM in Phila- delphia, chairman of the con- sel, opened his session of speeches March 21. "Present time," he said, "is when the picture of FM radio was Walter A. Schwartz, president of ABC radio network, who commented that while "the FM industry has enjoyed the longest spring training camp in the history of media...the time has opened and the advertisers are starting to compile their existing and fielding averages." He called up on FM broadcasters not to take their license for granted, that failure to promote is one of the main distinctions between FM broadcasters and AM stations. He warned that FM stations were still in the growth stage on the same battleground as AM stations and there was "no reason why they shouldn't be able to compete toe to toe and eventually gain full and equal parity with AM radio stations in your market.

Jim Yancey, program manager of the KKKX-FM, Dallas, received an award for "the most valuable service to the industry, radio, there are as many in- terpretations of progressive rock as there are stations and mar-

kets. Therefore, let me dwell only on NRENF-FM's approach as it applies to the nation's most popular market — New York.

During 1967, our full year as an independently pro- grammed and managed radio station, it was my opinion that Arthur Asch and I devoted much time and effort to creating a format that was both fresh and innovative. From the growth of the station, we have seen the growth of the station's major progressive rock format stations throughout the nation, and we have seen the growth of the station's major progressive rock format stations throughout the nation, and we have seen the growth of the station's major progressive rock format stations throughout the nation, and we have seen the growth of the station's major progressive rock format stations throughout the nation, and we have seen the growth of the station's major progressive rock format stations throughout the nation, and we have seen the growth of the station's major progressive rock format stations throughout the nation, and we have seen
**Positions Open**

Radio-TV Mart, 345 5th Ave., New York, N.Y. 10016

**Need for Summer**

Announcer available to travel with program director.

**Needed**

**Positions Wanted**

Available, one of the funniest minds in America. If you want a deep-voiced, funny personality, send resume, recent resume and sign 483-7215.

**Positions Wanted**

New, one of the funniest minds in America. If you want a deep-voiced, funny personality, send resume, recent resume and sign 483-7215.

**Positions Wanted**

New, one of the most famous minds in America. If you want a deep-voiced, funny personality, send resume, recent resume and sign 483-7215.

**Positions Wanted**

New, one of the funniest minds in America. If you want a deep-voiced, funny personality, send resume, recent resume and sign 483-7215.

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Thank you Mister Sinatra for My Way "Comme d'habitude"

Claude François
Overstreet, Dot.
BP: 
BH: 
How "Gimme Raiders, sills, sion, Soul Tight, " Beatle, Mercury. 

Jerry Butler, Mercury. 

Linda Zacherle, Jonathan Steele. 

Johnny Michaels, Columbia. 

Temptations. 

Says the Pulse. We must.

Evan, A&M. BH: "This Your Fan, You Conquered." 

Never Get Him Down. "I'm a Groovy World." Unruly, King.

"Who's Groove Your Face." King. 

Breant, George Coryell, and Louis Zamperini.

Lancaster, N. Ill., 40 rec.


"Go-Go." John Oates, B.C. 

"Music and the B.C. " 

"Ain't Nothin' Gonna Stop Me." 

"Music and the B.C. " 

South Lake Tahoe, Calif. (KTHD-AM-FM) Bill Kingson, Program Director 


"Go-Go." John Oates, B.C. 

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"Music and the B.C. "
LETS HEAR IT FOR THE MONKEY!
There is a lively, transcription-quality pickup to the Em's writing and a lack of polish to Dino Warren's hit. This may be a good prospect for a new single here in an unpolished manner. "You've Got All the Love in the World" also seems good, especially "A Hard Time Right Now," a Bennett piece. "This Love, Loving You Too Long" is another fine cut from Warren and Chips Bonham. It's a strong reunion.

---

"JAMES BROWN - Say It Loud"  is a big one for Bill and I'm impressed. King 51047 (3)

Nippon's James Brown offers his biggest soul package yet, stemming from his latest album with this one. He is a master of the blues, his style is made up of all the classic R&B and past classics, improved packaging and Brown's heartfelt soul menu. It is selling circles like any of his LPs to date.

---

"NORRO WILSON - Dedicated To: Only You, Sweetie" SPS 67116 (3)

Nippon Wilson has a solid Nashville sound but it's not enough to push his new set into the pop market. His handling of "Only You" - "The Great Pretender" - a love Come But Once in a Lifetime" and "My Prayer" have the country-pop appeal that draws country audiences.

---

"NANA MOUSKOURI - Singing Songs" Over & Over Fontana 10 2202-2 (3)

The unambiguously sweet and sensitive voice of Nana Mouskouri's crop true and clean with a healthy shot of the West Coast sound. On this first album of her career, she follows in the footsteps of her father's success. Her renditions of traditional folk numbers and contemporary hits are beautifully arranged and performed. The album comes with special packaging that gives it the exposure it deserves. Miss Mouskouri's success as a recording star should allow her to build on her success as an international concert performer.
Caution: Tammy Wynette's latest single, "Singing My Song" may be habit forming.

When it becomes Number One on the charts, don't say we didn't warn you. She hasn't missed yet!
NASHVILLE — A Federal court judge ruled that any use of the word "Opry" is an infringement on the service mark of "Grand Ole Opry."

Judge William Miller ordered Opry Records to cease using the name. An injunction was issued against Donald Bailey and Jay Rainwater, both of Nashville. Miller ruled that the word "Opry" could be used only by WSM, Inc., owner of the "Grand Ole Opry" in the recording and entertainment field.

The U. S. district judge ruled that infringement does not require the exact copying of a mark, but "infringement is possible by adapting only the salient or dominant part of a mark."

Miller noted that the "newly formed record company adopted the name almost 20 years after WSM had registered its mark."

The defendants had tried to prove that "Opry" had become a generic term, pertaining to all country music. WSM took the stand that there is only one "Grand Ole Opry" and it is the exclusive right of the radio station in a Saturday night broadcast from the Opry House in Nashville.

Rainwater recently had produced two country records bearing the Opry label, and Bailey was the performing vocalist. The Federal court ruling could have far-reaching effects. WSM has long contended that abuse of the world "Opry" is commonplace, and it has been taking steps to stop it. Individual artists in the past have been enjoined from using the "Opry" name, and bookers and promoters have been warned repeatedly about its use.

There is, WSM contends, no "Grand Ole Opry" show or "Opry" show of any kind except that broadcast by the radio station here. An artist may bill himself as a member of the "Grand Ole Opry" if he indeed is a member and lives up to terms of the annual agreement concerning appearances on the radio show. However, a road show, WSM maintains, cannot be billed as a "Grand Ole Opry" show, nor may any club or any other radio station use the "Grand Ole Opry" or "Opry" designation.

Often in the past, WSM had lacked this Federal court backing to enforce its contentions, but may now take sterner actions. The name "Grand Ole Opry" was originated by the late George D. Hay in 1925, when he was program director of WSM. It was then registered with the U. S. Patent Office in 1948 as a trade-mark of the WSM radio show.

NASHVILLE — In an academic study appearing in the magazine Washington Education, a professor analyzes "Harper Valley P.T.A." as a "painless expression of social criticism."

Prof. John Jarolimek, who is chairman of curriculum and instruction for the department of education at the University of Washington, wrote the critique, and concludes that Tom T. Hall, its author, is more than a cut above the average.

"Evidently self-righteousness is a rather persistent and long-lasting characteristic of human behavior," he writes. And he noted that we are now "somewhat optimistic that songs like 'Harper Valley P.T.A.' will be around for a long time to entertain us."

A country music buff and former instrumentalist, Jarolimek notes how Hall, in his lyrics, touches every base in noting the urgency of the criticism. He lays out all the indictments, and then deals with each of them in order, leaving no open ends.

Doubling the underdog syndrome to win, Americans are particularly vulnerable to operating here," the professor writes. "The discrepancy between what is preached and what is practiced comes through in a dramatic, plain-talk way. This is precisely what young people have been telling us all our society. We see it all about us, whether it is the credibility gap at the national level or the double standards of conduct practiced in our homes."

Jarolimek then goes into a dissertation about value systems, and notes how Hall has dealt with them through confrontation. All of this, he contends, "reminds us of the low tolerance we have for the individual who just happens to conduct his life a bit differently from the conventional and generally accepted patterns."

What Hall is saying, the professor contends, is the Biblical admonition "Let him who is without sin cast the first stone." Such things, he claims, "help keep the rest of us honest."

Hall was in full agreement with the professor in most cases. "Perhaps I didn't consciously have that intent," he said, "but the thought was certainly in the back of my mind, and it may have reflected a little of the subconscious."

PHILLIPS WHO DEEJAY AGAIN

DES MOINES-Stu Phillips, Hickory artist, sat in for drk jockey Mike Hoyer March 26 and 27 on WHO, his second time on this job. Phillips, a onetime Canadian radio personality, operated the country music show from 10 p.m. to 4 a.m. on the 50,000-watt station.

Phillips' latest release, "Rings of Grass," was written by Shelby Silverstein of Playboy magazine.
THE RING-G-G OF SUCCESS!

"(MARGE'S) AT THE LINCOLN PARK INN"

by Bobby Bare

PUBLISHED BY: NEWKEYS MUSIC
EXCLUSIVELY ON RCA RECORDS

Bookings: KEY TALENT AGENCY
this is
Porter
Wagoner
and
Dolly
Parton
"YOURS
LOVE"
RCA #74-0104

Written by HARLAN HOWARD
Published by WILDERNESS MUSIC
913 17th Ave. S.W.—Nashville, Tenn. Exclusively on RCA RECORDS

Billboard SPECIAL SURVEY for Week Ending 4/3/69

This Week Last Week TITLE, Artist, Label & Number in Chart

This Week Last Week TITLE, Artist, Label & Number in Chart

1. WHO'S GONNA MOW YOUR GRASS... 10 BUCK OWENS & HIS BUCKAROOS, Capitol 2377 (Blue Boy, BMI)
2. WAGONER & PARTON, RCA #74-0104
3. WOMAN OF THE WORLD (Leave My World Alone) 7 LORETTA LYNCH, Decca 32499 (Sure-Fire, BMI)
4. KENNY ROGERS & THE FIRST NITE 10 KENNY ROGERS, RCA Victor 47-8116 (Warner, ASCAP)
5. WAGONER & PARTON, RCA #74-0104
6. ONLY THE LONELY 12 SONNY JAMES, Capitol 2370 (Amour-Rose, BMI)
7. IT'S A MAN'S MAN'S MAN'S WORLD 9 MARTY ROBBINS, Columbia 4-44720 (Warner, ASCAP)
8. HUNGRY EYES 7 MARIKE, Capitol 2385 (Blue Boy, BMI)
9. RINGS OF GOLD 7 CHARLIE PRIDE, RCA Victor 47-8917 (Warner, ASCAP)
10. NOBODY BUT YOU 9 WAYLON JENNINGS, RCA Victor 47-1011 (Mono, ASCAP)
11. WHERE THE BLUE AND LONELY GO 11 LONNIE WOODS, RCA Victor 27850 (Sands-Dominion, BMI)
12. DADDY SANG BASS 18 CHARLEY PRIDE, RCA Victor 74-0105 (Waxw, ASCAP)
13. JOE & MABEL'S 12TH STREET BAR & GRILL 8 WAYLON JENNINGS, RCA Victor 47-8120 (Amour-Rose, BMI)
14. LET IT BE ME 9 WAYLON JENNINGS & JESS IVERSON, Capitol 23787 (Cherry-Rose, BMI)
15. MY LIFE 6 BILL ANDERSEN, Decca 32465 (Stratton, BMI)
16. A BABY AGAIN 7 WAYLON JENNINGS, RCA Victor 47-1011 (Mono, ASCAP)
17. WIMP'S JAIL 16 JOHNNY CLAYTON, Capitol 23792 (Stratton, BMI)
18. JUST HOLD MY HAND 8 JOHNNY & JUNE WATKINS, Capitol 23994 (Marble, BMI)
19. GIN GIN GIN 15 DON BROOKS, RCA Victor 47-8919 (Combines-Metro, BMI)
20. FROM THE BOTTLE TO THE BOTTOM 9 WAYLON JENNINGS, RCA Victor 47-1011 (Mono, ASCAP)
21. NAME OF THE GAME WAS LOVE 15 WILLIE NELSON, RCA Victor 47-9957 (Columbia, BMI)
22. DADDY SANG BASS 18 WILLIE NELSON, RCA Victor 47-9957 (Columbia, BMI)
23. SHE'S LOOKING BETTER BY THE MINUTE 10 JOHNNY CASH, Decca 32460 (Stratton, BMI)
24. YOURS AND MINE 5 WAYLON JENNINGS & JESS IVERSON, Capitol 23787 (Cherry-Rose, BMI)
25. COME HOME AND SING THE BLUES TO DADDY 7 WAYLON JENNINGS, RCA Victor 47-8120 (Amour-Rose, BMI)
26. OUR HOUSE IS NOT A HOME 5 JOHNNY CLAYTON, Capitol 23792 (Stratton, BMI)
27. MARLIN'S AT THE LINCOLN PARK INN 4 BOBBY BARNES, RCA Victor 74-0106 (Handy, BMI)
28. BORN IN DARKNESS 6 CHARLIE MICKLE, RCA #74-0105 (Waxw, ASCAP)
29. WHEN WE TRIED 5 JAN HAWKINS, Decca 32467 (Rex, BMI)
30. SWEEPHEART OF THE YEAR 5 WAYNE PERRY, RCA Victor 47-4656 (Tecuban, BMI)
31. SOMETHING'S WRONG IN CALIFORNIA 5 WILLIE NELSON, RCA 47-1015 (Earl, BMI)
32. IF I HAD LAST NIGHT TO LIVE OVER 7 HOUDSON ROYAL, RCA Victor 47-1020 (Amour-Rose, BMI)
33. BACK TO DENVER 4 GEORGE LANTHAM IV, RCA 47-1030 (Warner, ASCAP)
34. I'VE GOT PRECIOUS MEMORIES 6 FARRIS YOUNG, Mercury 72850 (Passport, BMI)
35. WEDDING CAKE 5 DIANA EPSTEIN, RCA Victor 47-1043 (Spincord, BMI)
36. TO MAKE LOVE SWEETER FOR YOU 15 JERRY LEWIS, SMITH 4453 (Budweiser, BMI)
37. YOU GAVE ME A MOUNTAIN 3 JIMMY BOWES, RCA Victor 2527 (Mojave, BMI)

