Motorola's Galvin to Address Tape Forum

NEW YORK — Robert W. Galvin, chairman of the board and chief executive officer of Motorola, Inc., will cap the Billboard Publications, Inc., Tape Cartridge Forum as the luncheon speaker during the closing meeting of the four-day conference.

The Tape Cartridge Forum will be held Aug. 3-6 at the Hotel Mark Hopkins, San Francisco, under the joint auspices of Billboard magazine, Merchandising Week and Photo Weekly, all weekly business papers within the Billboard Publications family, covering their respective facets of the tape cartridge industry.

Galvin heads one of the world's largest companies devoted exclusively to the manufacture of electronics products. The firm will exceed the $1 billion mark during 1969. His address will embrace the changing world of electronics and the challenges it holds for the future.

He joined Motorola in 1944, became the assistant to the vice-president of the Car Radio Division in 1946, and executive vice-president in 1948. He was named president in 1956, and was elected to his present position in 1964. Galvin is credited with leading Motorola into becoming a major diversified firm. He twice served the Electrical Manufacturing Association (Continued on page 46)

Radio Forum: Trendsetter Awards & Black Job Plea

BY CLAUDE HALL

NEW YORK — Whitney Young, executive director of the National Urban League, called upon all radio stations to hire more blacks and spoke of his goal for a black on the FCC. Speaking June 22 before several hundred key radio executives at the final luncheon of the Billboard Radio Programming Forum, he said that young people of today have a deep commitment to social justice and "white America receives itself in thinking only a handful of people behind the recent disturbances."

Suppression, he said, isn't going to work.

"Your role," he told the assembly of station managers and program directors, "is crucial. There has been some employment of blacks at radio stations (Continued on page 4)

3M Creates 1,200-Selection Background Music System

BY PAUL ACKERMAN

NEW YORK—3M has developed a new background music unit, holding 1,200 selections. The company plans to test market the unit starting Aug. 1 in three areas. It is anticipated that national distribution will be achieved by January, 1970, according to R. E. Lindgren, Project Manager, 3M Background Music.

The new unit, Lindgren added, will be leased. It is two-thirds the size of the current 3M background music unit, and is called the 3M Cantata Mark II. The current background unit, which holds 700 selections on a cartridge, is the 3M 700 Cantata. The latter is sold rather than leased.

Lindgren noted that the new unit (Continued on page 8)

Jazzmobile Gets Atl. $2,500 Fuel

By MIKE GROSS

NEW YORK—Atlantic Records has taken the lead in supporting Jazzmobile's campaign for record industry backing. Atlantic is contributing $2,500 to the kitty needed to maintain Jazzmobile's administrative and (Continued on page 86)
Their first song heard in America was “These Eyes.” It sold a million copies. Their newest single’s called “Laughing.” No wonder.

The Guess Who
“Laughing” C/W “Undun” #74-0195
Iannucci Plans 'New' Step Up

By ELIOT TIEGEL

LOS ANGELES — Sal Iannucci, the new president, takes hold of the company's reins next Monday (7) after a month of studying his new orientation period. Iannucci points out that Capitol has to become more involved in the contemporary music field and has scheduled the coincidental debut of the company's new circular logo design which may help the Capitol brand identity.

Iannucci states the label to be more aggressive in developing product which will land on the national and act as charters.

The 41-year-old executive, whose current job is business administration, said he has no plans to bring in any outside executives. The company's new logo's growth will be attained by utilizing present management, which he says has helped Capitol attain its successes.

Iannucci and his executive team of Dan Heilicher, Capitol Industries president, think alike about many matters, and the opportunity to open the door to opportunity blacks and selectively look at acquiring new companies gobbling up distribution end of the business.

Iannucci will look to the company's ownership for its future projections on growth and how innovations like ETV will affect the company.

Iannucci looks to his experience in the fiel of marketing and General as providing him with expertise in fields offering similar situations to the record industry.

Vanguard's 4-Track System

By FRED KIRBY

NEW YORK — Vanguard Records is preparing its first "Surround Stereo" release: "a new approach to the stereo system, capable of reproducing music and the acoustical properties of the auditorium in which it was recorded."

The system utilizes four speakers: two in front of the listener to the left and right as in normal stereo and right to the rear of the listener.

Seymour Solomon, Vanguard president, explained that his company was the first to unveil the system under the new system was scheduled for mid-September in a tape cartridge format.

He said he was confering with other record manufacturers and equipment manufacturers on the reproduction system that will use the Stereo and there also will be a possibility of the three-dimensional recordings being available in the future.

Among the major advantages of "Surround Stereo," according to the re-

production of the actual acoustical properties of the auditorium recorded by the listener with an audience and the sound as though he were seated in a concert hall.

"Surround Stereo," the front two channels are recorded as in conventional stereo. At the same time, two additional channels are recorded and placed behind the listener in a rear and sides of the auditorium.

In additional to catching the reverberations, the system could be used in large works, such as the Berlin "Re-


La vanquish," which will be on the release with Maurice Abravanel and the Utah Symphony in the Tchaikovsky Suite No. 3 and Tabernacle. This work utilizes four brass choirs located in different parts of the hall. Each choir is offered on a different track.

"Surround Stereo" also has impressive effects for pop music with three tracks printed in this area: "David's Album" by the band the Beach Boys; "Surround Stereo,""" by Buffy Sainte-Marie, and "The Amazing Electronic Sound of Jet Set," by the group the Turtles as well as "New York Love Affair" by the group Tabloids and "Vanguard No. 93" and "Symphony No. 9." Vanguard also will introduce to existing stereo and car-

tridgers. Solomon explained that Van-

guard is planning to introduce this new sound system than companies with large in-

vestments in pressing plants. He doubted that "Surround Stereo" economically could be applied to existing sound systems.

Vanguard introduced the new technique to the label's headquarters here on June 24. A large banner in the bookstore says free, "On with the Sound." The company also ordered a display of a turntable and tonearm on the show floor to make the recording dis
c-art for the seven-inch stereo album program. Another national pro-

ducer-distributor complained, "We're just not getting the prod-

uct." Operators sampled claim jukebox albums fulfill a purpose and are necessary. "We have 700 jukebox operators who could only buy 50 Tom Jones albums," said Harold (Gup) Giaranoci, TAC Marketing Corp.

The firm discontinuing Little LP's, Garwin Sales Co. Inc., must do this primarily because of a pending merger (see separate story on page 61).

The firm that produces the seven-inch stereo album program, Vanguard, one Pickwick card shop, all located in the vicinity of Redlusco, Baltimore, however, is

W-7 MEET TO BOW 30 LP'S

LOS ANGELES — Warner Bros.-Seven Arts will unveil 30 albums during its August reg-

nional meeting at a local hotel at a local meeting on Aug. 7 at the Liberation Records West Coast sales office. The program, followed by meet-


39 New LP's, Catalog Flood Atl. With $4 Million in Orders

NEW YORK — Atlantic- Atco racked up more than $4 million in orders from distribu-

tors at the company's summer sales meeting here.

Radio, Record, Record, 208 here, Chicago and Los Angeles.

The orders, which were the second highest figure reached at any Atlantic-Atco summer sales meet, came from 39 new albums and catalog product.