Billboard SPECIAL SURVEY for Week Ending 4/3/69

This Week Last Week TITLE, Artist, Label & Number in Chart

This Week Last Week TITLE, Artist, Label & Number in Chart

38. CUSTODY 12 JIMMY DRAKE, MGM 14020 (Coral, BMI)
40. YESTERDAY'S LETTERS 8 BOBBY JOHN, Decca 32431 (Combination, BMI)
41. IF I HAD A HAMMER 9 WAYNE WEAVER, Capitol 2379 (Columbia, BMI)
42. THERE WAS NEVER A TIME 2 JENNIE C. RILEY, Plantation 6 (Lingatone, BMI)
43. MAN AND WIFE TIME 3 ROSIE BOWE, RCA 74-0104 (Window Music, BMI)
44. UNTIL MY DREAMS COME TRUE 17 JIMMY DRAKE, Decca 32432 (Blue Crane, BMI)
45. RESTLESS 14 JIMMY DRAKE, MGM 14020 (Coral, BMI)
46. SATURDAY SATAN, SUNDAY SAINT 4 WAYNE WEAVER, Capitol 2379 (Columbia, BMI)
47. IT LOOKS LIKE THE SUN'S GONNA SHINE 4 WAYNE WEAVER, Capitol 2379 (Columbia, BMI)
48. I'LL SHARE MY WORLD WITH YOU 2 GEORGE JONES, WILDERNESS RECORDS
49. GLEO SHES A WOMAN 4 BUCK DOUGLAS, United Artists 50479 (Tannerone, BMI)
50. DON'T GO 2 EARL BARTON, BMI
51. I SEE THEM EVERYWHERE 5 JIMMY DRAKE, RCA 74-0104 (Heartwood, BMI)
52. SOMEBOY'S ALWAYS LEAVING 6 JIMMY DRAKE, RCA 74-0104 (Heartwood, BMI)
53. JOHNNY ONE TIME 8 BUCK DOUGLAS, United Artists 50479 (Tannerone, BMI)
54. HONKY TONK SEASON 6 WAYNE WEAVER, Capitol 2379 (Columbia, BMI)
55. SWEET LOVE ON MY MIND 4 WAYNE WEAVER, Capitol 2379 (Columbia, BMI)
56. FLAT MOUNTAIN RANGE 4 JIMMY DRAKE, RCA 74-0104 (Heartwood, BMI)
57. CALIFORNIA GIRL 3 TAMILLE & THE GLAD BROTHERS, MGM 14026 (Jab, BMI)
58. JUST BLOW IN HIS EAR 3 DAVID WILLIAMS, PANTALONI 11 (Moss-Rose, BMI)
59. SON OF A PREACHERMAN 4 PEGGY LEE, SAVINGS 40319 (Starline, BMI)
60. JUST ENOUGH TO START ME DREAMING 3 WAYNE WEAVER, Capitol 2379 (Columbia, BMI)
61. THE CONSPIRACY OF HONOR JONES 5 DIANA EPSTEIN, Capitol 2342 (Blue Creek & Range, BMI)
62. AN ARTICLE FROM LIFE 3 JOHNNY CLAYTON, Capitol 23792 (Stratton, BMI)
63. BIG SCREENS WING FOR ME 4 JIMMY DRAKE, CAP 50-0100 (Targa, BMI)
64. SWEET WINE 1 JOHNNY CARRIE, IMPERIAL 63631 (Blue Echo, BMI)
65. LET THE WHOLE WORLD SING IT WITH ME 1 WAYNE WEAVER, Capitol 2341 (Wheat Music, BMI)
66. PARTING 3 WAYNE WEAVER, Capitol 2341 (Wheat Music, BMI)
67. I ONLY REGRET 4 JOHNNY DRAKE, RCA Victor 2527 (Mojave, BMI)
68. LOVE COMES BUT ONCE IN A LIFETIME 1 HOUDSON ROYAL, RCA Victor 2527 (Mojave, BMI)
69. ALL HEAVEN BRACE LOOSE 2 RAY L. WELLS, KAPP 978 (Gallito, BMI)
70. SON 1 JERRY WALLACE, LIBERTY 50695 (Marino Music, BMI)

APRIL 5, 1969, BILLBOARD
BACK TO DENVER

GEORGE HAMILTON IV

EXCLUSIVELY ON RCA RECORDS

PUBLISHED BY

Acuff-Rose PUBLICATIONS INCORPORATED
Various albums are also available on stereo tapes, as follows:

**ST-4** indicates 7½ IPM 4-track cartridge.  
**C-73** indicates 1¼ IPM cassette  
**6-X** indicates 8-track cartridge  
**2-X** indicates 4-track cartridge

**CREAM OF COUNTRY HITS**
Gypsy King / As Long As I Live / Heaven Says Hello, and others.
DL 75067 / C-73 / 6-X / 2-X

**Kitty Wells’ Greatest Hits**
It Wasn’t God Who Made Honky Tonk Angels / This White Circle / I Gave My Wedding Dress Away, and others.
DL 75001 / C-73 / 6-X / 2-X

**Queen of Honky Tonk Street**
Queen Of Honky Tonk Street / Walk Through This World With Me / All The Time, and others.
DL 74929 / C-73 / 6-X / 2-X

**Love Makes The World Go Around**
Touch My Heart / Stand Beside Me / Coming On Strong, and others.
DL 74857 / ST-4 / 6-X / 2-X

**Kitty Wells’ Greatest Hits**
DL 74793

** Seasons Of My Heart**
DL 74705

**Kitty’s Choice**
DL 78979

**Dust On The Bible**
DL 78558

**Lonely Street**
DL 78732

**Kittey Wells’ Country Hit Parade**
DL 78293 / 6-X

**Kitty Wells’ Golden Favorites**
DL 74108 / ST-4 / 6-X / 2-X

**The Kitty Wells Story**
DXSB-7174
JUANITA SOUTHERN of Cincinnati is shown signing contracts with Sawgrass Music Publishers, owned by Porter Wagoner, left, and Mel Tillis. The firm has moved to new offices at 106 19th Avenue South, Nashville.

Welcome to RENO's PONDEROSA!
Our first year is over and its been a huge success. Request your show and see how the staff and the locals will show you the time of your life! Lose yourself in the lavish luxury of early 19th Century Nevada. Elegantly furnished rooms with color TV. Reasonably priced for family budgets. Dancing nightly. Swimming. Free parking. Be prepared for a Many Splendored Fling!

KBER Makes Contest Plan
SAN ANTONIO — A. V. Bamford, KBER Radio here, has announced plans for the 1969 Miss Country Music, Las Vegas. The winnersApplications have been mailed out to country music stations, seeking participation. Scores of stations took part last year, and many already have submitted applications for this year. Other stations are expected to swell the list.

The finals will be held Sept. 14.

Dual Entries For Awards
LOS ANGELES — Four of the same songs are listed among the top five finalists in both song of the year and top single categories in the Academy of Country & Western Music's awards competition.

Running in both events are "Bennie & Clyde," "I'll Take a Lot of Pride," "Manu Tried" and "Wichita Lineman." The fifth nominee for song of the year is "Only Daddy That'll Walk the Line." The remaining top single is "Little Green Apple." The awards will be presented at the fourth annual banquet April 28 at the Hollywood Pala-

Vox Jox
• Continued from page 26

A music program sponsored for an hour and a half, it features a disc jockey and a band. The program has been well received by the audience, according to the station manager.

Rick Carroll has left KROY in San Antonio, Texas, to join KLIV full time. He is scheduled to begin his new duties Monday. Carroll, who has been with the station since 1965, is expected to continue his work with the station.

KRC swingman and production man. Mike Hursey has been promoted to director of WFUN in Miami.

NASHVILLE—George Lind-
sey, "Goober" of the "Mayberry KFDJ" network television show, will join the Masters Festival of Music for a long series of shows in the area.

"Officials of the Masters Fest-
ival are working with our man-
gagement to bring an illusion-
ary year for the year ahead," Lindsey said. "I hinted there may be as many as 30 of these appearances.

The Festival features Chet At-
kins, Boots Randolph and Floyd Cramer, and lately had Jerry Reed as well. Lindsey joined the group last week in an attempt to bring the show to the Kraft Music Hall singing their newest Capitol record, "Meet Me in Bakersfield," a Sonny Curtis song.

While here, Lindsey also did volunteer work on a Cerebral Palsy telephone, and was a pre-

Lindsey records for Capitol here under the tutelage of Kelso Herston.

INTERNATIONAL MUSIC INDUSTRY CONFERENCE
NASHVILLE — Miss Country Music International Music Industry Conference last week was expected to swell the sound. Among the country stations, many stations took part in the contest.

The 19th annual conference was held in Nashville, Tenn., and was the seventh annual broadcast tour to the city, including broadcasts on nearly as many as the FJF shows. The contest was sponsored by the National Country Music Association, with the winners being awarded the Country Music Hall of Fame award.

Jeff Brown is to be named Miss Country Music International Music Industry Conference for June 24-25. Jeff Brown will be hosting the conference at the Country Music Hall of Fame in Nashville.

Jim Cuddy has received word from the City Council of the City of Phoenix, Ariz., that he is to be named Miss Country Music International Music Industry Conference for June 24-25. Jeff Brown will be hosting the conference at the Country Music Hall of Fame in Nashville.

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Judging from the action on Country-Western stations as well as top 40, BILLIE JO SPEARS only walked out on Mr. Walker to work for you.

"MR. WALKER ITS ALL OVER." #2436. Producer Kelso Herston. And it's from CAPITOL
**Billboard**

**Rhythm & Blues Singles**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label, No. &amp; P.</th>
<th>Week(s) as Chart</th>
</tr>
</thead>
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<tr>
<td>42</td>
<td>IS IT SOMETHING YOU'VE GOT</td>
<td>Al Green, Mercury (1)</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>23 SOPHISTICATED Sissy</td>
<td>Stan Bush, Sunlites, ASCAP (2)</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>ONE EYE OPEN</td>
<td>Minkler &amp; the Agents, Dynasty 125 (Catalyst-O.S.R., ASCAP)</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>TRACKS OF MY TEARS</td>
<td>Aretha Franklin, Atlantic 203 (Island, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>ALL YOUR LOVE</td>
<td>Gladys Knight, The Impossibles, De Soul (R&amp;B, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>I CAN'T DO ENOUGH</td>
<td>Delia, Ceder 5630 (Chess Music, BMI)</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>SING A SIMPLE SONG</td>
<td>Gay &amp; the Family Stone, Epic 1:10407 (Easy Eye, BMI)</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>NEVER GONNA LET HIM KNOW</td>
<td>Deniece Williams, BPI 39001 (ABC-Paramount, BMI)</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>WITHOUT YOU</td>
<td>Shouter, General 1002 (Cotillion, ASCAP)</td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>GIVING IT UP</td>
<td>Arif, Value 106 (Trio, BMI)</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>I DON'T KNOW</td>
<td>Rip, Value 105 (Trio, BMI)</td>
<td></td>
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<tr>
<td>39</td>
<td>COUNTRY GIRL</td>
<td>Johnny Otis, Kent 306 (Shrap, BMI)</td>
<td></td>
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<tr>
<td>34</td>
<td>SOUL PRICE (Part 1)</td>
<td>James Brown, King 2422 (M &amp; B, BMI)</td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>I STILL LOVE YOU</td>
<td>Shutter, Warner 5490 (Jeter, BMI)</td>
<td></td>
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<tr>
<td>43</td>
<td>BORN AGAIN</td>
<td>Shatta, Warner Bros. 5490 (Jeter, BMI)</td>
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<tr>
<td>39</td>
<td>YOU'LL BE GOO</td>
<td>Nancy Wilson, Capitol 2422 (Vogue, BMI)</td>
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<tr>
<td>44</td>
<td>GRIZZLE IN THE GAME</td>
<td>friends of Distinctions, RCA 724007 (Cbs, BMI)</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>GAMES PEOPLE PLAY</td>
<td>Dredd Height, Jubilee 568 (Phone- BMI)</td>
<td></td>
</tr>
<tr>
<td>48</td>
<td>GOAL MAN</td>
<td>McCike, Epic 16005 (East West, BMI)</td>
<td></td>
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<tr>
<td>42</td>
<td>C &amp; THE SENS</td>
<td>Delia, Ceder 5630 (Chess, BMI)</td>
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**TID-GRITS**

Guy Draper and the Unifics will be welcomed back to Washington and Howard University on Tuesday (1) to celebrate their beginnings together at a special concert, “An Evening With the Unifics.” The show may be taped for the group’s next Kapp LP, to be produced by Draper. The Unifics then begin a week-long stand at the Howard Theatre featuring their latest disk, “I’m a Groovy World.” Don Covay, backed by the Jefferson Lemon Blues Band, has begun promotion on his new single “Sweet Pea,” produced by Rick Hall and recorded at Muscle Shoals, Ala. The plug side is backed with the three versions of “C.C. Rider.” Covay appeared on the “Joe Franklin Show” on March 26. 

Nancy Wilson headlines a one-week engagement at the Apollo Theatre in Harlem beginning Friday (11). Her latest Capitol single is “You’d Better Know.” Albert Carter and his band will perform at the Village Gate May 23-24, following a trip to Los Angeles to tape the Joey Bishop, Steve Allen and Donald O’Connor shows. . . . Also set for the TV circuit starting Tuesday (15) is Johnnie Taylor. He opens at Basin Street in San Francisco on May 2, as his “Take Care of Your Homework” marks the million mark. . . . Peaches & Herb move into the Apollo on June 6-12. . . . Buddah has released album material from the now-defunct Vee Jay label, including LP’s this week by Jerry Butler, John Lee Hooker, Bill Doggett, The Primitives and The Staple Singers. Later releases will feature Eddie Harris, the Fine Boys, the Caravans, and the Harmonizing Four which have never been issued. . . . The Dynamettes, Cotillion group breaking with “Ice Cream Song,” are cutting a album in Memphis. . . . Neil Bogart of Buddah Records reads Soul Sauce. Do you?

**SOUL SLICES:** Motown’s Temptations have grabbed the top spot on both the R&B singles and album charts, and threaten to make a clean sweep of business with a rush at the pop flag. The full-length LP out of the group’s hit, “Runaway Child, Running Wild,” is pushing sales of their “Cloud Nine” album past the pace of the single, as four of the top 11 LP’s on the R&B charts also feature the Temps—two of them with the Supremes. . . . Gamble and Huff, who signed a production pact with GRT’s Chess Records, this week, produced 22 chart records last year. A new label, Gamble-Huff Rec-ords, will be distributed through Chess and based in Philadelphia. The duo’s latest hit production is Jerry Butler’s “Only the Strong Survive.”

**SOUL SAUCE**

By ED OCHS

**NEW YORK—“Black Encyclopedia of the Air,” a new program for black-oriented radio stations, has been jointly produced by the Columbia University Black Identity Project, publisher Alan Lomax, and the Ford Foundation to provide radio shows that feature one-minute spots on both African and Afro-American history.**

Integrating history with the contemporary sounds of rhythm and blues, the disk features narration by NTRA board chair-nman, and personality Jack Walker, based on research by black historian Henry Clarke, Lomax, an expert on black folk music, wrote and developed the series with the assistance of leading anthropolo-gists, historians, and others. “Black Encyclopedia of the Air,” is now available for free distribution to Negro-oriented radio stations. Information can be obtained by calling the Black Identity Project at (212) U-2 8712.
WASHINGTON—FCC Commissioner Nicholas Johnson says the record industry offers opportunities for the young and independent creatively talented that have kept this commercial industry lively with diversity, in spite of the domination of some giant conglomerates in the field. In contrast, he finds that television offers practically no chance for young talent to present its own idea, however good.

In an informal talk to the National Academy of TV Arts and Sciences of Southern California recently, the commissioner told the group that the rigid structure and scarcity of channels have made TV, forbidding for innovators, entrepreneurs, and creators.

He enlarged on this in an interview with Billboard:

"In the recording field, new groups of recording artists can get night club or date school gigs, get their music recorded in a studio, build their own name around themselves. There is a bubbling up and effervescence that goes on in the industry in spite of the fact that large conglomerates control a good deal of it.