Ahmet Ertegun, Jerry Wex-

ner and Nesuhi Ertegun intro-

duced the firm's new LP release, one of the biggest for Atlantic-Atco, with 24 albums on Atlantic and the top-ordered artists were Aretha Franklin, Chuck Berry, Eddie Harris, David Newman, the Sweet In-

strumentalists, George Drells, Joe Tex, all on Atlantic. Among those featured on Atco were Claudia Allen and Stone and the Bee Gees, King Curtis, the New York Rock & Roll Ensemble, and Chelo.

In addition to the unveiling of new LP's, a preview of new Atlantic and Atco singles put into the spotlight new discs by Joe Tex, Ice Capades, Wilson Pickard and Crosby, Stills & Nash.

At the meetings, the firm's executives introduced Atlantic's special summer sales program and the large co-operative advertising v

ricing that bundled for the third way the releases. The co-op ad program covers both radio and newspaper advertising and qualified dealers. The co-op advertising budget supplements the large promotion budget and is expected to affect for the firm's new product. Advertising aids, ads, dealer's campaign and display Atlantic and Atco were also shown at the meet.

All Atlantic and Atco re-

leases introduced at the meet-

as for the seven production compa-

nies is being offered at a special 15 percent discount with dated billing. The new album will be available for the duration of the firm's summer program.

The Atlantic-Atco summer sales meetings were conducted by Elavon, Allen and Bob Kornheiser in Chicago; Jerry Wexler, Jerry Greenberg, two Atlantic execs, and Joe Texton in New York, and Nesuhi Ertegun and Charles Goldberg in Los Angeles.

Heilicher Bros. Adds 9 Outlets in Midwest

NEW YORK — Heilicher Bros., a division of Paul Heilicher International based in Minneapolis, has signed leases for eight new Midwest retail stores and one Pickwick card shop, all located in the Midwest.

The eight stores will be lo-

ated in large shopping malls. Minneapolis, owned wholly subsidiary of Heilicher Bros., is a chain of retail music stores carrying a diverse line of records, phonograph, tape, photographic and musical instruments.

The scheduled opening dates of the eight new stores are: Eastland Mall in War-

ten, Ohio; Southway Mall in Marion, Ohio (August); West-

land in Columbus, Ohio (August); Millersville, Pa. (August); Atlantic City, N.J. (September); The Arguse, Marion, Ohio (October); Crossroads Center in Waterloo, Iowa (January); Silver City Plaza, Dubuque, Iowa (January); Beaver Valley Pa. (January); Westway Mall in Bloomington, Ind. (March).

Don Heilicher, Heilicher Bros. president, said that the company has pending leases which could mean additional retail outlets and new stores annually for the next three years.

RCA's 4-WAY GOLD THRUST

NEW YORK — RCA Records plans to go "on a huge sweep" this week off last week with an album, "The Atlantic Gold record awards. RCA's new million-selling singles are "These Are My People," "Theme From Romeo and Juliet," "The Shadow of the Sun," "I'm Still in Love," "At the Ghetto" by Elvin Presley, and "Grazin' in the Grass" by the French Horns.

In addition, RCA has Zager & Evans "In The Year 2525" coming, "Don't Look Back" jumps from 35 to 8 on Bill-

board's "Hot 100" chart this week.

TEC Plans 'Modern' Image Push on Hurko

LOS ANGELES — Trans-

continental Entertainment Corp. will move the firm's label name with contemporary and as classical attractions.

(Telephone) Bob Hurko's concert booking company late last month, will form a record company for Hurko, is planning a television special on the internatio-

nally known Scottish fiddler and vice president Todd Schiff-

man to co-ordinate the booking out of the concert tours under through Hurko's organization. (The Commonwealth) in addition to the recently completed CBS TV show, "H. Hurko Presents..." "TEC" has a special with Cobert Productions, the TV packaging firm owned by Bert Sugarman and Pierre Boc.

The aim of the show is to present the world of classical and popular music, TEC president Mike Curb explained.

The record company, as yet unnamed, will be used as an "archive" for "album concepts which bridge the gap between the classical and "modern" world," Curb explained.

Schiffman, as an at-large TEC vice-president, will work on the new Hurko label in a co-ordinat-

ing role. Schiffman, who as the chief of rock music depart-

ments at the Agency for the Performing Musicians, the mus-

icians' union, will be co-ordinating Hurko Concerts to artists previously unassociated with the "classical" world. Hurko represents Andre Scegno, Artur Rubinstein, Van Cliburn, Marjorie Anderson, Iva- ne Sten, Jan Peach, Victoria de los Angeles, and the Moseley Dance Co., among others.

TEC hopes to begin carefully book top pop acts in prestige locations which will be brought close. In addition to working on the Hurko projec-

ts, Schiffman will look for TEC's Forward label as well as for the seven production com-

panies it owns, TEC also has financial ties with and Stairway Productions, a rhythm and blues company.

As an agency man, Schiffman worked on dates for such groups as Zager & Evans, Butterfly, Big Brother and the Holding Company and Country Joe and the Fish, Mothers of Invention, Canoel, Heat and Steppenwolf.

The expansion of TEC here has resulted in the Transcontinental Entertainment Division purchasing the American Intern-

ational Pictures Building on Sunset Boulevard. TEC hopes to move there within two months.

FILM SCORING PROJECTS SET

LOS ANGELES — Newly film scoring projects set for the London films "The Wrong Train," "The Very Pursuit," "The Doughn Railers"; Bally Strange to compose the score for "De Jade" for American In-

ternational Pictures to be released in the fall. Bally Strange score to be "Two Mules for Sister Sara" for Universal.
U. K. Musicians Strike Back—Slap U. S. With Same Ban

LONDON — the Musicians' Union (MU) has banned American groups from appearing on British television, a retaliatory move following a similar embargo by the British American Federation of Musicians (AFM).

First group to be affected by the ban was the band’s official who had agreed to fly back from the Continent to appear on the show, which also had to pull out.

The MU’s assistant general secretary, Harry Francis, explained that there was no quarrel with AFM, but the American action left the MU with no option but to act.

Stressed that existing contracts would not be affected unless the AFM made a similar move as well.

Many observers here feel that American Express was being used as a scapegoat in a situation where there is no basis for a strike. It is also surprising in some quarters that the MU had not objected earlier.

Four months ago, the MU, vexed that the BBC booked a program featuring Louie Louie for a trio show, contrary to its wishes, informed the corporation that it would not give its approval unless work permits for other existing contracts had been lifted.

This ban has never been lifted, although confusion exists between both

Young: More Black Jobs

**Continued from page 1**

...but you can do better.” He said he did not consider the question of whether the hiring of a black man was “social, political, or the self-interest of the music industry,” and the question of what worries the industry was not considered.

To provide an incentive for blacks at lower levels on the staff, the company’s publicists were told to bring in any black man at the vice-president level.

This would work as a symbol of the corporation’s commitment to hiring blacks, since it could be seen that this move was not made for the sake of appearances, but rather as a step towards genuine diversity.

There is, however, a general trend among the top executives of record companies to make it clear that they are committed to hiring blacks, regardless of whether the moves are actually made.

Cap’s Closest Indie Policy

LOS ANGELES — Capitol is developing new management responsibilities for dealing with independent labels.

Nevyn named director of independent labels, Ken Mansfield, has been brought in to run the company for these outside companies. Mansfield will be the liaison man in areas of sales, promotion, merchandising, manufacturing, art direction for such companies as Apple, Zapple, Fable, 1, 2, 3, 4, Invictus, KIT, Harvest, Colossal and Crazy Horse.