"In contrast, the television industry by its economic structure and technology offers a forbidding front to experimentation, innovation and diversity in programming. It would be impossible for a kid to get his own video tape recorder and build his own name around his own programs.

Johnson found the limits on young creativity in TV, the network, "less than in any of the other arts, or print. In spite of the folding of many newspapers, he pointed out, there are hundreds of the so-called underground press outlets for the young to express with, and even widespread opportunities in the diverse range of commercially sold publications. "But there is not in the whole country an underground TV outlet—unless you consider Channel 1 in the Village in New York."

Asked about the so-called progressive rock radio stations, he was dubious of their value to new young creative talent. In his view, they do not open many doors to newcomers, but rather play recorded music that has already achieved a following.

In the limited channels and ownership patterns of today's TV, the Federal Communications Commission finds an example of what happens when creative talent must always work, in effect "as employees of an industry. As creators they reflect the institution they worked for. This would be true in any creative field. If a sculptor could pursue his art only as an employee, having to go to the approval of the employers, it would have an insurmountable effect on the quantity and quality of his work."

The argument is often heard that in music, underground press, and other fields where the young independent can carry out his own individual ideas, a sort of genius emerges in such a field. Johnson does not argue this, but clearly sees them as a junk heap, and makes the point that the junk is far outweighed by the benefits of giving freer outlet to the creative talent, as against built-in barriers against diversity and experiment.

"The only hope for experimentation and opportunity for new talent, musical and otherwise, on television, lies in a multiplicity of channels, he believes. Speculated that if CATV (cable television) were made to meet this need, there could breezily rear up an 'original' channel at the local level—the kind of showcase that could never exist in present television.

Cmnr. Johnson is frequently asked loudly worried about the future of all communications media under incessant dominance of large, unrelated corporate conglomerate parents. He recently wrote scathing diatribes to an FCC majority's approval of some conglomerate buys of radio and TV stations—granted on the very same day the commission launched a study of the possible pressures of conglomerates on broadcasting program independence and news integrity.

Although Johnson said he is not pre-conceiving any pattern of ownership in media, the dangers are evident in conglomerate control, a situation that can insulate broadcast services to the public. "Recording companies and talent, relying so heavily on air play to reach the public, are finding themselves increasingly amidling with conglomerate conglomerates."

Cmnr. Johnson will be one of those taking a keen interest in what turns up in the FCC's study and many others, on the effects of the conglomerate encirclement of previously independent channels on which information and creativity reach the public.

TV Not Channel for Innovator: Johnson

By MILDEAD HARRILL

NEW YORK—Buddah Records has issued a five-volume series entitled "The Electric Years" covering Negro history and features musical annals from the era of Martin Luther King, Langston Hughes and James Baldwin. The series was produced, presented and narrated by Negro historian Nathaniel Monument.

Tracks for the allowing all theus the Watts uprising, the murder of Martin Luther King, a day at radio station KGJF in Los Angeles, Montage not only narrates two of the albums, but also features excerpts from speeches by Baldwin and Doctor King, while the album LP is narrated by Langston Hughes. The last recording, issued shortly before Hughes' death in 1967, includes his reading of "Ask Your Mama." Released on Buddah's Sunday Series, the package was illustrated by poster artist Mollie Thompson.

Hunter-Levenson Deal With Decca

NEW YORK — Hunter-Levenson, one of the top songwriters-producers, has inked a deal with Decca Records for the release of the Madison, the group he has been appearing at some of the nation's major nightspots and on such TV shows as "The Ed Sullivan Show" and "The Mike Douglas Show." First release will be a single, "Phone Box-..."
Did you ever get the feeling that you wanted to disengage yourself from life?


Well that's how a poet feels, because he's no different from everyone else. What makes a poet different is that he takes the time to put it all down on paper. Beautifully.

And what makes Leonard Cohen a very different poet is that he turns his poetry into songs.

He did it for *Songs of Leonard Cohen*, his first album. And it achieved a rare kind of success. (Everyone began picking up on it. Especially the song “Suzanne.”)

The first time we sprang him on you cold, and people had to get warmed up to this very unusual artist. But now, there's actually a demand up front for Leonard Cohen.

So here's the second Leonard Cohen album for the growing number of people who have identified with him. And feel what he feels. But don't have that rare poetic vision.

There could be as many as 20,000,000 Leonard Cohens in the United States. You may even be him yourself.

*Songs From a Room.*
The second Leonard Cohen album.
On Columbia Records®
The review in the image appears to be a page from a music magazine or newsletter, discussing various recordings and artists. The text includes reviews of albums, artists, and musical performances, as well as comments on the musical climate and trends. The text is written in a style typical of a music journalism piece, providing critical analysis and insights into the music industry at the time.
SPECIAL MERIT PICKS

- Continued from page 43

JAZZ

ALBERT AYLER—New Gross, Impulse (V1795 1/2)
Albert Ayler has composed some imaginative and forceful music which has had considerable impact, especially among young hearers. Underlying it all is Ayler's message of "transcendence" for in a sense he has got the best of both worlds as well. The music's helped by an expert back-up group and a vocal chorus which the Sotol Singers.

KENNY BURRELL—Various Artists, Delmark 79242
This is a tribute album of 12 cuts which are mostly from the 40th anniversary sessions of the label. It's a good way to catch up on some of the greats which have recorded for the label in the past. It's a bit of a mélange of material but it is well worth checking out.

SPECIAL AS WE SOON

BLUES

JOHNNY REED—Bust of the Blues, Kent KT 19751
Mississippi blues great Johnny Reed is featured in this special package LP featuring Reed with his guitar and harmonica on 24 tracks. He played with the Lights Big City, "Two-Fisted Hand" and "Take Out Some Insurance" highlight his style.

VARIOUS ARTISTS—Big Bands Unison, Telarc TA 02911
Sessions recorded from 1931 to 1940 and are generally recorded by white bands. There are some standout cuts which are rather bouncy and spirited.

MARK NELSON—Blues on the Blues, Miltome ML100 1994 (M)
Nelson's reference is to his collection of the classic style of blues singing that came to his great heights with his unique style. Nelson's been known to spout off lines from a period when the railroad voice was at its strongest and ringing techniques.

COMEDY

SLAPPE WHITE—The First Negro Vice-Presi- dent, Bruffin 81418 (F)
Stemple White is a Negro comedian whose material is often of the political variety. His comedic reaches out further than his irreverence is universal and his work is short. Some of the quips are clever but they turn him on to advantage with material which is often somewhat risque, and the interaction of the audience laughter brings it right to the ground.

VARIOUS ARTISTS—A Laughing Matter, Ricco ML 19751
This is a similar package that shows off material which is often of a political nature. Some of it is racy, some of it is risque, and some of it is just plain old, stodgy material which is a stodgy partner and it makes its laugh fairly well. The laughs are dull.

Jazz & Blues FACTS

Pianist Geza Anda will be the soloist in Mozart's "Concerto No. 21" at the Hollywood Bowl under Zubin Mehta Aug. 14, and at the Blossom Music Center under George Solti-Aug. 17. Anda's performance of the concerto, which is featured in the film "Elvira Madigan," has been on the classical charts for more than 60 weeks.

Eastern Region finals for the Metropolitan Opera National Council's Regional Auditions Program are soprano Mary Foster Feasting, Elaine Caramia, Patricia Guthrie and Darlene Gales, mezzo-soprano Frederica Von Stade, and baritone Timothy Holley.

Music in the romantic style will be featured in the season's final concert, the Masters of New York at Philharmonic Hall on Friday (11).

Dave Brubeck will appear with Erich Kunzel and the Cincinnati Symphony Sunday (13) in Brubeck's "Light in the Wilderness." The program, which will benefit Miami (Ohio) University, will also feature baritone William Justin, the orchestra's jazz quartet, and organist Sandra Althoff. Pierre Boulez will conclude his current conducting engagement with the New York Philharmonic in four orchestra concerts beginning Thursday (3). The program will include Stravinsky's "Rite of Spring." Andrew Heath and the American Symphony present the first in a series of teen-agers concerts this Friday (17) and Thursday (23). Pianist Michael Rabin will perform the soloist. Further concerts are scheduled for April 15 and 16.

Soprano Karen Armstrong will play a bit role in the movie "Airport." He's even going to talk. Charlie Moore has been named assistant operations director of WHO in Dayton, Ohio. . . . Rick Devitt, just out of service, has joined KTHO, South Lake Tahoe, Calif., with a morning show. Rest of the KTHO line-up includes Gred Pellunt, Rich Jamieson and program director William A. Kingman. The station is going to move into a new custom-built broadcast studio at the Tahoe Keys Hotel. That'll be real tough working conditions.

** **

Gary L. Seaman, program director at KGTN, P.O. Box 100, Georgetown, Tex. 78626, needs easy listening records of all labels. Yolanda Parpar, music director of WIOO in Miami, and a Billboard programming aids correlator.

Debut with the New York City Opera Co. in Rimsky-Korsakov's "The Coq d'Or" Wednesday (9). The Metropolitan Opera's regular season closes April 19 with Britten's "Peter Grimes" featuring Janet Johnson, Lucine Amara, Gerald Evans, Jean Madeira and Lilli Chookasian. Colin Davis conducting . . . The Lake Erie Opera Co. gave six performances of Puccini's "Gianni Schicchi" at Cleveland's Severance Hall in last week's observance of Youth Opera Week . . . Steinway & Sons shipped concert grand pianos to Japan for use in Alexis Weissenberg's spring tour there.

FRED KIRBY

Billboard has the... "IN" side story on

Coin Machines

Billboard

WE MAY SOON BOAST THE BIGGEST BICYCLE CHAIN IN THE WORLD, AS THE FOLLOWING AREAS ARE LINKING TOGETHER TO BRING PEDAL POWER TO THE SPRING SCENE:

Nashville
Albuquerque
Birmingham
Atlanta
Montgomery
Cleveland
Miami
Louisville
新股
New Orleans
Los Angeles
San Francisco
Houston
Seattle
Indianapolis
Spartake
Columbus
Binghamton
Saginaw
Montgomery
Syracuse
Miami
Buffalo
New Orleans
Lancaster
Nashville
Asheville
Albuquerque

How about you?
Ride a bike with The Two Mile Pike
"THE UNINHIBITED BICYCLE RIDER"
Boone #1084

Published Pamper Music, Inc. (BMI)
119 Two Mile Pike. Ph. (615) 899-1345
Goodlettsville, Tenn. 37072

APRIL 5, 1969, BILLBOARD

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respondent, has just received a plaque for his membership in the "Bike the Book" of Warner Bros.' Seven Arts Records. According to the plaque, it is "A plaque of stainless steel for the control of the "Queen Martin" style of "In the Misty Moonlight" and the plaque came with a better-than-ever note.

Jim Beedle of WXCL in Peoria, Ill., has right to join KCKN in Kansas City, Kan., and will do a midnight 5 a.m. shift. Norm Gregory (sorry that I'm so late, but I'm trying to catch up) is now with KJIR in Seattle, he'd been with KJRB in Spokane. Ron Dim, who'd been with KAYO in Seattle, is now with WIRZ in Hückemburg.

** **

Tim Engleman, program director of WLIR in Bethelham, Pa., writes: "Your recent comments about using assumed names hit fairly close to home. I use the same Tim Cleaned on the air. I must admit that I agree that there are too many Ed Richards and real Don Steeles around. However, I don't think you sacrifice any believability by choosing an air name if your air style is believable. This is what I strive for on the air. I don't mean there is no room for clowning on the air, either. I do quite a bit of that myself. I try to be funny, yet credible." Engleman says that his old buddy Doug is doing weekends at WAEB in the Lehigh Valley after a similar job at WAMS in Wilmington, Del. Music director at WLIR, incidentally, is John Graeflin, . . . Jim Drucker of WSCR in Scran- ton, Pa., is doing weekends in the office last week, but he was running so fast I didn't get a chance to call him. But I was a pleasure to meet him. The door's always open.
CHICAGO — The combination of careful programming aimed at adult tastes and a “jukebox” that doesn't look like one is helping to open up new locations such as the Palmer House, Holiday Inn Pinnacle, Drake Oak Brook and Marina City here. In most cases, reports Ron Kaghan of Specialty Sales Corp. of America, the commission arrangement guarantees 60 per cent of the gross for the operator.

Kaghan and his brother, Larry, operate the NSM console, a 64-selection phonograph that is a piece of furniture. The firm, which held an open house here last week, also distributes the Prestige jukeboxes and will be handling amusement equipment.

“We think good programming techniques are absolutely necessary in securing the type of location that has always been negative about having jukeboxes,” said Ron Kaghan. “We’re using about 50 per cent easy listening type music and listening carefully to the desires of managers and waitresses.”

Kaghan, in describing programming at the Upper Pub and Oak Room at the Palmer House, (Continued on page 48)

SCCOA Fighting Apathy

COLUMBIA, S. C. — It is axiomatic that business prosperity breeds trade association apathy. South Carolina coin machine operators, because of excellent legislative relations and unique operating privileges, are enjoying a problem-free period of unprecedented prosperity. It is not surprising, then, that the issue of greatest concern to the South Carolina Coin Machine Operators Association (SCCOA) at its annual convention here March 22-23 was member apathy.

“Our most urgent project during the coming year will be to stimulate association interest among more of our present members and attract participation by operators who don’t belong to the association,” said Fred Collins, Collins Music Co. Inc., Greenville, who became the association’s new president during the convention. Collins, who at 34 is a 22-year veteran of the coin machine business and serves as a member of the

PHONOGRAPH EXHIBITORS met with officers of the Music Operators of America in Chicago last week to plan the trade show’s 1969 show. In rear (left to right) Les Montooth, treasurer; A. L. Price, secretary; James Newtander, Rowe International, Inc.; William Cannon, board chairman; A. D. Palmer, the Whistler Co.; Fred Granger, executive vice-president, and Stan Jarocki, Seeburg Corp., division of Common-

NEW YORK — Metromedia Records, a six-month-old company manufacturing all its singles in stereo, will set up a personalized promotion program aimed at jukebox programmers, according to vice-president Peter Vescovo. “We consider jukeboxes another frontier and prime avenue for record exposure.”

The firm, headed by Len Levy, always the exponent of jukebox importance, received a good response from initial mailings and has acquired a list of members from Music Operators of America. Vescovo said: “We want to establish personal rapport with programmers.”

Springfield, Ill. — In a general Assembly session March 19, members of the Music Operators Association (MOA) discussed the machines used in their localities and what was the best way to play them. It was decided that the best way to play them was to have a man who knew the game, and who could play it well. One of the advantages of having a man who knew the game was that he could play it well, and that he could know how to play it well. This was the main point of discussion. The meeting adjourned.

April 5, 1969, Billboard
CHICAGO—A study of legislation affecting bulk vendors, the use of computers in analyzing routes and an expanded operations workshop. These will be among the major business items at the National Vendors Association (NVA) conference April 17-20 at the Hollywood Beach Hotel, Hollywood Beach, Fla.

One of the leading business topics will be an address by a featured speaker, a key member of the Florida legislature. Members will be brought up to date on NVA’s current efforts to gain more equitable licenses in Florida.

The trade group will also see a presentation of route analysis through the use of computer equipment. The expanded sessions under the direction of Herb Goldstein, Oak Manufacturing Corp., will also touch on legislation, penny merchandising and service.

Workshop moderators are Tom Theisen and Alan Cohen. Speakers on the subject, “You Can Fight City Hall,” will be Leo Weiner and NVA president H. T. Weiner. Mr. Vincent Schiro will speak on “The Penny Is a Big Part of a Dollar” and John McDougal will talk on “Service Is My Business.”

Arrangements have been completed for parties, cocktail receptions, the banquet, entertainment and the ladies’ day program. Member registration fee is $10 and non-members’ fee is $15.

For those wishing to rent a car during the convention, NVA has arranged with Springer Motor Co. to meet delegates at a rental car or other limousine service from the airport.

Stamp Folders, lowest prices, write for information, orders and shipping rates. All orders filled by the next business day. All stamps are genuine and postally used and guaranteed to be fun. Famous for quality, lowest prices and prompt delivery. Satisfaction guaranteed or your money back at the price you paid. Offer good in U.S. and possessions only.

BIG PROFITS COME IN SMALL PACKAGES

Northwestern’s Model 60 produces more profit per dollar of investment. Whether it’s in a supermarket or super service station, the Model 60 is an operator’s profit pack age. Simple changes of the brushing housing and merchandising wheel allow you to dispense any type of popular items. The Model 60 has the most foolproof coin mechanisms in its field. Extra-wide chute and interchangeable globe accommodate all sizes of products. Model 60’s attractive, modern design is sure to corner profits for supermarkets or anywhere. Wire, write or phone for complete details.

BARGAINS FROM KING’S ONE STOP

Pneumatic Pin-on Button Supplier $15.00 per thousand. Min. order 500 C.O.D. 73 South Wabash, Chicago, Ill. 60604

Victor’s Selectorama® Console & Different Styles

MARK 1 (d)

Truly built for Business. A high profit "space-saver" with Beaver advantages which mean longer life and greater profits. Also, coin mechanism for two quarters and even ten dollars. Full assortment of Beaver available. Parts for all models Beavers available.

You may find the answer to this problem by operating the most advanced idea in bulk vending—"the all new Victor—" SELECTORAMA® 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations, including 1¢, 5¢, 10¢, 25¢.

Front door operation saves 50% to 75% service time. Bigger display, more profits. See your distributor for information and delivery date.

VICTOR VENDING CORP.
5701-15 West Cors Ave.
Chicago, Ill. 60659

If your competition is giving you trouble . . .

Say You Saw It in Billboard

If your competition is giving you trouble . . .

You may find the answer to this problem by operating the most advanced idea in bulk vending—the all new Victor—SELECTORAMA® 77-88 CONSOLE

New Products

King 1-1/2" folding knife and a new Go Go ring highlight penny goods. Among nickel items are playing cards, coin bezel, rings, key-chains and a World Globe with a matching coin bezel. Merchandise without being enclosed in a capsule. The firm also has a new mix called Spring Tonic, and other 1-cent mixes under the title of Calypso Dancers, Sheriff Badges, Police Bat, Ball and Military Rings.

New Distributors

To Swap Ideas And Other Items

HOLLYWOOD BEACH, Fla.—The National Vending Machine Distributors Inc., a trade group comprising distributors of bulk vending equipment and supplies, will meet here April 17 at 12 p.m. at the Hollywood Beach Hotel. Among business items, which will include an election of officers, will be the exchange of lists of new equipment or other merchandising.

In outlining what he called the “Swap Time” part of the program, secretary-treasurer Bernard Bitterman, a Kansas City distributor, said, “It’s surprising what some distributors can do with only one machine. They can sell more than just one product. For example, one machine will provide something that is sought after in a particular area. This was a 25-cent charm item we had little demand for.

“I also developed that a high school in his area had won a State championship and the school mascot was a rooster. He wanted all of this item he could get. We could get it, but he could only use it in a promotion." Nelson said one definite aspect of the meeting will be the discussion of the importance of quarter vending. The distributors’ gathering will be held on the opening day of the National Vendors Association convention also convening here.

Data Processors

APRIL 5, 1969, BILLBOARD
**Vending and Coin Machine News**

MOA Jukebox Area

- Continued from page 45
- Firm establishment of a committee to screen films and possible changes in exhibit hours.
- In addition to Rock-Ola, Rowe International, Seeburg and Wurlitzer phonographs, the jukebox area will include the NSM brand distributed by ACA Sales and Service. All booths will be the same size, exhibitors will draw straws to determine exact areas and time segments for demonstration will be staggered. Exhibitors, not playing machines, can use headphones to demonstrate jukeboxes.
- In an effort to conduct the show in a business-like manner, MOA and the exhibitors agreed to ban the serving of drinks on the exhibit floor, require models to dress within the lines of good taste and prevent the decorating of booths from "becoming too elaborate or extreme."
- MOA's exhibit committee will be enlarged to handle the previewing of films, the showing of which was a cause of criticism last year. "This will be policed in the most strenuous manner," MOA president Howard Ellis said.
- Amusement equipment exhibitors asked MOA to study the exhibit hours schedule, and if possible, set back opening times.

**Coming Events**


**What's Playing?**

*Weekly programming profile of current and older selections from locations around the country.*

Fulton, Ill., Location: C&W Tavern

PAT KAHLER, programmer, Illowa Amusement Co.

Current releases:
- "Lady of the Lilies," Sonny James, Capitol-2310
- "None of My Business," Henson Cargill, Monument-1122
- "Sweetheart of the Year," Ray Price, Columbia-44761

Oldies:
- "I Don't Wanna Play House," Tommy Wynette.

Lebanon, Tenn., Location: Kid-Drive-In

L. H. ROUSSEAU, programmer, Monk's Music

Current releases:
- "Dizzy," Tommy Roe, ABC-11194
- "Traces," Classics '44, Imperial-65312
- "Rosalie," Creations Clearwater Riviera, Flanders-5-9

Oldies:
- "Mr. Lonely," Bobby Vinton
- "Going Out of My Head," the Lettermen

It was also suggested that financial films and insurance companies be invited to the show, which is set for Sept. 5-7 at the Sherman House Hotel here. There was also a discussion on inviting general press coverage of the event.

**Billboard's International Coin-Machine World Directory 1969-'70**

7th annual Buying Guide—the original and only complete directory prepared exclusively for the entire coin industry, MANUFACTURERS, DISTRIBUTORS, SUPPLIERS and ASSOCIATIONS, etc., if you're doing business with the coin machine industry, this directory is especially important to you and your product story.

**LAST CALL**

FOR ALL ADVERTISING FOR THIS IMPORTANT "ONCE-A-YEAR" BUYER'S GUIDE DIRECTORY

ADVERTISING DEADLINE

APRIL 11TH IN THE UNITED STATES . . . APRIL 4TH FOR ALL INTERNATIONAL
SCCOA Fights Apathy

Continued from page 45
Music Operators of America (MOA) board of directors, explained, "Like in many other State associations, the load of our association business is borne by a handful of operators. We must get more operators involved and spread the responsibility and recognition around." This point was further emphasized by past association presidents A. L. Witt and Hal Shinn. Outgoing president Royce A. Green Jr., another of the State's young operators who has emerged as a national trade leader, warned the association that apathy was beginning to be reflected in flagging financial support for the association.

New officers installed with Collins were B. T. Warlick, first vice-president; A. L. Witt, second vice-president; Jerry Palavis, third vice-president; H. H. Andrews, sergeant at arms and Mary Haecker, secretary. Green will serve as board chairman during the coming year.

Other highlights of the convention include:
- A presentation by U. S. Billiards representative Len Schneidler of the 8-Ball tournament program being fostered by the firm. The SCCOA appointed a committee to study the tournament idea and the level of interest appears high enough to result in one or more tournaments in the State soon.
- A report by MOA director Lawrence Le Stourgeon on the recent meeting of the MOA board in New Orleans.
- An address by Columbia mayor Lester Bates.
- An equipment exhibition staged by South Atlantic Distributing Co., Wurlitzer Distributing Corp., Le Stourgeon Distributing Co., Peach State Trading Co. and the Coin Machine Mart.

Don't Swing at Just Anything--wait for the Good One!

Chicago Coin's New 2-Player Yankee Baseball

Out April 15th

The only reason you install a billiard table is the profit it can produce for you and a table out of order is a loser all the way. That's why when you install a table you want a Fischer. They are sturdy, attractive and designed for even the most serious players, but most of all... putting cash in your pocket. They are made to work and keep on working, month after month and year after year.

See the REGENT and EMPRESS series at your Fischer dealer.

Fischer

When you think billiards... think Fischer... that's quality!

FISCHER MFG. COMPANY, INC., TIPTON, MO. 65081 PHONE 816/433-5531

Key to Store Opening

Continued from page 45 said, "This type of location is supposed to attract new customers and they make money from music and provide even better programming than is possible with background music, which they've always used. He said many old standards are programmed, including numbers such as 'Rhapsody in Blue,' 'Indian Love Call,' 'Cry,' "Qoily You," 'Enjoy Yourself,' '76 Trombones' and 'Zorba.'"

Kahan said that, as many as 16 Little LP's are used. At the Pinball Lounge, the Restaurant on top of the Holiday Inn on Lake Shore Drive, album material of artists such as Andy Williams, Petula Clark, Dean Martin, Ace Cannon, the Tamba 4 and the Hollywood String, typify the broad range of adults and easy listening programming there.

PUBLIC RELATIONS is one of the chief benefits of pool tournaments, according to Clinton, Ill., operator Pete Kahler, who erected the above sign outside his city. Kahler is involved in a tournament designed by U. S. Billiards, Amtityville, N. Y.

$686,000 GOAL. This is the announced goal of the American Cancer Society's crusade to begin in April. Seen here are (from left) Louis J. Nicastro, president, Commonwealth United Corp., parent firm of Seeburg Corp., Chicago, the Chicago Crusade chairman, Chicago Bear coach Jim Dooley and Robert L. Schmitz, M.D., president of the society's Illinois division.

APRIL 5, 1969, BILLBOARD
New Rock-ola Deluxe 441
100 selection

THE SOUND OF money

FROM THE GREAT COMPACT TURN-ON!

Rock-Ola's bold new sound that sells music for money turns the smallest spot into a plus-profit happening! Why? Because this compact money-grabber has big model features, big model richness, big model dependability! Features like the world famous Rock-Ola Mechanism and Revolving Record Magazine and Rock-Ola's exclusive Mech-O-Matic 33/45 RPM changer. Flip-Top Servicing. Credit unit and amplifier flip down for stand-up in-unit servicing. Irresistible new styling steps up the action to make this the best build yet for small locations! And the Deluxe 441 works with all optional accessories: receiver, money counter, motorized remote volume control, phonette wallbox, wall speakers (LP feature, "2 plays-2 bits" kit optional).

ROCK-OLA

the "think big" take-makers for all size spots

ROCK-OLA Manufacturing Corp.
800 North Kedzie Avenue, Chicago, Illinois 60651
Coin Machine News

On the Street

By RON SCHLACHER

Vendo Co. president George Arason and vice president Doyle Patterson, who is in charge of finance, appeared last week before financial analyst groups in New York and Chicago. 

Chairman E. F. Pierro is back in Kansas City, Mo., after spending the winter in the Virgin Islands. Mrs. June Saunders, director of publicity for Vendo, is vacationing in Mexico.

Iowa operators are proud of fellow operator Jack Woods, who is doing a fine job on the Des Moines city council. The Iowa Automatic Merchandising Association has introduced a bill to license and inspect all food-dispensing machines. Meanwhile, the association has introduced another bill that would eliminate sales tax on vendible articles coming 15 cents or less.

Phil Moss reports that Iowa and Nebraska operators are just getting around to their routes after being grounded for 30 to 45 days because of snow and ice.

Moss's daughter Muzell, a skilled homemaker, is preparing for the annual jumping circuit. Her three horses are appropriately named Peat Moss, Green Moss, and Quo Vadis. Larry Pettigrew has resigned the Philip Moss & Co. service department.

The Illinois Coin Machine Operators Association (ICMOA) is boasting three new members. They are Joe McCormick, Musical Sales Inc., St. Louis; Marc Adams, Rock River & Games, Rockford; and Joe Ruggles, Mercer County Vending Co., Aledo.

Meanwhile, president Harry Schaffner has appointed the following members to the ICMOA membership committee: Fred Frasier, Dayton, Ohio; Wayne Hesch, Gene Fiedler and George Woodbridge, chairman.

The Florida Automatic Merchandising & Music Association (FAMMA) has a new president. Howard Smith, Smith Music Co., Panama City, Fla.

William Scott recently conducted a service school at Southern Music, Ltd., in California. Those who attended were Jack Cummerford and Derek Mancini, Central Alberta Music Systems, Red Deer; John Roueche and Hank Boss, Automatic Music Distributors, Calgary; Frank Manz, Calgary, and Larry Sham, Marrows Music, Ltd., Calgary.

Replacing the late firm were Don Rolly, Jack Stokes, Bill Boyd, Al O'Toole, Ronald Rowe, John Hinson, Victor Lavrick, Wayne Johnson, James Gallagher, Larry Kreutz, Wally Roberts, Cal Johnson, Ken Standell, Mel Bowe, Orval Jenkins, Ralph Harrison and Harry Drader. The president and general manager of Southern is J. R. (Dick) Johnson.

Another Watertown service school was recently held at Co-Operative Distributing Co. in Louisville, Ky. Those in attendance were Bob Hurx and George Sales, Salem Brothers, Carollton; George Wheeler, Star Music, Lexington; Robert Miller, Miller Inc., Irvine; Joe Lame, Modern Music, Louisville; Bill and Cecil Smith, Automatic Sales, Louisville; Bob Miller, Edwards Brothers, May McGrath and Gene Reynolds, Co-Operative Distributing; Bill Kaufling, Stace Vending, Mount Carmel, Ill.; and Omar Dressel, Dressel's Music, Olney, Ill. Robert Harding was in charge of the class.

April 12—Alabama Automatic Merchandising Council, Governors House, Montgomery.

April 13—Kansan Amusement & Music Association, Hutchinson.

April 15—National Vendors Association, spring convention, Trade, Hollywood Beach Hotel, Miami.

April 19—Wisconsin Automatic Merchandising Council, Bilbo's Forum, Green Bay.

April 18—National Automatic Merchandising Association, spring management conference, Sheraton Deauville Hotel, Atlantic City, N.J.

April 25—National Automatic Merchandising Association, spring management conference, Sheraton Plaza Hotel, Boston.

April 26—Indiana Vending Council, Inc., annual meeting, Speedway Motel, Indianapolis.

May 1—Illinois Automatic Merchandising Council, Lake Lawn Lodge, Delavan, Wis.

May 2—Canadian Automatic Merchandising Association, annual convention and trade show, Hamilton Beach, Montreal.

May 9—National Automatic Merchandising Council, annual meeting, Sheraton Columbus Hotel, Columbus, Ohio.

May 13—Florida Amusement & Music Association, Port-O-Call, Tiere Verde Island, St. Petersburg.

May 16—New Jersey Automatic Merchandising Council, Holiday Inn, Atlantic City.

May 23—Pennsylvania Automatic Merchandising Council, Shawnee-on-The-Delaware, Shawnee.

June 6—Minnesota Automatic Merchandising Association, Madden's Resort, Mille Lacs Lake.

June 17—New York Automatic Vending Association, Pines Hotel, South Fallsburg, N. Y.