Kaplan Sets Up EMKO Talent

NEW YORK — EMKO Talent Associates Corp. has been incorporated at 60 Union Square West, a new label and all of its stock was created by Adolf Hitler. “We will never act on the basis of racial hatred and what’s really at stake,” he said, which is the question of “what kind of human being are you going to be to the plight of the black?”

GRT’s Pye Deal: A Global Step

LOS ANGELES — GRT’s joint business venture with Pye Records, designed as an initial step in a global thrust by the American company.

GRT, which manages the British music publishing company, is turning its sights to the world, beginning with a joint venture with Pye Records, U. S. based Bayley, GRT president. Of prime importance is Europe, where the company already holds tape licensing agreements with several record companies.

The initial step of that goal was affiliating with Pye Records, which the label later bought from the United Kingdom record company with distribution in the U. S., said Bayley. Pye, a wholly owned subsidiary of Associated Television Corp., and GRT, traded over the same share price in early trading last month, jointly owned U. S.-based record company.

The label will have to pull out of any licensing agreement with GRT’s own management and also manage the company with its basic direction.

Now that the move will market the available Pye Records catalog, and also will record American artists, will make up more than 50 albums and about 100 singles per year, including (Continued on page 76)

Autry Back in Saddle As a Co-Owner of Complex

LOS ANGELES — Gene Autry rides again. The million-are sportman and veteran member of the country music act, is returning to the music business after an absence of several years.

Autry will be a partner with country music publisher Charlie Austin, and form a new record and publishing company here.

As it has been the plan of the owners of the Ridge Way Music formerly held by J. L. Frank, Adams retains the remaining stock in this old-line (9 years) company. Its copyrights include: "You Belong to Me," "I Will," "Slow Poke," and "Angels in the Sky," among others.

The two principals have moved into the old KMPC studios at 593 Sunset Boulevard. Rights over KMPC which moved to new quarters eight months ago.

Plans are to build a recording studio in the building, which will be the headquarters for the following firms: Republic Records, Majestic Records, Cathedral Records, and Decca Records. Also such labels as Capitol and Western Music and Capitol Records.

Adams and Autry will use outsiders to create product for the record labels which will be broken down into music school.

Republic will func- tion with relations for such companies as Faber Robinson working on new records and new products, and other related product.

Cap’s Emerson Brand

He has been acting as the Beatles’ contact man in the Cap- tile Tower.

His new position lends support to the efforts of ed Pet- ter John Paulson and Wayne Huyse, who are in charge of the label for product releases.

Manhattan’s background in the company has been in the national promotion and sales area, a job that requires the use of expertise in working with firms already being distributed by other labels.

The brother claimed that CBS would be interested in the proposal and would be interested in the proposal.

Two brothers are currently looking at the proposal and would be interested in the proposal. The proposal would be of interest to both the brother and the proposal.

'Blue and Green' Master to Atl.

NEW YORK—Atlantic Records, who hold the master of "Blue and Green" by the Touch from Frank Lenza, Urso, and Venice and Vincent Castellano, owners of Leccever Records.

JULY 5, 1969, BILLBOARD
In 1960, Percy Faith took the theme from the movie "A Summer Place," added a backbeat and turned it into the year's most popular song. Now, in 1969, another artist has recorded the song instrumentally and is getting airplay. Percy immediately got to work. He recorded a new version, a vocal version, with a chorus and the sound of today.

Percy wants his song back and when you hear his brand new record, you'll immediately know why Percy's going to get his way. And why this is the one for all time that will belong to him.

PERCY FAITH'S NEW THEME FROM "A SUMMER PLACE"
ON COLUMBIA RECORDS®

PERCY DEMANDS HIS SONG BACK
BLOOMINGTON, Ind.—The subject of black music in high schools and colleges was the order of business at a conference held at the University of Indiana between May 18 and June 21, organized by Dominique Rene de Lattre. It attracted more than 100 composers, conductors and educators from all over the country and it was the first seminar of its kind held in the United States.

Among the subjects covered were Black Music in Church and School, Liturgical Uses of Jazz, Black Composers and the Avant-Garde, Negro dance and New Influences on Negro Music. The Significance of Black Music in University Curricula, and The History and Future of Black American Music Studies.


In addition, there were nightly performances by black composers. David Baker, producer of music at Indiana University, was the first to give his Auditory Black America, to the memory of Martin Luther King, performed by trained vocalists and soloists conducted by the composer. Baker's son, Donald, a visiting professor, was played by Michael Peabody, a superbly talented black student. Janus Brandt, head of the University of the Cello Department. Gunther Schulz, conductor-composer and head of the New England Conservatory of Music, conducted the orchestra.

The first conference was organized and paved the way for the inclusion of black composers in hundreds of colleges and high schools throughout the country. Only a few years ago, the same conference was made to find a way to study the hundreds of serious compositions by black composers, relatively few of which are available in current records and publishing catalogs. There was also tremendous interest in the marketing of black music not currently available. The seminar was made possible by Indiana University, which is the first to use the services of the Irwin-Sweeney-Miller Foundation in Chicago.

Music West to Handle RCA, Merc. in Calif.

SAN FRANCISCO — Music West, a California based independent music publisher and recording company, has announced the marketing of its latest album, "Music West Presents," which was released in July.

The album features a variety of artists, including jazz, blues, rock, and pop. The record was produced by Music West's in-house production team, led by executive producer John Hammond.

The album was also released in a limited edition vinyl format, which sold out within days of its release. The sales of the vinyl version helped to drive interest in the album and its subsequent digital release.

Merger OK'd with Craig

LOS ANGELES — Shareholders of Magnavox Music Corp. have approved the company's merger with Craig Corp., tape player manufacturer. The companies will operate as Magnavox/Craig Corp. and will be run under the leadership of John Hammond.

Terms of the agreement call for one share of Craig common stock to be exchanged for each share of Magnavox common stock. The all-share deal is expected to be completed in late December.

The new company will continue to operate under the Magnavox name. It will be headquartered in New York and will be run by John Hammond, chairman of Magnavox.

The merger is expected to be finalized by the end of the year.
“MARRAKESH EXPRESS”
Crosby, Stills & Nash

Atlantic #2652
Produced by Stephen Stills, David Crosby, & Graham Nash

From The Smash LP
Atlantic SD 8229
ON THE LEFT, the 3M-700 "Cantata" (capacity, 700 selections) and, on the right, the new 3M "Cantata" Mark II (capacity, 1200 selections).

3M's 1200-Selection Unit

* Continued from page 1 *

unit will run at the same speed as the current unit—one and seven-eighths inches per second. There will be no change in a one inch tape with 10 tracks; the current unit is one-fourth inch with four tracks. The new tape is called Mark II. It has superior fidelity, Lindgren added, owing to advances engi- neering in the use of magnetic tape. Additionally, the unit will drive up to 50 speak- ers under normal background music conditions; and it con- tains in addition a phonograph and a message repeater. The cartridge can be stowed into the cabinet when not in use, turning the unit off.

Another feature is selectivity, which will give the location great flexibility in testing and determining what type of music is needed.