June 30—United Operators of America, Music and Amusement Machine Exposition, Sherman House Hotel, Chicago.

Now at your Distributor!

Cure Coin Box Blues with New Bally POP-POP

29 WAYS to build scores

No solo player game in recent years has been as featurepacked as Bally POP-POP. And every feature is designed to build big scores, attract repeat play, insure big steady earnings to operators.

New Button Jungle

Cluster of 10 buttons at top of playfield starts each ball on a wild scoring rampage. Each of 4 Red Buttons score 10 when hit; 10 when hit; 5 Black Buttons score 10.

Back-Track Action

Skillful flipper shot drives ball back to top of playfield for another dive down the score-studded, actionized field.

Uptight Flippers

Exclusive Bally Flipper: Higher classes when Yellow Bumper is hit, holding the ball a busy, dizzy captive on the score-crazy playfield.

Double Bonus Features

Pop Score Bonus and new Out-Hole Bonus described below give player double chance to build up and collect juicy bonus scores by skill. Pop Scores advance by hitting Black, Red or White Bumpers. Highest hit score—500 top—is added to total score when ball is shot into Pop Kickout Hole.

New Out-Hole Bonus

Ball can actually add up to 500 to Totalizer while sinking in the sewer! Out-Hole Bonus advances — 50-100-200-300-400-500—when Top Center Button is hit or any Button in the Bumper Jungle is hit while flipper is hit. Every ball which enters out-hole via Left or Right Bottom Lane with adjacent COLLECT BONUS lit by skill adds highest hit Out-Hole Bonus to total score.

New EXTRA BALL Feature

Extra Ball is delivered to player when ball in top of playfield goes through the Manitoba-100-

EXTRA BALL hit by hitting Blue Bumper after second 500 Out-Hole Bonus is lit.

Players chuckle when they spot the colorful, comical OP-POP-POP styling. They grunt, groan and giggle at the rampaging score action built into the bright, busy playfield. They keep coming back again and again. And you gain all the way to the bank after every collection. Get OP-POP-POP today.

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

Knowledge of Young People Helped Dealer Design Store

Tampa, Fla.—Record dealer Robert Dew thinks that his experience as a college professor helped him develop a "feeling for your people" and led to the contemporary styling of The Yellowbird, a new outlet here that features two special rooms devoted to posters and black light accessories.

Dr. Dew, who was a professor at the University of Tampa for nine years, originally bought the store for his father-in-law to operate. "I realized it would drive him up the wall so I took it over. At this point, I'm still doing a lot of the routine things I hope to train my help to do, then I'm going to enjoy the store more," he said.

When Yellowbird first opened, Dew stocked such items as hippie jewelry, medallions and even income sticks. To his surprise, he sold 1,200 sticks in two months. "Now we've phased out the more exotic items and stay with posters and black light sets."

Displayed in two special rooms are about 100 different types of posters ranging in price from $1 to $3.25. Light sets are priced from $9.95 to $19.95 and range in size from 18-inch sets to ones measuring 48 inches. Posters in the anteroom are those requiring black light illumination.

The store, located in the Britton Plaza shopping center, is comprised of 12,000 square feet. Dew stocks about 6,000 albums, 500 titles of 8-track CARtridges, 250 cassettes and the Hot 100 singles backed up with a stock of over 2,000 oldies.

The basic pricing is $3.88 for $4.98 list LPs, $4.85 for $5.98 LPs, $6.45 for $6.98 tapes and $7.75 cents for singles. The store is open 10 a.m.-9 p.m. Monday through Saturday.

Commenting on his background, Professor Dew said, "Teaching in college did help me to learn how to deal with people. This is essential in any kind of business. I feel I know young people and I enjoy working around them."

Recipe Jan.

Phonograph Sales: Up 31.7

WASHINGTON — Sales of portable, table and console model phonographs hit an all-time high in January 1969 and were 31.7 per cent ahead of figures for the same period last year, according to a survey by Electronics Industries Association’s marketing studies. Home radio sales rose 3.5 per cent for the period and total television set sales rose 17.1 per cent.

Portable and table model phonographs moved during January 1969 toted 315,181 units, as compared with 221,742 one year ago, an increase of 42.1 per cent.

Console phonograph sales for the period totaled 122,139 as against 110,304 a year ago, for an increase of 10.7 per cent.

Sales of all home radio sets were 694,901 as against 671,546 in January 1968. Automobile radio sales were 941,234 as compared with 758,503 a year earlier for an increase of 14.4 per cent.

Audio Catalog

NEW YORK—Robins Industries Corp. is making available a 24-page consumer catalog of tape recorders, phonograph and audio accessory items. Dealers are encouraged to suggest customers use the booklet as an audio inventory check list.

Ferrography’s Series Seven Models are now available in the $14-$25 range in a new distribution arrangement with Elpa Marketing Industries. The British units are complete transistorized, anodized aluminum and incorporate three heads. The suggested list is in the $500 range.

Cleaning kit for needles is being introduced by Elpha Marketing industries, Inc. The kit includes a treated pad, complete instructions and display package.

NAMA Gets ‘White Paper’

LOS ANGELES—The opening session of the 1969 National Automatic Merchandising Association (NAMA) Western Convention here kicked off with a general meeting thrown open to everyone for questions, answers and general discussion. About 300 members were present, with G. H. Tansey, director of Con

NAMA’s Employee Selection and Training Committee, was introduced to all present. The paper dealt with minimum standards for effective vending supervision, and was explained as a “frame of reference” in pertaining to supervisory or customer service.

Main point of the session was to discuss “upgrading vending supervision,” and much was discussed, pro and con. In the main, however, members agreed with points brought out in the “white paper”; namely, the standards to be attained, knowledge of the operation, operational controls, labor relations, equipment knowledge, procedures for training, merchandising, customer relations and personal development.

Areas of basic training for supervisors was brought out, plus the various activities and responsibilities of effective supervisors.

Peak Sales, Net Listed by Merco


Net sales increased to $13,850,206 over the $17,703,203 registered in 1967, as net income rose to $452,223 or $1.28 per share compared with $30.26 or $0.09 per share during the previous year. Merco’s 1968 figures are the firm’s best ever.

Best Selling Jazz LP’s

This Week Last Week TITLE, Artist, Label & Number

2 SOULFUL STRUT Young-Hart Unlimited, Brunswick 673444 ($) 11
1 1 FOLK ON THE STREET Singers, Inter., Brazil '66, A&M 6140 ($) 17
3 1 SILVER CIRCLE Atlantic SD 1517 ($) 6
4 9 MOTHER NATURE’S SON Ramsey Lewis, Cadet LSP 1297 ($) 5
5 5 ROAD SONG Monterey, A&M SP 3012 ($) 21
6 3 THE WORM Jimmy McGriff, Solid Shells SS 18045 ($) 15
7 7 STONE SOUL Wally Santamaria, Columbia CS 9780 ($) 4
8 8 A DAY IN THE LIFE AND MORE, Montgomery, A&M LP 2001 (DL), SP 3001 ($) 79
9 9 THE GREATEST BIRD Charlie Byrd, Columbia CS 9780 ($) 6
10 11 MERRY MERRY Byrds, Capitol 4160 ($) 21
11 14 POWERHOUSE Joe Cocker, Atlantic SD 1519 ($) 14
12 10 SOUNDTRACK Charles Lloyd, Atlantic SD 1519 ($) 5
13 13 AUTUMN The Elves, Litto, CS 9770 ($) 6
14 12 FELIX DE KILIANARO The De Kilians, CBS CS 9770 ($) 3
15 15 SHAPE OF THINGS TO COME George Benson, A&M 3014 ($) 21
16 16 UNDER THE JASMINE TREE Artistic, A&M CT 2135 ($) 2
17 17 20 FURTHER ADVENTURES OF JIMMY & WES Jimmy Smith & Ray Montgomery, Verve V6755 ($) 13
18 12 RETURN OF A YOUNG GIANT Country Notes, World Pacific WP 2135 ($) 10
19 19 MUCH LESS Atlantic, Atlantic 10 1514 ($) 3
20 — SAY IT LOUD Lou Donaldson, Blue Note 819 0249 ($) 1

Billboard SPECIAL SURVEY for Week Ending 4/5/69

Best Needle Guide in the Business

PHANSTIEHL’S NEEDLE GUIDE is cross indexed by brand, cartridge, needle number, or picture for exact duplication with new diamond or sapphire needles. Helps you to make the sale quickly for bigger profits. Write today for your free copy and Factory to Dealer sales plan information.

PAFSTIEHL'S CHEMICAL CORPORATION

Pfaltzgraff CHEMICAL CORPORATION

West Coast: 47th St. and Orange Street. Van Nuys, California 91409

NEW YORK-—Record service merchandiser, reported record sales and income figures for the year ended Dec. 31, 1968.

Net sales increased to $13,850,206 over the $17,703,203 registered in 1967, as net income rose to $452,223 or $1.28 per share compared with $30.26 or $0.09 per share during the previous year. Merco’s 1968 figures are the firm’s best ever.

Best Selling Jazz LP’s

This Week Last Week TITLE, Artist, Label & Number

2 SOULFUL STRUT Young-Hart Unlimited, Brunswick 673444 ($1) 11
1 1 FOLK ON THE STREET Singers, Inter., Brazil ’66, A&M SP 4160 ($) 17
3 1 SILVER CIRCLE Atlantic SD 1517 ($) 6
4 9 MOTHER NATURE’S SON Ramsey Lewis, Cadet LSP 1297 ($) 5
5 5 ROAD SONG Monterey, A&M SP 3012 ($) 21
6 3 THE WORM Jimmy McGriff, Solid Shells SS 18045 ($) 15
7 7 STONE SOUL Wally Santamaria, Columbia CS 9780 ($) 4
8 8 A DAY IN THE LIFE AND MORE, Montgomery, A&M LP 2001 (DL), SP 3001 ($) 79
9 9 THE GREATEST BIRD Charlie Byrd, Columbia CS 9780 ($) 6
10 11 MERRY MERRY Byrds, Capitol 4160 ($) 21
11 14 POWERHOUSE Joe Cocker, Atlantic SD 1519 ($) 14
12 10 SOUNDTRACK Charles Lloyd, Atlantic SD 1519 ($) 5
13 13 AUTUMN The Elves, Litto, CS 9770 ($) 6
14 12 FELIX DE KILIANARO The De Kilians, CBS CS 9770 ($) 3
15 15 SHAPE OF THINGS TO COME George Benson, A&M 3014 ($) 21
16 16 UNDER THE JASMINE TREE Artistic, A&M CT 2135 ($) 2
17 17 20 FURTHER ADVENTURES OF JIMMY & WES Jimmy Smith & Ray Montgomery, Verve V6755 ($) 13
18 12 RETURN OF A YOUNG GIANT Country Notes, World Pacific WP 2135 ($) 10
19 19 MUCH LESS Atlantic, Atlantic 10 1514 ($) 3
20 — SAY IT LOUD Lou Donaldson, Blue Note 819 0249 ($) 1

Billboard SPECIAL SURVEY for Week Ending 4/5/69

Best Needle Guide in the Business

PHANSTIEHL’S NEEDLE GUIDE is cross indexed by brand, cartridge, needle number, or picture for exact duplication with new diamond or sapphire needles. Helps you to make the sale quickly for bigger profits. Write today for your free copy and Factory to Dealer sales plan information.
4 Firms Formed on Coast; Adler Pub. Co. by 2 'Brass'

LOS ANGELES — Four companies have been formed here, including a publishing firm by Lou Adler, president of Ode Records. A production company was formed by Nick Ceroli and Bob Edmondson, both members of the Tijuana Brass. Ceroli and Edmondson's Vibrations Productions will produce records independently for other record companies, with their debut single, "The Dwell- er"/"Bittern," to be released by A&M.

Adler's Ode Music has been established to deal exclusively with scores for feature films. His initial effort is as musical producer for Columbia's "The Model Shop." The score and title tune for the film were composed and performed by the Spirit, an act on Adler's Ode label.

Singer Anna Black, Wednesday's Child Productions, has formed a publishing company, Mirabel Music (BMI), to publish material written by Miss Black. Initial tunes published (Continued on page 36)
LITTLE BO-PEEP
LOST HER BOOGIE
AND DIDN'T KNOW
WHERE TO FIND IT
LEFT IT ALONE
AND GOT ON THE PHONE
AND SAID
"TIME WAS"
IS THE ANSWER BABY!
CANNED HEAT'S NEW SINGLE
(TIME WAS #56097)
WILL PUT THE BOOGIE
BACK INTO ANY PEEP!
PRODUCED BY: SKIP TAYLOR & CANNED HEAT
GMA Winds Up Plans for First Awards Fete; Name 11 Classes

NASHVILLE — Plans have been completed for the first annual awards program of the Gospel Music Association (GMA), with presentations to be made in 11 categories.

The event will take place Oct. 10 at a special banquet and program in Memphis, during the meeting of the National Quartet Convention. A nationally recognized accounting firm will be engaged by the GMA to handle the mechanics and ensure the fairness of the awards program.

The results of the final ballot will be announced by the GMA board of directors, including photography, record label, songwriter-of-the-year, best gospel song, best contemporary gospel song, best album, best collection, best soul gospel album, best arrangement, record label annually, and best gospel album.

The categories listed are:
1. Best Gospel Instrumentalist
2. Best Gospel Record Album
3. Best Gospel Television Program
4. Best Gospel Song of the Year
5. Songwriter of the Year
6. Best Female Vocalist
7. Best Male Vocalist
8. Best Album
9. Best Soul Gospel Album
10. Best Songwriter
11. Best Arrangement

The event will be hosted by Dottie Rambo, who has been nominated for the award for best song of the year.

In addition to the 11 awards, the GMA board of directors will present special citations — the Gospel Music Ambassador Award — to a person adjudged to have best presented the spirit and intent of all gospel music.

The songs and nominees in each of the other categories receiving the most votes on the Aug. 10 ballot will be announced on the final ballot to members of the accounting firm in September. The winners in each category will remain a secret until the presentation.

Songwriter-artist Bill Gaither is chairman of the GMA Program/ Awards committee which announced the finalists. Other committee members include Herman Harper, Les Beasley, J. D. Sumner, Bill Williams, and Bob MacKenzie.

Radio Station WMDE at Greensboro, N. C., has added "Hymn Time" to its FM format. The show will run every other Sunday and feature the top recorded gospel albums of the day.

Over-All Design
In the case of the Best Gospel Record Album, the award will take in the over-all design, including graphics, layout, liner notes, and the like. In the case of the Best Gospel Album, release dates are confirmed to the periods between July 1, 1968, and June 30, 1969.

Shaped Notes
Radio Station WMDE at Greensboro, N. C., has added "Hymn Time" to its FM format. The show will run every other Sunday and feature the top recorded gospel albums of the day.

The station will also be the Sunday morning gospel program to be hosted by Skeeter Dudley, the station program director and sales manager. Co-hosted by Lou Alexander, the show will be called "Jubilee." The Blue Ridge Quartet from Spartanburg, S. C., provided the entertainment for the Investment Banking Association of America at its dinner in New York City.

Members of the Gospel Music Association who are not included in the outside organization will be invited to attend the awards banquet.

The event will also be attended by Dottie Rambo, who has been nominated for the award for best song of the year.