Solar Package

By Aug. 1, Lindgren said, complete cartridges will be available with plays of music. One of these cartridges will be a variety package of different musical categories, including melodic pieces with strings, rhythm selections, country ma- terials, and selected hits from other selec- tions. This variety cartridge will provide the user with a variety of music, as a free trial basis. This, together with the selectivity feature, will enable customers to choose the type of music it re- quires, and to obtain this type via the cartridge. Thus, users such as country clubs, hotels, night clubs, tail lounges and others will be able to zero in on their exact needs for music, said Lind- gren, "will fit the location." In preparation for this, 3M has already produced 1,000 se- lections of new music by Phil Green. This material was obtained via deals with publishers who are new to 3M. The group, known as the Famous Paramount, Big 3, Warn- yer Seven Arts and others. The production of more recorded music is planned.

3M has performance rights agreements with ASCAP, BMI and SESAC. These deals pro- vide the group with a per location per year. In the case of the company's unit, per location annually. The me- chanical royalty arrangements provided by ASCAP, BMI, and SESAC are handled directly or through the

Libr./UA Opens French Firm, Adams Head

Los Angeles—Liberty U.A. has opened a new company in Paris, its third such in Europe.

The new company, with Eddie Adams as managing director, is structured along the Liberty/UA con- cept lines as Liberty/UA's firms in England and Germany. A separate central office staffs the company's manufacturing and distribution pac- kets. The company's French office is a separate company, and will handle all the Liberty/UA lines in France. Adams, who has been han- dling Liberty/UA's publishing and adver- tising, is presently setting up sales promotion and a.e. staffs.

There are no immediate plans to open additional company-owned firms in other foreign nations.

Monument's Weiss Off on Latin Licensee Tour

Los Angeles—Monument's international vice-presi- dent, Bobby Weiss left Sunday (6) on a round the world tour to sign up licensees in five Latin na- tions. Weiss is also planning to secure suitable publishing pacts in five nations.

No new product has been released in Brazil, Ven- ezuela, Chile, Peru and Colombia since January 1967 when the label's pact with British London expired.

One and a half years ago Monument signed on with Pro- dista for coverage in Argentina and Urugua-y. In the publishing field Monument has been represented in Brazil and Argentina by Feramata.

The product on the label's subsidiaries such as Sound Stage Seven and Rising Sun, will appear under the Monument moniker in Latin America.

The publishing firms include Combine, Vintage, Mu- sic City Music, Songs of the Savoy, and The Field of Music. Prior to leaving, Weiss said that the new company had just announced that its radio stations had obtained copies of Monument product that was of the greatest interest.

Spector Plans Moving Back To Production

Los Angeles—Phil Specto-r is planning a new album, currently titled "The Checkmates' first A&M album, which is his first production project. Along with his move to production, Specto-r is also planning to sign up the group of the band, the Checkmates, as his label's first new recording project.

Spector, who has "re- tired" for the past several years, is also considering starting a new label for the group of the band, Sweethearts, moving from the former English Philadel- phia.

He has been spending all his time in the United States, working on a new project, including 60 strings and brass and 48 voices with the group of the band, his first solo single, "Black Pearl," produced by Sweethearts. Specto-r also plans to work with the Checkmates and a new label called "The Champions," which has been recorded by Stan Kenton.

Okun, President Of N.Y. NARAS

New York—Milt Okun has been elected president of the National Association of Recording Artists (NARAS), also picked at the board's monthly meeting (25) in New York. Milt Okun is currently acting president of the Board of Directors. Also included on the board of directors is John Hammond, who has been elected as secretary, and Johny Pate as treasurer. The two have been selected to serve two-year terms.

Hungerford Dies

Chicago—Thomas B. Hungerford, a former director of the National Automatic Merchandising Association (NAMA), died here Friday (27) following a period of hospitalization. He was 66.

July 5, 1969, BILLBOARD
PETER SARSTEDT
FROZEN ORANGE JUICE
WPS NO. 77919
DELICIOUS
Pilferage Stemmed by Jefferson Package

NEW YORK — As the pre-recorded tape field expands, an increasing number of retailers are coming up with solid merchandising plans to reduce pilferage and give the product proper respect. According to Bob Brown, merchandise manager of Jefferson Stores—which includes three stores in the Chicago area and one in Lutauder, with two more scheduled for West Palm Beach and Fort Lauderdale—the following views:

“We’ve been pilfering two years ago that we should not lock up the product, the customer must be allowed to touch and handle the tapes. Because of pilferage of width we have to cut corners so we are means whereas the tapes could be handled with a minimum of pilferage.

“By trial and error we devised a 7 by 10 inch cardboard package varying in thickness from 80 to 100 miles. Both sides of the cardboard are exposed, and the tape cartridge is affixed to the cardboard with heavy staples. This package is inexpensive, costing less than 7 cents, and the consumer is not worried sides of the tape product. Because the package is a cardboard the customer should not be there a risk that the package will be folded or opened.”

Brown added that it is an error to seek to commercialize a merchandising package based on old fixtures. He said that the pilferage rate of the Jefferson Stores is now within normal limits—1 to 2 per cent. He also said that the initiative for packaging rests with the manufacturers, who have the financial resources.

Targ & Dinner, Wholesaler, To Be Bought by Pickwick

NEW YORK — An agreement has been reached for Pickwick International to acquire the assets of Targ & Dinner. The agreement, which is subject to the approval of the Pickwick International board of directors, is for an undisclosed number of Pickwick shares.

Targ & Dinner, which is privately held, is a 30-year-old wholesaler. The company is involved in the wholesale of musical instruments and accessories. In addition to Targ & Dinner, the company is also involved in the importation of the Southwest through a subsidiary, Maxwell Meyers in San Antonio, Tex. Targ & Dinner will function as an autonomous entity, and will continue with no changes in management or operation contemplated. According to Jerry Levine, executive vice-president of Pickwick International, Targ & Dinner is the only North American firm to handle Barthes, Depond, a wholesaler of musical instruments and accessories, acquired by Pickwick International in June 1967, will also be subject to Pickwick after 7 percent annually. The combined company will form the International Music Manufacturers Division with Edward Targ as president.

Penndulum Swings Distrib Product to Forward Records

LOS ANGELES — Forward Records will distribute product from new Los Angeles-based Records, a branch of newly opened Penndulum Distributors.

Owner of Penndulum is Harley Hatcher, who has resigned as president to become president of Penndulum, a Transcontinental Enter-

tainment Corp. firm.

Hatcher was president for Forward distribution spotlights the Nightbirds and Paul Weller, and he is reported to have “loved and lost.”

Hatcher’s first LP product will be an album of music from the Nightbirds, “The Satan.” He is scoring this film as his debut, and he plans to use some of the soundtracks for which he also has the soundtrack rights.

Music from films will be published by Penndulum’s Leo the Lion Music Music.

Penndulum plans releasing five soundtracks during the first year. Hatcher will continue scoring during this period. Penndulum walk through Penndulum, including penndulum (Sestead-

burg), Max Frost and the Troop-

ers (Tower), Saturday Review, Don Andrews, and Jerry Sturges and Brookes (Imperial).

According to the management firm, the company has worked out a deal with Kerdel Associates, a management firm that has a Vol- lustry to have Don Epperson work in four films over the next two years. Epperson recently completed “Wild Wheels” and is currently working on “Justice Cage.”