Gaither Cited For Service
ALEXANDRIA, Ind. — Gospel composer/publisher Bill Gaither has been awarded the Distinguished Service Award by the Junior Chamber of Commerce here for his contributions "to community and nation."

The onetime high school English teacher began writing gospel songs nine years ago as a hobby, and three years later made it a full-time occupation. Gaither and his wife, Gloria, have written more than 100 recorded songs, including "He Touched Me," which has been released by most all the gospel quartets, as well as by Jimmy Durante, Kate Smith and George Beverly Shea.

Gaither, a composer representative on the board of directors of the Gospel Music Association, has composed "I'm Free," recorded by the Statesmen Quartet, the Speer Family and Doug Oldham.

The Statesmen cut five new Gaither songs on their latest studio album, including one which features Hovie Lister.

SUCCESS IS A LOT OF PEOPLE

it's Rev. Jonathan Greer
it's the Pentecostal Church Choir
it's Bob MacKenzie
it's Novella Williams
it's Rick Powell
it's Chuck Seitz

My Sincere Thanks
Dottie Rambo

DOTTIE RAMBO SINGS SPIRITUALS
it's the soul of me

* GRAMMY WINNING ALBUM
* BEST SOUL GOSPEL ALBUM

HW5 1973 The Soul Of Me HEART WARMING IMPACT Nashville, Tennessee
THE HAPPY GOODMANS

SAY Thanks
TO NARAS MEMBERS
FOR OUR GRAMMY AWARD

BEST GOSPEL PERFORMANCE
OTHER WONDERFUL GOSPEL ALBUMS BY THE GOODMANS

THE HAPPY GOSPEL OF THE HAPPY GOODMANS

Happy Gospel of the HAPPY GOODMANS

Portraits of Excitement - CAS-9655
Good 'n' Happy - CAS-9628
Bigger 'n' Better - CAS-9636
What a Happy Time - CAS-9630
It's a Wonderful Feeling - CAS-9617
Best of the Happy Goodmans - CAS-9614
I'm Too Near Home - CAS-9613

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Nashville, Tennessee 37203
615 - 256-6629

CAS-9644
3-9644 (Stereo 8)
CC-9644 (Cassette)

IT'S A WONDERFUL FEELIN'
WHAT A HAPPY TIME!
GOOD 'N' HAPPY
BIGGER 'N' BETTER
I'M TOO NEAR HOME
PORTRAIT OF EXCITEMENT
THE BEST OF THE GOODMANS

NATIONAL ACADEMY OF RECORDING ARTS & SCIENCES
THE THRASHER BROTHERS recorded their latest album in the huge caves of Fantastic Caverns in Missouri.

Singcord to Use Racks in New Distribution Program

NASHVILLE — Singcord Corp., the recording division of Zondervan Publishing House, has announced a new distribution program to get its records into more homes.

Heretofore, according to Jack Day, vice-president and general manager, the recordings were placed in religious bookstores, but seldom in the racks. Now, he says, the picture will change.

Singcord is working on a distribution program that will “reach into department and variety stores, and large drug chains throughout the 50 States,” he said.

Day also said the company’s record club is receiving close attention and a sharp increase is expected. “We are also planning a direct-mail program into thousands of homes around America,” Day said.

Day did not reveal the details of the distribution program, but indicated he would set it up himself on a cross-country trip. He said that Zondervan has devised a “new sound” which would make it a leader in the gospel and sacred music recording fields.

Shaped Notes

* Continued from page 54

.. backed by the Pentecostal Tabernacle Choir of Nashville under the direction of Rev. Jethro Greene. The Thrasher Brothers have recorded 20 gospel concerts in 11 days. These concerts covered Texas, Oklahoma and Arkansas. Most major groups participated in part of the campaign. ... Willa Dorsey, who first began singing with the Mount Olive Baptist Church in Atlanta and went on to record solo studes on CBS at the age of 17, and studied with the Metropolitan Opera Star Robert McFerrin. She was determined to be a gospel singer, however, and she was aided by F. E. Lacey, Iris Kerry, and the Hollywood Christian Group. She now records for Word.

Deco’s Jimmy Davis, past president of the Gospel Music Association, crowned Linda Fell Queen of the Louisiana Carteliers Association. The young lady is a GMA member of a Gospel composer-singer Ruby Kitchen home following the trend toward hospitalization. Her latest song, “Broken Pieces,” has been included on the recent albums of the Speer Family, the Bill Gaither Trio and Doug Oldham, Henry Hardinge, who just recorded his first album, did numbers by Jim Hamil, Jimmie Taylor, Allen Hart and Mylon LeFevre. Rev. Charles Vandall and David Steble of the Vancourers composed a tune, “Now I Have Everything,” recorded by James Blackwood, Dottie Rambo and Bill Gaither.


Mr. and Mrs. Gary McTimpan of Fort Worth have a boy, Gary, formerly with the Statemen Quartet, Oak Ridge and Imperial. Diane Allen of the Oak Ridge Boys and Neen Lee Stuart, formerly of the Chuck Wagon Gang, are planning a summer wedding. Dudley, in Florida, the Swannee River Boys and the Skylarks were treated to a day of deep-sea fishing hosted by the Rebels Quartet. Jack Hess and the Music City Singers and the Rebels were guests in a revival held by Rev. Ralph and Alinee Hart in Cookeville. Jim Boatman has joined the Prophets Quartet as bass singer. Dave Rogers, who has sung bass with the quartet for six years, has left to manage his own gospel music business in Texas. Don and Peggy Buttinger of the Statesmen Quartet, Georgia, announced that Lonnie Blackwood recently was injured in a fall. The Oak Ridge Boys are off on a December tour which includes 10 dates in Canada. The Thrasher Brothers presented a safe driving award to their driver whose three-year-old Piano Records has just released the Newsman’s first gospel album, “Good News.” The Newsman are traveling through West Virginia, Ohio and Kentuckt. Another new Piano release is that of B. J. Clark, with an instrumental background by Peter Drake. Piano is located in Milten, W. Va. . . . The appearance of the Imperials on the “Joyful Bishop Show” for a second time marked new network introduds for gospel music.

Gospel Music

New Gospel Unit Formed

NASHVILLE—The entry of a new gospel group was announced by Jimmie Page, manager of the Dowings. The group is composed of veterans from other quartets. Paul Dowling, who heads the group, sang with the Dixie Echoes of Pensacola.

His wife is the former Ann Sanders, who for years appeared with the Speer Family. Greg Gordon, formerly of the Chuck Wagon Gang, and Sue Ellen Chenault, who has sung with many groups, round out the quartet.

The first release is due out shortly. The group plans to emphasize youth in presentations. Greg and Sue are both teenagers.

GMA Contest on Naming Award

NASHVILLE — A special contest will be held to determine a name for the award to be given by the Gospel Music Association (GMA) at its first annual awards banquet in October.

The board of directors of GMA is looking for a name to match other nationally recognized awards. A name-the-award contest, open to GMA membership, will determine the name, with valuable prizes to be awarded.

Entries should be sent to The Gospel Music Association, Box 1201, Nashville, Tenn. 37202. All entries must be postmarked prior to April 30.

Helen O’Connell For Sacred LP

NASHVILLE—Helen O’Connell, who rose to singing prominence with Jimmy Davis, Bob Eberly and others, will record her first sacred album here.

Miss O’Connell has been signed by Singcord Corp., the recording division of Zondervan Publishing House. Now in its 30th year, Singcord is a Christmas I.P. for October release.

Jack Day, vice-president and general manager of Singcord, will produce the album in the RCA Studios, June 9-10.

4 New Firms on Coast

* Continued from page 52

Mirabet will be from the artist’s new Epic album, “Thinking About My Man.” Wednesday’s Child Productions will manage Mirabet Productions.

Steve Rubey and Steve Britton have established Rubel Productions.

Billboard has the..."W" side story on Coin Machines

Billboard APRIL 5, 1969, BILLBOARD
23% OF ALL RADIO PROGRAMMERS READ CASHBOX REGULARLY*
20% OF ALL RADIO PROGRAMMERS READ RECORD WORLD REGULARLY*

Yes, we reach more station managers, program directors, music directors and disk jockeys than the other trades combined. If you would like to see even more impressive statistics, write us today for a copy of the complete survey, at 165 West 46th St., New York, N.Y. 10036.

*READEX, Inc. Survey, January, 1968. (Figures total more than 100% due to multiple answers)
New York — Columbia plans a large-scale Philharmonic Orchestra promotion in April, including the release of four albums by the orchestra under the leadership of conductor Leopold Stokowski. The programs slated for Masterworks are a special version of the symphony suite of the Isonion-Sterne-Rovo Trio and the first recording of three Harry Partch compositions. Another album listing is Goldmark's "Rustic Wedding Symphony" with Leopold Stokowski leading the York Philharmonic.

The symphony promotion will include posters, double-page spreads in consumer publications, illustrated brochures showing 30 of the Philadelphia's "sound spectacles," "do-it-yourself" ads including 250-line ad mats, layouts for John, "all-color" and "all-size," blurbs and headlines; a new print ads: "This Philadelphia Sound," a two-page spread for $7.98; and consumer ads in key markets.

New Releases

The new releases by the orchestra include a six-disc listing for Respighi's "Gli Uccelli" (The Birds) and seven discs by a contemporary composer's "Vetrate di Chiasso (Church Windows)." Also listed is a double album of "Two Hours," which will feature music of Brahms, Schumann, Saint-Saëns, Clark, Honegger, Bé- zet, Mendelssohn, Halvorsen and Elgar.

Another pressing couples Gershwin's "An American in Paris," and the Chicago Philhar- monic's arrangement of Aaron Copland's "Rodeo." Also listed are two discs by the National Symphony Orchestra, conducted by Leonard Bernstein.

Two 2-LP Packages

On Angel This Week

Hollywood — Angel Records is releasing two 2-LP packages this week, including Massignani's "L'Amico Fritz." A two-disc set also is slated on Melody/Angel. The other Angel release is the New York Philharmonic's "Italian Songbook" with sopranos Elizabeth Schwarzkopf, baritone Brian Gould, Fischer-Dieskau and pianist Gerald Moore.

The Massignani opera features soprano Metrani, tenor Luciano Pavarotti, and baritone Vincenzo Sardineri with the Covent Garden Opera Chorus and Orchestra under Gianmar- dino Gavazzeni. Weekly billed at the Intercept conductor. Rounding out the list of listings for April, no Angel album released for sale.

Boston Symphony Exceeds Prey in Excellent Form

New York — The profi- ciency of the Boston Symphony Orchestra was put to the test at Philharmonic Hall on March 21 and the superb aggregation came through with flying colors under the expert baton of Erich Leinsdorf. The program, which featured Mahler's "Songs of a Wayfarer," with baritone Har- rye Prey and Teichiku's "Symphony No. 5," opened with Verdi's "Dea Regina." Stokowski's "Overture" to "Daphne of the Greek" was the encore. The orchestra, which records for RCA, was in fine from as it accompanied Prey and in the Teichiku program, which was a part of the Boston's program for the Symphony at Carnegie Hall, was conducted by the New York Philharmonic, under Stokowski. Prey's interpretation of the Mahler was exceptional and the distinguished baritone was in ex- cellent voice. Both Angel and London cited him in program notes. His current release for the former is the complete "St. Matthew Passion" of Bach, while he has a new song re- cital disk for London. Prey also recorded for Deutsche Grammophon, Electrola, Seiferth and Vox.

The Varese piece, which drew broad interest with its audience, fared better in the pro- gram's repeat on March 13, with the tape by Erich Leinsdorf. Leinsford, who directed the Varese piece, the audience are interested in the avant- garde piece stretched the audi- ence's receptiveness, but main- tained its interest. Even occasion- al applause indicate that the break the piece's "Deserts," has been recorded on Columbia under Leinsdorf. The concert concluded the Boston's 1968-1969 Philharmonic season.

Decca Ltd. LP: A Best Seller

Paris — The Decca Ltd. re- cord of the "Concerto d'Aranjuez," by Narciso Yepes was the best selling classical recording on France's Radio 1, from Feb. 8 and March 14 this year, ac- cording to the classical chart prepared by the Centre d'Informa- tion et de Documentation du Disque.

Yepes's recording of Vivaldi's "Four Seasons" was second and "Messe Pour Le Temps de Pâques," by Pierre Hen- ry and Maurice Bejaix (Paris) was third.

Another leading classical albums, in sales order, were "Canons of Westminster," by Jean-Pierre Rampal and Lily Cliburn (Era); "Le Petit Prince," by Gerard Philippe (Festival); Albinoni's "Adagio," by Jean- ti (Vogue); Beethoven's "Pi- ano Concertos," by Julius Kneif (Deutsche Grammophon); Albinoni's "Adagio," by Karl Tint- er (Deutsche Grammophon); Haydn's "Rhapsody in Blue," by Leonard Bernstein (CBS).
BUSINESS OPPORTUNITIES

RHYTHM & BLUES RECORDING STUDI

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MISCELLANEOUS

APRIL 5, 1969, BILLBOARD

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40-55c per line. Minimum: 45c. First line set in all caps.

DISPLAY CLASSIFIED: 1 inch, $1.25. Each additional inch in same ad, $0.10. All ad reductions $6.25 each.

FREQUENCY DISCOUNTS: Display classified ads only. 3 consecutive insertions, noncumulative, no discount & insertions 15%; 13 or more consecutive insertions, 15%. CLOSING DATE: 5 a.m., Monday, 11 days prior to date of issue. BOX NUMBER: $3.00 service charge per insertion, payable in advance; also allow 10% for telegrams. (See rates on reverse.) LOCAL SERVICE: $1.00 per word for box number and address.

INTERATIONAL EXCHANGE ADVERTISING RATES

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

REGULAR CLASSIFIED AD: $1.50 per line. Minimum: 4 lines. Minimum: 1 inch. Each additional inch in same ad, $0.10. All ad reductions $6.25 each.

FREQUENCY DISCOUNTS: Display classified ads only. 3 consecutive insertions, noncumulative, no discount & insertions 15% or more consecutive insertions, 15%. CLOSING DATE: 5 p.m., Monday, 11 days prior to date of issue. BOX NUMBER: $3.00 service charge per insertion, payable in advance; also allow 10% for telegrams. (See rates on reverse.) LOCAL SERVICE: $1.00 per word for box number and address.

NAME

ADDRESS

CITY

STATE & ZIP CODE

PAYMENT ENCLOSED

BILL NUMBER

SELECTED CITIES

Cincinnati, Ohio

Chicago, Illinois

New York, N. Y.

Los Angeles, California

Philadelphia, Pennsylvania

San Francisco, California

Washington, District of Columbia

Index (c/o Billboard, 425 Madison Ave., New York, N. Y. 10017)
Capitol of Will Go Stereo on All Its Singles

TORONTO — Capitol Records of Canada, Ltd., has decided to go stereo on all its singles from now on. This includes all Canadian-produced singles as well as U. S. and foreign imports.

First Canadian stereo single is by singer Natalie Baron and consists of two releases, one for the English-speaking market, the other for the French-speaking Quebec market, "C'est FINI, Va-t’en," (It's All Over). Each single includes a black-and-white photograph of Miss Baron's dual-nationality beauty.
LONDON—EMI will introduce a revolutionary new incentive scheme for record dealers in July, aimed at boosting sales of albums back catalog. From its total catalog of 6,000 albums, EMI has selected a list of 1,750, and deals ordering any one of these complete packages will be entitled to special discounts.