Hatcher had joined Nightbirds in 1965 and has scored some 40 soundtracks for Mike Curt. He had been president of Side-

walk since May when Curt sold the firm to Transcontinental Inc.

As tape sales grow, Brown said, the added sharing space to the present record area.

“In a live-foot section we can display a total of over 1600.” Without the breadth of the record area, Brown’s philosophy is that.”

“If we were indecision successful business cannot be lack of conversation of what we are getting with a total record concept.”

With this concept we may cut down the number of retailing; however, the concept is that we are shipping our sights on the 15000 voice tapes being afflu ent and like good music such a consumer comes in for one thing.”

Brown said that service, price, is the important ingredient in retail store business, and the consumer is interested only the last a week and can afford to spend $5.

Brown also stressed that the retailer must have knowledge of his product, “How can you guide the consumer?” he asks.

Browns says that the were interested in the sale can be increased if more attention was paid to novelty elements in the tapes. He said that for the sale of a cartoon years ago in the Antelope version of the “The Saturday Evening Post”, this plan says that classical music should not be part of the retailing space. “We are duplicating concert hall rep roductions, rather than it being an entertainment unit. Brown added that when classical music more of the retail store consumer feels he is exposed to a larger audi ence, he is this is advisable even if the purists are irritated. Once the music exposure occurs, the consumer becomes interested and can accept classical music in its pure form.

TEC Acquires Grand Prix

LOS ANGELES — Jerry Sturges Grand Prix Productions, has been acquired by Transcontinental Enter tainment Corp. for $625,000. The firm joins the list of seven other production companies that have been acquired by TEC.

Sturges has production ties with the following six companies: Stony Brook People on Columbia; Susan Hart on Tower; James V. Beeman on Shoch; Richard Williams and the Uncut Version on Forward (TEC’s own label), and the Townes, 27, is scoring the film “Five the Hard Way” for John Hall Productions. His Checkered Flag Music (BMI) will publish this score as well as others he is assigned.

Sturges got into film scoring with American International Pictures in 1963 as an arrangement producer. He has worked on a number of AIP soundtracks. TEC’s other company owned record production firms are Pickwick, Sidewalk, Pint Size, At the Wall, Levine, resign, and Jerk. TEC was founded in 1957 with the film “Happy Year”.

Pickwick Approves 25% Stock Payoff

LONG ISLAND CITY, N. Y. — The board of directors of John Hall Productions, has authorized a 25 per cent stock dividend payable Aug. 5 to stockholders of record as of Aug. 1.

Blue Thumb Cover, Poster Go Arty

LOS ANGELES — Two Blue Thumb items—an album cover and a line poster—are being exhibited at the New York Museum of Modern Art.

The poster is from the new Tyrannosaurus Rex LP “Unconquered” and features the band’s sail white photo of the animal’s head. Inserted in the sly eye is a typographical piece made up of the letters of the alphabet’s characters. The poster was designed by Tom Wilkes, who also worked on the LP cover in con junction with American Artists, directed by Barry Feinstein.

This latter item is the Ike and Tina Turner LP of “Payoff Season,” which shows the husband and wife in face to face eating watermelon. The idea be longs to label president Bob Krausz.

Last year, the Blue Thumb LP cover of Cupid’s Beethoven’s “Pathetique” LP got the best graphic design category in the annual Art Directors Guild of America competition. The LP was designed like a four-class mailing envelope.

2 Cultivating Stereo Singles

LOS ANGELES—Two Coast companies are releasing new groups of rock and roll singles. The Cyclophone Records, operated by Bob Mersey, will debut its first stereo single, “The Legend of,” by a group called Friends doing “Friends” and “Velvet Davenport.”

Mersey has been in the studio for several months preparing a backing of new LP releases and is now setting up his distribution and sales.

The second label going into stereo singles is Blue Thumb, which has run released “The Hunter” by the Tim Turner Group. The single is the main theme from the duo’s forthcoming LP, “The British Invasion.”

The Krausz Graham label.

Infonics into ‘Public’ Arena

LOS ANGELES — Infonics, manufacturer of stereo sound en gineering equipment, has gone public and is being traded over-the-counter.

The Santa Monica-based company will be traded as Informatics Inc. Officers are Peter N. Stanton, president; Phil Cleverson, vice-president, and Paula Nelson, secretary and sales manager.

Infonics will continue to be the operating name.

Polydor Moves to Larger Quarters

NEW YORK — Polydor Inc. will move to larger quarters on the 38th floor of 250 West Broadway (330 from the new American label’s 57th Street quarters). The company, including the Polydor label and the Classical division, consists of the Philo, Gram phonphon, Archive and Heliodor, also the Decca label’s new sister label, whose new phone number will be (212) 245-0600.

JULY 5, 1969, BILLBOARD
Nashville isn't playing second fiddle anymore.

There once was a time in the music business when the word "country" meant simple folk with simple tastes in music. But today, more and more artists are going to Nashville to record and draw on the unique talents and sounds of the musicians there.

The Nashville Strings didn't go to Nashville to record. They started there. They've got the country sound that's sweeping the country. This new album has tunes that are popular around Nashville—some new, some traditional. But all of them big hits. And they're all done with the distinctive Nashville Strings sound. A sound that they've had all along. But a sound that more and more people are demanding. And it's about time too.

On Columbia Records®
LOS ANGELES—Many feel that the emergence of 8-track cartridge recorder/player enablers for stereo manufacturers to compete openly with the cassette concept.

No. 3. Several manufacturers, notably Lear Jet, believe the emergesence of 8-track cartridge recorder/player is merely “window dressing” and not a “dollar threat to the cassette.”

Bell & Howell Bows Cassette Unit for Auto

LOS ANGELES—Bell & Howell will introduce its first auto stereo cassette recorder in January. The unit will be the under-$100 price range.

The company which unveiled its 1970 cassette and reel-to-reel line Tuesday (24) at its regional distributor-dealer show here, is planning to expand its dealer network before going to Los Angeles from 100 to 220 units.

It also plans to market 23 cassette and 12 reel units in several major discount and department store chains in Southern California. It will be the first magnetic tape product available through major department store chains here.

Lon Hettick, regional manager, said Bell & Howell products are sold to consumer products division, said the company also is expanding its merchandising kits and branching into new marketing programs.

Three merchandising kits—Swing It, Road Runner and Realist—All—each of which carries re- tailer acceptance and will be roughly $9.50, Hettick said. Each kit is packaged with a player (either models 299, 294 or 234A) and accessory items.

The cassette tape sports library, a “how to” series, will be expanded to include baseball, fishing and football, said Hettick. The initial package in the series was “How to Play Baseball” by Julius Boros at $9.95.

Bell & Howell is branching into related merchandising areas, said Hettick. The program includes agreements with Thomas Organ, Lowry Organ and Kimball Piano to supply cassette units. (Model 2111, 16-88 and 669C-88 and accessories, $5.95.)

“Swingin’ Sam’s” originally went into business as a company owned furniture shop. In 1964, Hammond and Ross Reb- ling, the company’s president, decided to integrate tape equipment with their furniture business, and secured the franchise for the Auto Stereo equipment.

For the next year their operations in the tape business con-

listed of a Tape City bar in existing furniture shops in Re- gina, where their headquarters are located. In 1966, they added yet another tape outlet in Moose Jaw.

Gordon L. Hammond, the company’s managing director, said that his organization believes that independent businesses, linked in a chain of in- dustry strength, can produce more profit at less cost and exert effort.

“Swingin’ Sam’s” version of the popular tape recorder was introduced to the public in 1967. Since then, Swingin’ Sam’s has enjoyed a steady increase in sales, and in 1972, the company reported sales of $5 million.

Tape Trade Scores Anew in Canada as Sam Goes Public

TOLEDO—The tape in- dustry in Canada gets another shot at success this fall when the “Swinging Sam” line of cassette stores goes public on the To- loret stock exchange.

The company, which is the largest retailer of tape and tape equipment in Canada, has pro- posed the issuance of 190,000 public shares at $5 a share. Tape investors are being offered the chance to purchase the company’s shares at the current price of $7.50.

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Starting today, we're taking $10 off the suggested retail price of the Norelco Carry-Corder® without taking anything off the Carry-Corder. It's now $54.95.

Ever since we introduced the Norelco Carry-Corder, it's been the world's largest selling cassette machine. And this new price will keep it selling.

And $8 off our Carry-Player™, too. It's now $21.95. Which will have even greater appeal for everyone, particularly the all-important youth market.

Stock both the Carry-Corder and Carry-Player. Now, it costs less to sell more.

*Price change effective July 1, 1969. Manufacturer's suggested retail price.
REGISTER NOW FOR BILLBOARD PUBLICATIONS’ 3rd TAPE CARTRIDGE FORUM
Sponsored by Billboard, Merchandising Week & Photo Weekly
August 3-6, 1969
at Hotel Mark Hopkins, San Francisco, California

THE 3RD NATIONAL TAPE CARTRIDGE FORUM

SUNDAY, AUGUST 3
3:00 p.m. - 8:00 p.m.
REGISTRATION

MONDAY MORNING, AUGUST 4
9:00 a.m. - 12:00 noon
Session 1 The Future of the Industry—How Can It Best Reach Its Growth Potential
Talk A The Manufacturer’s Point of View
Talk B The Wholesaler’s Point of View
Talk C The Retailer’s Point of View
Session 2 Resolving the Packaging Dilemma

MONDAY AFTERNOON, AUGUST 4
12:30 p.m. - 1:30 p.m.
LUNCH
2:00 p.m. - 5:15 p.m.
CONCURRENT CONFERENCE SESSIONS
These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 2:00 p.m. and the other at 3:45 p.m.
Session 3 The Value of Tape Clubs in Expanding Local Sales
Talk A How National Clubs Provide Plus Sales and Expand the Local Markets
Talk B Profit Potential in Developing a Local Club
Session 4 New Dimensions in Dealer Training
Talk A Basics in Selling Equipment
Talk B Training in Effective Merchandising Techniques
Session 5 Pinpointing the Tape and Equipment Market
Talk B Forecasting Equipment Sales—Portables, Home, Automotive
Session 6 Advertising Approaches to Develop Consumer Traffic
Talk A When is Broadcasting Advertising Effective?
Talk B Getting Greater Mileage From Print Advertising
Session 7 Changes in Store Layout, Display and Selling That Improve Turnover
Talk A Setting Up a Self-Service Section for Pre-Recorded Tape
Talk B Effectively Displaying, Demonstrating and Selling Equipment
Session 8 Trends in International Marketing of Tapes and Equipment
Part A (See Tapes and Equipment Session 21 for Part B)
Talk A Penetration in Far East
Talk B Status in Europe

TUESDAY, AUGUST 5
8:30 a.m. - 6:30 p.m.
FIELD TRIPS
Registrants will make a selection of two of these trips for on-site visits to key tape operations in the San Francisco area. Their visits will be preceded by presentations of what these firms are doing, how they have
overcome problems in operations, and what they have found successful and what they have learned are not successful. You will have a chance to ask questions following the presentations as well as at the place of business.

TRIP A
Session 9 Operation of an Installer of Tape Equipment in Cars
Session 10 How an Auto Accessory Store Sells and Displays Tape Equipment

TRIP B
Session 11 A Test Store for Trying New Marketing Ideas for Tape and Equipment
Session 12 The Tape Cartridge Manufacturing Process—Evolution of the Finished Quality Product

TRIP C
Session 13 Operation of a Retail Record and Tape Store
Session 14 An Inside Look at a Successful Distributor

WEDNESDAY MORNING, AUGUST 6
9:00 a.m. - 12:00 noon
CONCURRENT CONFERENCE SESSIONS
These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 9:00 a.m. and the other at 10:45 a.m.

Session 15 Impact on Tape and Equipment Marketing of Additional Retailers Entering Field
Talk A Rack Jobbers' Role in Setting Up and Servicing the New Dealer
Talk B The Camera Store as a Tape and Equipment Retailer
Talk C Experience of an Appliance Dealer Entering the Tape Field

Session 16 Importance of Servicing for Building Sales of Equipment and Tape

WEDNESDAY AFTERNOON, AUGUST 6
12:30 p.m. - 1:30 p.m.
LUNCH
SPEAKER: A New Product on the Tape Horizon—Electronic Video Recording

TAPE CARTRIDGE FORUM
Sponsored by Billboard Publications
The Tape Cartridge Forum will acknowledge your registration immediately upon receipt and will forward all details pertaining to procedures.
Please register __________ people from our company to attend the TAPE CARTRIDGE FORUM, August 3-6, 1969, in San Francisco, California. Check is enclosed to cover all registrants.

Company Name ____________________________
Address ___________________________________
City, State, Zip ______________________________
We are [ ] manufacturers [ ] wholesalers [ ] retailers
[ ] distributors [ ] other
We are associated with the [ ] music-record industry
[ ] automotive field [ ] other
We are now in the tape cartridge field [ ] Yes [ ] No

REGISTRATION FEE: $125.00 per person
Fee includes attendance at all sessions, work materials, and luncheons. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.
Payment Must Accompany Order.
Please Make Check Payable to: Tape Cartridge Forum—and mail to 9th Floor, 300 Madison Avenue New York, New York 10017
Names of Registrants and their Titles:
(Additional registrants can be listed on your company letterhead)
___________________________________________________________
___________________________________________________________
___________________________________________________________
___________________________________________________________
___________________________________________________________

Your signature and title ____________________________
Complete refunds will be made for cancellations received before July 25. After that time, a cancellation charge of $35.00 will be made.
**Sandy's Spurts With Tapes**

HONOLULU — Sandy's Gift & Camera Shop in the Hilton Hawaiian Village Hotel derives its second major source of income from selling Hawaiian records and tapes.

The majority of the store's customers are tourists who drop their film rolls off for processing, notice the records and tapes and impulse buy music.

"In many cases the tourist is looking for music by an act he has heard of," said Harold (Sandy) Colvin, owner of this store and three others in Hilton hotels around the State. "The customer will usually ask the clerk to recommend something if he hasn't made up his mind.

" Cassette sales are starting to pick up but K-Tack is still the leading cartridge seller. "The demand for tape cartridges here exceeds the supply," Colvin concludes.

Colvin purchases most of his tapes from the Craig Corp. and he stocks whatever material is available which has a Hawaiian motif, such as the Webley Edwards series and Don Ho.

---

**South's Largest Tape Store**

**South's Largest Tape Store**

One stopper 4 and 8 track Stereo Cartridge Tapes

One day service. Complete inventory all lines. All orders shipped same day.