Dealers taking this package

By GRAEME ANDREWS

EMI to Launch Incentive Plan for Dealers; Offers Pkgs. at Discount

Prince Turns Presser for UN Album

BAARN, Holland — The 500,000th copy of "World Star Festival," an LP to aid the United Nations refugee fund, was pressed at the Philips head- quarters here by His Highness Prince Sadruddin Aga Khan, president of the UN High Commission for Refugees.

The ceremony, which coincided with the release of the all-star album in Holland, fol- lowed a presentation to the Prince of a silver cassette re- corder/player by Coen Solle- veld, president of Philips Phono- graphical Industrie and Deut- sche Grammophon, as a per- sonal memento of the occasion.

"World Star Festival," which features tracks by Herb Alpert, Julie Andrews, Shirley Bassey, the Bee Gees, Ray Charles, Sammy Davis Jr., Tom Jones, Paul Mauriat, Simon and Gar- funkel, Frank Sinatra, Duggie Springfield, Sonny and Cher, Brian Hyland, Andy Williams, is the third album to be produced for the UN and the first to be re- leased in an eight-record form. Philips is manufacturing and distributing the album at cost on behalf of the Dutch record in- dustry. Profits will go to the UN refugee fund.

orders are expected to turn them over at least three times a year and, ideally, five times a year, and will be required to maintain a minimum stock of EMI albums at all times. They will also have their stores designated as Music Centers (indicated by special window stick- ers) and will sign a one year contract with EMI at the expiration of which either side can opt out.

Sets Target

EMI's target is to enroll 1,500 of EMI's 5,000 record dealers in the Music Center plan. The plan has its roots in EMI's plan five years ago to develop music centers in the top 500 record outlets in Britain which, at that time, accounted for an unusually high propor- tion of record sales. Today sales are more evenly distrib- uted throughout the dealer net- work with about 60 per cent of total record turnover accounted for by 40 per cent of retailers. At the same time LP sales have expanded continuously and last year for the first time the indus- try saw LP unit sales top singles.

Over the next three to five years EMI predicts that the mar- ket will become stabilized at a proportion of 80 per cent LP's and 20 per cent singles in terms of each turnover.

With its massive catalog swelled by licensed product such as the Beatles and the Rolling Stones rep- ertoire, EMI needs to promote the company's wide variety of artists and is aware that, in the past, it has failed to exploit the full range of records in the valley of the paper sales marketing and sales campaigns as though its catalog was only a quarter of its actual size.

EMI recently conducted a sur- vey through two chains which are sympathetic to the com- pany and found that the company was not being stocked in depth at all, and was only achieving indirect sales. 4,350 LP's A Year

The British record industry issues 4,350 LP's a year, mostly in monthly release programs with the appearance of new product, dealers have tended to stock LP's with chart potential and to order once from each monthly release program. With new rele- ases being made every month, the pressing of the sales potential is kept high by the release of albums which are out of press.

Bi-Monthly Release

To meet this situation, EMI is reorganizing its release sched- ule on a bi-monthly basis. Its main LP releases will be issued at intervals of two months but there will be weekly releases of hot albums with strong chart po- tential which will be promoted in the same way as singles.

About 20 new LP's per year are expected to be released in the 1,750 albums selected for the program, starting on April 7 with "The Best of Jethro Tull," "Two of a Kind" by John Lennon and Yoko Ono, and "The Rolling Stones Rock and Roll Circus." The albums will feature the work of such artists as Stevie Wonder, Carole King, The Who, Rod Stewart, John Denver, and the new Spanish flamenco sensation, Lolita. Also included are a variety of rock, folk, and orchestral groups.

Continued on page 62

PRINCE SAARUDDIN AGA KHAN, the United Nations’ High Commissioner for Refugees, presents the 500,000th copy of “World Star Festival,” the special United Nations album to aid refugees, at a ceremony at the Philips headquarters in Baarn, Holland. Holding the album in his hands is Bob Bouma, Philips publicity director. Behind the Prince is Dr. Hans Wisselink, president, director of Deutsche Grammophon.

GRASS BROSSE LACRIME BLANCHE

THE SONG THAT IVA ZANICHEK

WONNER OF THE 1909 FESTIVAL OF SANREMO

Presented at the EUROVISION CONTEST IN MADRID

PRINCE SAARUDDIN AGA KHAN, the United Nations’ High Commissioner for Refugees, presents the 500,000th copy of “World Star Festival,” the special United Nations album to aid refugees, at a ceremony at the Philips headquarters in Baarn, Holland. Holding the album in his hands is Bob Bouma, Philips publicity director. Behind the Prince is Dr. Hans Wisselink, president, director of Deutsche Grammophon.

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NEW YORK (USA) RICHARD ANDREWS

THAT SONG IS THE SONG THAT IVA ZANICHEK

WONNER OF THE 1909 FESTIVAL OF SANREMO

PRESENTS

AT THE EUROVISION CONTEST IN MADRID

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ARISTON SINGER—composer Mino Reitano holds a silver disk presented by Ariston president Alfredo Rossi, right, for 500,000 sales of "Una Chitarra, Cento Illusioni."

15 Nations Asked to Vie in Dutch Song Fest

AMSTERDAM — Fifteen European countries — Austria, Belgium, Czechoslovakia, Denmark, France, Great Britain, Holland, Hungary, Italy, Portugal, Spain, Sweden, Switzerland, West Germany and Yugoslavia — have been invited to send representatives with their native language, plus a group, a radio and TV and various Dutch recordings with the aim of contributing to the development of the popular song and providing a springboard for new talent.

Each competing country will be asked to sponsor a team of two solo singers, a musical group, a team leader, a jury member and a conductor. Each singer will perform an original song in his or her native language, plus a song of his or her own choice in any language. Each song must last between one and five minutes.

Each of the five first preliminary evenings will perform the six teams scoring the highest number of points will appear in the final five minutes on July 9.

A first prize of $3,600 will be awarded to the winning team and the other five finalists will also receive cash prizes.

Additional prizes for individual performances will include the Golden Clog award, the London to Bow Mainstream Set

TOKYO — London Records of Canada will release a 35 LP package from the Mainstream catalog, following the signing of a recent distribution pact between the two labels.

The release draws largely from the Mainstream Jazz catalog, with artists including Coleman Hawkins, Carmen McRae, Lester Young, Bunk Johnson, Billie Holiday and Pee Wee Russell. Many of these albums were originally issued on the now-defunct Commodore label.

DGG Opens A New Series

HAMBURG — Deutsche Grammophon is launching a new series of recordings, Debüt, devoted to new classical artists. The label has taken a unique approach by introducing young artists in the last stages of their studies, who are just starting a concert career, will introduce and promote young artists from all over the world in the new series, which will be the label’s main activity in Germany for six marks (about $1.50).

The first releases in the Debüt series will feature the German tenor Horst Lasbating, playing Beethoven, Schumann, Schubert, Brahms and Wolf lieder; the 27-year-old violinist and conductor Robert Stóid from Hamburg playing works by Rachmaninoff, Scriabin and Prokofiev; the Hamburg violinist Andrea Reehn playing Handel, Debussy, Saint-Saëns and the Italian pianist Dino Ciani playing Schumann’s "Novelliettes Opus 21."

EMI to Launch Incentive Plan for Record Dealers

The Music Center scheme has been planned to boost EMI's catalog turnover and, at the same time, to bring additional benefits to the dealer.

The eight-package repertoire featured in the eight selected packages will be announced at the end of April. Each package will contain only one monaural and one stereo version of each selection.

Allowance has been made for a dealer's discount on all of the eight catalog packages so that EMI can top the selections with new material, but not reordered will not be shown on the statement.

Once a dealer has joined the scheme, he will receive a stock check form so that he can see which records in the package he has chosen are already in stock. An EMI man will confirm the dealer's check list and the dealer will be required to keep an EMI (EMI catalog) sticker on the master bag of all records in the package to simplify checking.

Once EMI has confirmed the check list, an order for the balance of the albums in the package will be sent to the Haynes stock.

Every two months a member of the EMI sales force will check a 15 per cent sample of the dealer's stock to make sure that the dealer is carrying the required minimum of EMI stock. If the stock is too low, a complete check will be made and the dealer will have to order enough catalog material to bring his stock up to the requisite level.

JOHANNESBURG RADIO TO TEST PROGRESSIVE ROCK

JOHANNESBURG—Lawrence Marques Radio will introduce an experimental, half-hour-hour progressive rock program in the near future.

Robert Edwards, program development manager, Lawrence Marques Radio, who is involved in the planning of the show scheduled to start between 12:30 a.m. and 1 a.m. every Thursday during John Berks' "Spin-out" program, "we're quite pleased with what we've heard so far, and we are inviting comments from our listeners. We will be featuring British and American 'progressive rock' groups, as well as local artists.

Berks has just returned from a two-week visit of Australia, where he reported that "new developments in commercial radio. 'He visited the 2SM and new 2WU station in Sydney, and the 3UZ and 3AW stations in Melbourne, where he picked up several very useful ideas."

ELSON IRWIN
Buck Owens scored a tre- mendous critical and commer- cial success in Oslo when his record of "I'm Walkin' up a Mountain" was released, and his follow-up single, "Stick to Your Gun," has just been released. Owens' latest effort, "I'm Headed for the Hills," is expected to be released in the near future.

Several other country acts have also been successful in recent weeks. "Dreams of Love," by the country duo of Proctor and Davis, has been a hit for several weeks. Another chart topper, "The Night They Called Me Mad," by the country band The Nightly Nighthawks, has also been successful.

In the world of rock and roll, the group The Rolling Stones released their latest album, "Exile on Main Street," which has been met with critical acclaim. The album features hits such as "Honky Tonk Women" and "Street Fighting Man." The Stones are currently on tour in Europe and the album is expected to remain on the charts for several weeks to come.

In the Latin music world, the group Los Lakers released their latest album, "Mi Corazon," which has been a hit in the Spanish-speaking world. The album features a mix of traditional and modern Latin styles, and has been well-received by fans.

In the world of pop, the group ABBA released their latest album, "The Visitors," which has been a hit worldwide. The album features hits such as "Cherish" and "Dancing Queen," and has been featured in numerous films and television shows.

In the world of classical music, the group The London Symphony Orchestra released their latest album, "Classics from the Silver Screen," which features renditions of popular film themes. The album has been well-received by fans of classical music.

In the world of opera, the group The Metropolitan Opera presented their latest production, "La Traviata," which has been met with critical acclaim. The cast features some of the world's most famous opera singers, and the production has been praised for its beauty and drama.
**POP**

**I Got the Fever**
**THE PROPHETS**
S-2181
Produced by Tommmy Hiller and Roy Smith
A hot, hot record on the air—first on KSOL—San Francisco and KKRA—Houston. This record is selling in both areas.

**Problem Child**
**Gloria Lynne**
F-1639
Produced by Ed Townsend
A list of key stations with the 1st being KDBA—San Francisco. Record starting in Chicago, New York, Philadelphia and New Orleans.

**Help Yourself**
**"Fantastic" Joe Henderson**
F-1638
Over 50 important Good Music stations in every key market across the country playing this record. One-stops have the perfect box record with "Fantastic Joe".

**hora**
**Tommy Witcher**
and Roy Smith
A hot, hot record on the air—first on KSOL—San Francisco and KOKA—Houston. This record is selling in both areas.

**C&W**

**Slowly Dying**
**Bill Nash**
S-2212
Produced by Jerry Kennedy
C&W stations starting to pick up this newest Smash star. This will go pop so stock up for the sales.

**The End**
**Linda Gail Lewis**
S-2211
Produced by Jerry Kennedy
Her 2nd in a row. Picks and plays on major C&W stations. Linda has a hit—make sure you have it.

**Love Comes But Once in a Lifetime**
**Norro Wilson**
S-2210
Produced by Jerry Kennedy
Norro Wilson is on most C&W and Pop stations throughout the country. Norro's "Only You" started a landslide. A big LP (SRS 67114) coming this week.
STAR PERFORMER—Sides registering greatest proportionate upward progress this week...

75. 44 78 86 — TIME IS TIME
76. 61 86 — SWEET CHERRY WINE
77. 25 25 I COT A LINE ON YOU
78. 43 44 70 — I CAN HEAR MUSIC
79. 38 53 76 — SNATCHING IT BACK
80. 39 71 — CHOKIN' KIND
81. 34 43 79 — NO NOT MUCH
82. 33 28 30 — I LIKE WHAT LADIES DOING
83. 69 — MY WAY
84. 42 51 53 — JOHNNY ONE TIME
85. 62 — FIRST OF MAY
86. 60 65 77 — THE WAY IT USED TO BE
87. 49 54 61 — BLESS SLEEVES RAIN
88. 51 66 96 — THE PLEDGE OF ALLEGIANCE
89. 54 61 78 — DON'T TOUCH ME
90. 50 57 62 — WHEN HE TOUCHES ME (Nothing Else Matters)
91. 63 68 85 — PLAYGIRL
92. 70 92 99 — HAWAII FIVE-O
93. 67 74 82 — WILL YOU RECALL
94. 57 81 — IS IT SOMETHING YOU GOT?
95. 77 — MERCY
96. 55 63 73(2) — (To Me)
97. 56 60 64 — APRICOT BRANDY
98. 48 48 52(2) — A LOVER'S QUESTION
99. 74 82 92(2) — MOVE IN A LITTLE CLOSER
100. 72 76 83 — DAY AFTER DAY
101. 79 — WISHFUL THINKING
102. 83 — I DON'T WANT NOBODY TO GIVE ME NOTHING (Open Up The Door, I'll Go In Myself)
103. 71 — I'M ONLY LOVING
104. 81 — ICE CREAM SONG
105. 75 77 87 — DON'T YOU KNOW
106. 58 56 56 — TEAR DROP CITY

HOT 100 — A TO Z—(Publisher-Licenses)

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
RICHARD KIM MILFORD
STARRING IN "HAIR"