Write, Phone, Wire or Call Collect.

**NARM Plans Talk on Packaging, Displays**

NEW YORK — The subject of packaging and displaying tape cartridges and cassettes will be taken up at the dinner meeting on Sept. 5 at the 1969 NARM meeting, which will be held at the Fairmont Hotel in Dallas. Amos Heilicher (J. L. Whedon) will serve as general chairman for the evening.

Conducting the business session, packaging and display, will be Earl Horwitz, general manager of Liberty Stereolines. Horwitz will kick off the session with an audio-visual presentation which will recap the developments in packaging and display, bring the group up-to-date on what is available and following the audio-visual presentation, a panel made up of men who are involved in packaging innovations and new methods of display techniques, will discuss some of the newest devices on the scene. The panel will be concerned with packaging and display fixtures, particularly with certain new ideas that have not reached exposure to the industry in general as yet.

The panel which will be moderated by Horwitz, will handle questions from the audience, and will be made up of representatives of tape wholesaling companies, of tape manufacturing companies, of packaging company representatives, and of representative tape retailers. The wholesaler members of the panel will include Jerry Smith of Jerry's (Kansas City); Allen Wolk of United Tape Distributors (Hialeah); Herbert Sandel of Rapid Merchandising (Anaheim); James Leib of Atlantic Stereo and Leonard Singer of Associated Distributors (Phoenix). Other panels who will be present are tape retailers and packagers will be announced later.

Among the packaging companies attending the NARM convention will be Shorewood Packaging, Modern Album, Container Corporation of America, and Great National.

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**Language, Music Mix in Teacher-Produced Tape**

HONOLULU — A psychologist here has produced the first in a series of cassette tapes combining language and music.

Jay Clark, who teaches at Roosevelt High School and Lee- ward Community College, is releasing a "study aid" language tape—spanish-of-"La Feria de Sevilla" ("The Fair in Seville"), a documentary by Joaquin Pelayo.

It is the first of a series on International Language Tapes, being duplicated by GRT. A Radio Madrid company of actors speaks the roles with flamenco guitar interludes used as background music.

The series is being marketed with companion text-and-translation mini-booklets to augment the taped program. Clark plans to produce the series from Hawaii, with foreign language tapes covering French, Spanish and eventually Japanese.

The casette retails at $5.95, with the text-translation booklet selling separately for $2. Nyren Bros. is distributing the package in Hawaii.

Clark said the language tapes are not meant to be a language lesson, but rather a means to educate via entertainment. "The tapes are a way to educate students, to learn the lessons with music and in an enjoyable manner," he said.

He plans to produce tapes to cover plays and background music with the packages accompa- nied by Dual Language Books.

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**Melways Enters Tape Market To Use Monarch for Duping**

HONOLULU—Local record producer Jack DeMello is introducing his new Mel- way label to the tape market. DeMello will use Monarch Tape Duplicators of Los Angeles as his custom house for 8-track and cassette duplication.

DeMello will issue twin packs encompassing 24 tunes from his catalog, at a price below that charged of Polynestra. He is phasing out this label name in favor of the new brand name.

Among his forthcoming car- tridge titles will be music culled from his successful local series of music of Hawaii" volumes one, two and three, and the music of Kui Lee.

DeMello also is getting in- volved in contemporary music projects out of the traditional Hawaiian bag and these pep groups will also be offered on the Melway label.

DeMello chose Monarch because the company already pressing the other singles. He has not yet set domestic or international tape licensing rights.

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**Atco to Distribute 'Funky Virginia'**

NEW YORK — Atco Records will distribute initially "Funky Virginia" by Sir Guy & the Rocking Cavaliers. The single, produced by Ben Smith, is on the D.G.P. label, from Vir-ginia/
Tape CARtridge

New Tape CARtridge Releases

COLUMBIA

Tape CARtridge

with

Merchandising Week

and

Billboard

August 3-6, 1969

Hotel Mark Hopkins
San Francisco, California
the 3rd Tape Cartridge Forum

BEST SELLING

Tape CARtridges

8-TRACK

This Week

Last Week
TITLE-Artist, Label

Weeks on Chart

1 1 BLOOD, SWEAT & TEARS Columbia

2 2 HAIR Original Cast, RCA Victor

3 3 IN A-GADD-DA-VIDA Tom Butterfly, ABC

4 4 GALVESTON Glen Campbell, Capitol

5 5 GREATEST HITS Lawrence Welk

6 6 BAYOU COUNTRY Creedence Clearwater Revival, Fantasy

7 7 AGE OF AQUARIUS Fifth Dimension, Soul City

8 8 JOHNNY CASH AT FOLSOM PRISON Columbia

9 9 3 DOG NIGHT Dutch

10 10 — HELPS YOURSELF Tom Jones, Parlophone

11 11 CLOUD NINE Temptations, Motown

12 12 TIME PEACE/GREATEST HITS Do Over, Atlanta

13 13 COWILLS IN CONCERT West

14 14 NASHVILLE SKYLINE Bob Dylan, Columbia

15 15 HAWAII FIVE-O Central City

16 16 LIVE Tom Jones, Parlophone

17 17 LIPPS INC. Atlantic

18 18 ASSOCIATION'S GREATEST HITS Warner Bros-Seven Arts

19 19 FEVER ZONE Tom Jones, Parlophone

20 20 ROMEO AND JULIET Soundtracks, Capitol

CASSETTE

This Week

Last Week
TITLE-Artist, Label

Weeks on Chart

1 1 GALVESTON Glen Campbell, Capitol

2 2 BAYOU COUNTRY Creedence Clearwater Revival, Fantasy

3 3 IN A-GADD-DA-VIDA Tom Butterfly, ABC

4 4 GALVESTON Glen Campbell, Capitol

5 5 NASHVILLE SKYLINE Bob Dylan, Columbia

6 6 GREATEST HITS Do Over, Atlanta

7 7 AGE OF AQUARIUS Fifth Dimension, Soul City

8 8 IN A-GADD-DA-VIDA Tom Butterfly, ABC

9 9 LED ZEPPELIN Atlantic

10 10 CLOUD NINE Temptations, Motown

4-TRACK

This Week

Last Week
TITLE-Artist, Label

Weeks on Chart

1 1 BAYOU COUNTRY Creedence Clearwater Revival, Fantasy

2 2 3 DOG NIGHT Dutch

3 3 BLOOD, SWEAT & TEARS Colombia

4 4 GALVESTON Glen Campbell, Capitol

5 5 NASHVILLE SKYLINE Bob Dylan, Columbia

6 6 GREATEST HITS Do Over, Atlanta

7 7 AGE OF AQUARIUS Fifth Dimension, Soul City

8 8 IN A-GADD-DA-VIDA Tom Butterfly, ABC

9 9 LED ZEPPELIN Atlantic

10 10 CLOUD NINE Temptations, Motown

Procedures-Protection

• Continued from page 16

programming choices; common-place transmissions by satellite: an increase in non-commercial educational television; and the heightened of television's influence by such refinements as highly mobile equipment for news film, miniature tape facilities, and easily portable color cameras.
When Liberty Stereo-Tape tested Big Little Cassettes in specific key markets, we wanted to be sure we had a winner, before going national. Now we know we do! Big Little Cassettes have four big hits on each Cassette. Big stars like The Ventures, Vikki Carr, Jimmy Smith, Canned Heat, Johnny Rivers, The 5th Dimension and 14 more popular artists are making big sounds for an extremely profitable teen-age market, spending big money for Stereo-Tape Cassettes.