SINGS
MUDDY RIVER WATER

LEANING TOWARD THE CHARTS

EXCLUSIVELY ON DECCA® RECORDS

Produced by Gene Allan & Ron Dante for Weno Productions, Inc.
<table>
<thead>
<tr>
<th>Week</th>
<th>#1</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
<th>Reissue Information</th>
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<tr>
<td>21</td>
<td>2</td>
<td>GLEN CAMPBELL</td>
<td>By the Time I Get to Phoenix</td>
<td>Capitol 33-2901 (5)</td>
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<tr>
<td>10</td>
<td>1</td>
<td>BLOOD, SWEAT &amp; TEARS</td>
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<tr>
<td>8</td>
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<td>THE JOURNEYS</td>
<td>B</td>
<td>Atlantic 33-2903 (5)</td>
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<td>8</td>
<td>3</td>
<td>THE CREAM</td>
<td>Disraeli Gears</td>
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<td>38</td>
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<td>IRON BUTTERFLY</td>
<td>In-A-Gadda-Da-Vida</td>
<td>A&amp;M 33-2904 (5)</td>
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<td>7</td>
<td>9</td>
<td>DONOVAN</td>
<td>Greatest Hits</td>
<td>Atco 2-901 (S)</td>
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<td>Greatest Hits</td>
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<td>Hollywood Squares</td>
<td>Reprise 33-2907 (5)</td>
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<td>CREEDENCE CLEARWATER REVIVAL</td>
<td>Born on the Bayou</td>
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<td>Birthday Party</td>
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<td>12</td>
<td>13</td>
<td>WALTER CARLOS/BEAUTIFUL FLOWER ORCHESTRA</td>
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<td>Electronic Music Productions Inc. Presented Switched On Bach</td>
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<td>10</td>
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<td>TOMMY JAMES &amp; THE SHONDells</td>
<td>Crispy &amp; Creamy</td>
<td>Atlantic 33-2908 (5)</td>
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<tr>
<td>8</td>
<td>16</td>
<td>LEE ZEPPELIN</td>
<td>SONGS FOR THE DAMNED</td>
<td>Capitol 33-2909 (5)</td>
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<td>15</td>
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<td>DIANA Ross &amp; SUPREMES</td>
<td>WITH THE TEMPTATIONS</td>
<td>T.L. O: (S) 45 (5)</td>
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<td>BEATLES</td>
<td>A Hard Day's Night</td>
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<td>VANILLA FUDGE</td>
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<td>KEEF &amp; BAND</td>
<td>Freedom Suite</td>
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<td>BEE GEES</td>
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<td>JEFFERSON AIRPLANE</td>
<td>Bless My Pointed Little Head</td>
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<td>THE BEATLES</td>
<td>Hey Jude</td>
<td>Apple SD 33-2914 (5)</td>
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<td>YOUNG-HOLT UNLIMITED</td>
<td>Scooby Doo</td>
<td>Appliances, Ltd. 33-2915 (5)</td>
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<td>SAMMY DAVIS, JR</td>
<td>I've Got a Gal in My Mind</td>
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<td>AERONAUT</td>
<td>A Woman</td>
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<td>12</td>
<td>27</td>
<td>THE FAMILY</td>
<td>That Plays Together</td>
<td>Mercury 33-2917 (5)</td>
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<td>57</td>
<td>25</td>
<td>GLEN CAMPBELL</td>
<td>Wichita Lineman</td>
<td>Capitol 33-2918 (5)</td>
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<tr>
<td>8</td>
<td>21</td>
<td>ARTHUR FRANKLIN</td>
<td>Sock It</td>
<td>Atco 2-906 (S)</td>
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<tr>
<td>9</td>
<td>26</td>
<td>MIKE BLOOMFIELD &amp; AL KOOPER</td>
<td>Mosaic</td>
<td>Reprise 33-2919 (5)</td>
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<td>14</td>
<td>31</td>
<td>C. P. E. BACH</td>
<td>Original Voice Track From His Greatest Masterpieces</td>
<td>Decca 33-2920 (5)</td>
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<td>6</td>
<td>36</td>
<td>BOB DORR</td>
<td>Original Artists</td>
<td>Themes Like Old Times</td>
<td>Capitol 33-2921 (5)</td>
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<td>16</td>
<td>32</td>
<td>JUDY COLLINS</td>
<td>When We Were young</td>
<td>Elektra EKS 33-2922 (5)</td>
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<td>33</td>
<td>MONKEES</td>
<td>Instant Replay</td>
<td>Columbia 33-2923 (5)</td>
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<td>DEAN MARTIN</td>
<td>Carnaby Street</td>
<td>Columbia 33-2924 (5)</td>
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<td>3</td>
<td>84</td>
<td>THE BEATLES</td>
<td>Help!</td>
<td>Parlophone RAS 33-2925 (5)</td>
<td></td>
</tr>
</tbody>
</table>

**Continued on Page 70**
From The Nation's No.1 Low-Priced Classical Label
A Limited Time Only Savings Invitation...

Seraphim's 10% Discount

Command Performances

On April 1st, Seraphim launches a month-long discount promotional program which gives an added extra special 10% discount off the regular CRDC net cost per album on the purchase of the label's THIRTY-FOUR all-time best sellers. OPERA, SONG, ORCHESTRAL and INSTRUMENTAL repertoire featuring an assemblage of world music's greatest stars — the album performances which are the very foundation of Seraphim's remarkable sales success.

Profit wisely, stock up on the "winners"...now while the price is so uncommonly good.

In support, this total impact COMMAND PERFORMANCES promotional program:

"Easy-Order" form

Multi-element Display Kit

Co-Op Ad Mats

Central display piece

Browser/divider card

Mobile/ceiled hanger

Seraphim's Best Sellers
Remarkably Priced

National Consumer Advertising in High Fidelity, Stereo Review, American Record Guide, Schwann, and more!

Immediately Contact Your Capitol/Angel Sales Representative.
### CONTINUED FROM PAGE 68

<table>
<thead>
<tr>
<th>Week</th>
<th>Rank</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
<th>Year</th>
<th>Original Artist</th>
<th>Original Year</th>
<th>Original Label</th>
<th>Original Number</th>
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<tbody>
<tr>
<td>18</td>
<td>129</td>
<td>The Beach Boys</td>
<td>Mike Love &amp; the Beach Boys</td>
<td>RCA Victor LSP 4923 (S)</td>
<td>1965</td>
<td>Mike Love</td>
<td>1962</td>
<td>RCA Victor</td>
<td>LSP 4923 (S)</td>
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<td>12</td>
<td>136</td>
<td>Jethro Tull</td>
<td>Aqualung</td>
<td>Atlantic SD 1679 (S)</td>
<td>1971</td>
<td>Jethro Tull</td>
<td>1972</td>
<td>Atlantic</td>
<td>SD 1679 (S)</td>
</tr>
</tbody>
</table>

### TAPE PACKAGES AVAILABLE

- **Label & Number**: Available on the Record Market Research Department of Billboard.
An UNCOMMONLY Great Group of talent was combined to produce our first release and we want to thank them all right now...

the singer...Deane Hawley the producer...Marshall Leib for Renaissance Productions the arranger...Jimmie Haskell the writers...John Hurley and Ronnie Wilkins the engineer...Eddie Brackett and last but not least...thirty seven of the finest studio musicians and vocalists in Hollywood.

Jimmy O'Neill
President
Sundown Records
A division of Jim Hand Enterprises
9000 Sunset Blvd.
Los Angeles, Calif. 90069

"Love of the Common People"
By
Deane Hawley
This is a list of songs that were predicted to reach the top of the Hot 100 Chart. The text includes various song titles, artists, and production details. The list is structured in a way that highlights the songs predicted to reach the top of the chart and provides brief details about each song.
Now Will You Believe Us?

<table>
<thead>
<tr>
<th>DISTRIBUTOR</th>
<th>BPI</th>
<th>FORECAST</th>
<th>ORDERERS TODAY</th>
<th>LAST 5 DAYS</th>
<th>LAST 10 DAYS</th>
<th>TOTAL TOTALE</th>
<th>BPI N/A</th>
<th>% BPI N/A</th>
<th>BPI PERF</th>
<th>OVER OR UNDER</th>
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<tr>
<td>ATLANTA</td>
<td>2.7</td>
<td>500</td>
<td>1,250</td>
<td>500</td>
<td>500</td>
<td>3,750</td>
<td>1.22%</td>
<td>8.44%</td>
<td>4.44%</td>
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<td>BOSTON</td>
<td>4.2</td>
<td>3,750</td>
<td>3,250</td>
<td>5,025</td>
<td>5,025</td>
<td>28,005</td>
<td>8.92%</td>
<td>15.64%</td>
<td>18.6%</td>
<td>+27%</td>
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<td>CHARLOTTE</td>
<td>4.3</td>
<td>1,000</td>
<td>2,000</td>
<td>4,025</td>
<td>4,025</td>
<td>12,650</td>
<td>4.04%</td>
<td>3,350</td>
<td>40.4%</td>
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<td>HARTFORD</td>
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<td>1,000</td>
<td>1,475</td>
<td>12,650</td>
<td>12,650</td>
<td>25,000</td>
<td>4.04%</td>
<td>18,183</td>
<td>211.8%</td>
<td>+2092%</td>
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<td>1,000</td>
<td>1,000</td>
<td>11,260</td>
<td>11,260</td>
<td>26,025</td>
<td>8.92%</td>
<td>10,285</td>
<td>77.8%</td>
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<td>NEW YORK</td>
<td>10.0</td>
<td>1,000</td>
<td>1,475</td>
<td>39,275</td>
<td>39,275</td>
<td>58,475</td>
<td>5.6%</td>
<td>40,000</td>
<td>100.0%</td>
<td>+5,000</td>
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<td>PHILADELPHIA</td>
<td>5.8</td>
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<td>2,000</td>
<td>26,025</td>
<td>26,025</td>
<td>25,000</td>
<td>8.92%</td>
<td>13,486</td>
<td>127.9%</td>
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<td>PITTSBURGH</td>
<td>3.3</td>
<td>2,000</td>
<td>4,000</td>
<td>45,590</td>
<td>45,590</td>
<td>136,630</td>
<td>43.59%</td>
<td>32,608</td>
<td>148.8%</td>
<td>+5,474</td>
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<td>WASHINGTON D.C</td>
<td>4.3</td>
<td>* 4,000*</td>
<td>19,000*</td>
<td>55,750</td>
<td>55,750</td>
<td>136,630</td>
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<td>16,760</td>
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<td>6,260</td>
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<td>CLEVELAND</td>
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<td>3,000</td>
<td>7,270</td>
<td>7,270</td>
<td>11,595</td>
<td>2.32%</td>
<td>6,275</td>
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<td>DETROIT</td>
<td>6.9</td>
<td>5,000</td>
<td>14,000</td>
<td>1,000</td>
<td>1,000</td>
<td>47,025</td>
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<td>7,720</td>
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<td>6,260</td>
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<td>7,270</td>
<td>11,595</td>
<td>2.32%</td>
<td>6,275</td>
<td>100.0%</td>
<td>+1175</td>
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<td>ST. LOUIS</td>
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<td>1,000</td>
<td>2,000</td>
<td>7,270</td>
<td>7,270</td>
<td>11,595</td>
<td>2.32%</td>
<td>6,275</td>
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<td>+1175</td>
</tr>
<tr>
<td>TOTAL TERRE HAUTE</td>
<td>36.4</td>
<td>6,000*</td>
<td>46,750*</td>
<td>148,945*</td>
<td>148,945*</td>
<td>259,450*</td>
<td>47.52%</td>
<td>114,112*</td>
<td>114.1%</td>
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<td>DALLAS</td>
<td>9.3</td>
<td>750</td>
<td>1,275</td>
<td>2,300</td>
<td>2,300</td>
<td>5,525</td>
<td>1.33%</td>
<td>4,315</td>
<td>137.8%</td>
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<td>DENVOR</td>
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<td>1,275</td>
<td>1,775</td>
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<td>7,85</td>
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<td>+1175</td>
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<td>1,050</td>
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<td>0.00%</td>
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<td>8,000</td>
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<td>100.0%</td>
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<td>LOS ANGELES</td>
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<td>1,275</td>
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<td>1,275</td>
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<td>+0</td>
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<tr>
<td>SAN FRANCISCO</td>
<td>3.7</td>
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<td>250</td>
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<td>5,250</td>
<td>0.00%</td>
<td>1,275</td>
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<td>+0</td>
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<tr>
<td>SEATTLE</td>
<td>2.6</td>
<td>3,750*</td>
<td>5,025*</td>
<td>11,525*</td>
<td>11,525*</td>
<td>21,025*</td>
<td>0.00%</td>
<td>1,275</td>
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<td>+0</td>
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<tr>
<td>TOTAL SANTA MARIA</td>
<td>21.3</td>
<td>3,750*</td>
<td>11,525*</td>
<td>313,495</td>
<td>313,495</td>
<td>626,990*</td>
<td>100.00%</td>
<td>313,495</td>
<td>100.00%</td>
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<td>NATIONAL TOTAL</td>
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<td>13,750</td>
<td>42,275</td>
<td>83,275</td>
<td>313,495</td>
<td>626,990*</td>
<td>100.00%</td>
<td>313,495</td>
<td>100.00%</td>
<td>+0</td>
</tr>
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* Indicates a special release.
Films Roll on "Huddie's Life, Guthrie Tunes"

NEW YORK—Two films involving the works of Woody Guthrie and one on the life of Huddie "Ledbetter" Ledbetter are in the works. All three films will be produced by The Richard- mond Organization.

"Alice's Restaurant," which stars Arlo Guthrie, son of the late folk singer-composer, has been released. The cast includes Pete Seeger and Lee Hazes, both longtime friends of Huddie's. Advising on pro- duction, "Bound for Glory," the movie version of Woody Guthrie's autobiography, is slated for production later this year, and "If You Go Max" will be consultants on the Ledbeyd film. The Richmond Organiza- tion will publish special folios to be used in campaigns on its Guthrie and Ledbetter songs. The folios will be used along with demonstration albums in mailings to individual listeners. The mailings will be co- ordinated with the release dates of the films.

Executive Turntable

* * *

Phil Willens appointed national sales representative and Dean Hogopian as Canadian sales and promotion representative for Jad Records U.S.A., who will work with Jad's distributors and rack jobbers, was previously with Gambit Associates, Los Angeles, as sales manager and also worked for California Rec- ords, Merit, Hitshrink, and United Tape operations. Hogopian will serve as liaison for RCA Records of Canada, Jad's Canadian distributor. He was previously a disk jockey, and was a member of the top-ten dance band in Canada during the mid-1960s.

Dick Henderson becomes creative director, advertising/merchandising for Liberty/UA, a newly created post. He will be responsible for overseeing creative activities for all company divisions. Henderson has served as creative design consultant to several corporations and advertising agencies, including RCA, Texaco, Young & Rubicam, and J. Walter Thompson. He has served as account executive for Western and Midwestern accounts with Sandy Strohbach, taking over Eastern and Southern accounts.

Barclay Forms Audio Firm; CBS-France in Institutions

* * *

New Distributors

U. K. Exports Soar

million up on 1967's record fig- ure Export in the first full year of the new sterling rate of ex- change, zoomed to just over $12 million, a $2.5 million jump over 1967. The record export output, up from $9.8 million 1966, 78. r.p.m. records, the lowest-ever figure for a year, and with the new rate, the 78 will be extinct in British factories by 1971. According to Hits Sales, the year-end figure, exported was 98,551,000 records. This figure has only been exceeded in the "Liverpudlian" market since 1964, when 101 million records were pressed, but sales accounted for 72 per cent of the total.

The industry achieved its 1968 record despite December sales of 9.5 million, 3 per cent below the record Christmas month of 1967. This is attrib- uted to manufacturers holding back, following the increase in purchase tax from 50 to 55 per cent in November.

Dexter's Scrapbook

By DAVE DEXTER JR

* * *

The singing corps—even after 30 years—still attract attention. Did we mention Fred Waring?

Now there's a man with a future. He also is performing in sales force. Fred, who is the original Banjotrete, who remembers when Waring featured Priscilla and Rosemary Lane? And Freddy Campbell's"
BOBBY VINTON
is following up his last million-seller with another beautiful love song. “TO KNOW YOU IS TO LOVE YOU”
c/w “The Beat Of My Heart” 5-1061
Another Blockbuster on Epic Records?
Of Course.
their first album...
so much to say,
it took them two LP's
to do it. (but it's priced like one)
– and we're telling everybody
about it in college
and underground
papers coast-to-coast.

are you ready
for it?

on records... on tape... on Capitol
produced by John Palladino