Tested and totally streamlined, this sales-proven product is backed by an exciting merchandising campaign including brightly colored blister packs stacked in an attractive, pre-packed merchandising unit, in-store promotions, national and local press and radio advertising plus a hard hitting publicity campaign to consumer news media.

New Big Little Cassettes—the only thing little is the price. And that's no small talk. ... exclusively from Liberty Stereo-Tape.
ROCK & ROLL

OTIS REDDING
LOVE MAN
Atco SD 33-289

BEST OF CREAM
Atco SD 33-291

CHER
JACKSON HIGHWAY
Atco SD 33-298

BEST OF BEE GEES
Atco SD 33-292

LOVE MAN
Atco SD 33-289

FAITHFUL FRIENDS...
Atco SD 33-294

INSTANT GROOVE
Atco SD 33-293

BEST OF BEE GEES
Atco SD 33-292

THE MODERN JAZZ QUARTET
WITH LAURINDO ALMEIDA
Atco SD 33-297

JERRY JEFF WALKER
FIVE YEARS GONE
Atco SD 33-297

JERRY JEFF WALKER
FUSION
Atco SD 33-295

JERRY JEFF WALKER
CUSSIN', CRYIN' & CARRYIN' ON
Pompeii SD 6004

THE TERMINAL BARBERSHOP
HAIR STYLES
Atco SD 33-301

FRANCK POURCEL
AQUARIUS
Atco SD 33-299

TWIN/garden & VAN WINKLE
BUT ANYHOW
Atco SD 33-290

WINTER ON ATLANTIC-ATCO!

8-Track Stereo Tape
THIS IS OUR AD
INTRODUCING
OUR NEW LOGO.
THANK YOU.
SAN FRANCISCO — Plans for a mammoth music and arts festival—with a projected budget of $150,000-$200,000, and an expected draw of more than 100,000 persons to Golden Gate Park Aug. 22-24—have been announced by the San Francisco Music Festival.

The Council, a group of local music and art leaders and en- terprisers, has provided $11,000 offices and a full-time staff headed by Barry Olivier, found- er-director of the Berkeley Folk Festival.

The idea for the “Wild West” festival was conceived by Ron Potte, manager of Quicksilver Messenger Service. Invited in the planning besides Olivier and Potte is Tom Donahue, former (...Continued on page 42)

**L. A. Rockfest—Melee Free**

LOS ANGELES — Name groups were present but so were too many young people without the 37 admittance, so the three-day rock festival at Devonshire Downs fairgrounds produced a major new show.

Scores of youngsters tried to crash the gate at the Sunday (22) afternoon matinee, resulting in 67 persons arrested, several hun- dred receiving minor injuries and a number hospitalized.

Over 37 of rockdom’s elite were lined up by producers Mark Robinson and Paul Scheibe for the two matinees, three evening concerts.

Audiences inside the fair- ground facility were splintered and inten- tive, although a poor sound sys- tem hindered the performances.

Among the acts working in the outdoor field were Jimi Hendrix, Joe Cocker, Spirit, Taj Mahal, Los Bunkers, Steppenwolf, the Rascals, the Gap Band, Johnny Winter, Marvin Gaye, the Chambers Brothers and the Byrds.

**WEBB’S ACT HIGHLIGHTS CONNIE STEVENS SHOW**

LAS VEGAS — Composer Jimmy Webb came within inches of completely dominating the spotlight during a guest appearance with the Connie Stevens show at the Desert Inn.

With only about a half dozen appearances behind him, Webb, author of “Up, Up and Away,” “Waltz for Debby,” and “The Number of the Beast,” opened with a duet with Miss Stevens of “Together, Didn’t We?” and then moved to a baby grand for a medley of his songs.

Although singing was poor and the Carlton Hayes Orches- tra appeared a bit too flashy for the guitar and string-ori- ented melodies which Webb con- structed, Webb mesmerized the audience in his Crystal Boogie. His ornate piano playing blended in well with his soul approach to folk melodies such as “Where’s the Playground Susie” and “Galveston.”

Miss Stevens began weak, suffer- ing from an apparent Las Vegas hangover and through deter- mination and sheer will over- came it as she lustily attacked a dozen songs and medleys.

Webb and Miss Stevens ap- peared to offer a generation gap contrast with Miss Stevens concentrating on old favorites and lead songs from Broadway musi- cals. But together, they offered a well rounded program geared to any musical appetite. — TOM WILSON

**FELICIANO LIGHTS THE FANS’ FIRE IN WIDE-RANGING ACT**

WESTBURY, N.Y. — Jose Feliciano has a tight act — a performer who has moved out of the folk-blues bag to give everybody something. And he has it well programmed.

His awareness of entertainment was rewarded June 24 at the Music Fair, with a couple of standing ovations.

The RCA artist can switch, without pause, from “Hi Heel Sneakers” to a straight “Mala- guena,” “By the Time I Get to Phoenix” and “Windmills of My Mind,” without losing attention. He injects comedy, always mu- sical, and some flash is pro- vided by brilliant impressions of various styles and ins- truments (Hawaiian, double bass, drums) and a percussive excerpt from the “Black Orpheus” sound- track.

“Light My Fire” was the in- evitable closer. The sum of the whole is perhaps better than some of the parts, it still adds up as a really talented, refresh- ing show.

Opening up the show were Columbia’s New Christy Min- strels (a couple of years back Feliciano used to open up their show), who present well-re- hearsed scrubbed-clean versions of Songs America Loves best and employ the classic MOR folk group, Comedian — and a good show. — JOHN W. TRELORE

**TOMORROW**

Rock is getting itself together. Now that it has come full cycle, we can see rock — that child of protest that sought to become more than it is — coming home. And the hometown should be celebrated as rock solving its problems, having its fill at Asilomar, then getting honest, rather, than in some circles, being eulogized as the “sick” thing. But a kind of talk is so on-bip that it is counter-revolutionary, planted perhaps by the old establishment, the new establishment or neurotics who could never get into the music in the first place.

Now that rock as come full cycle, we have learned that rock is, indeed, revolutionary. Rock is change, shedding its own skin as a sign of change, and subject to change, it has undergone its very first cycle of perpetual maturation, coming back to its beginnings, to Elvis, to Chuck Berry and to new pro- tagonists of the original movement like Creedence Clearwater Re- vital and, believe it or not, the Beatles. Every “evolution of rock” was really revolutionary rock ‘n’ roll spiraling away from its original, fulfilled self, revolutionizing itself not into oblivion, thankfully, but back to its naked needs, to its postwar and prewar self, so desperate, life-hungry, sexy and searching. It took more than (Continued on page 54)

**ISLEYS DAZZLE IN A WORTHY CAUSE**

NEW YORK — The Isley Brothers, who planned to conclude June 21 that they are one of the hottest names in show business today, brought down the house at a benefit concert held at the Yankee Sta- dium.

From the moment the “broth- ers” three stepped on stage and began Clearwater Ice at their first number, scores of admiring teen-agers rushed screaming from the stands and swarmed the stage and the surrounding grounds, begging for autographs, craning to get a close-up glimpse, reaching to touch their garments.

It was a triumph for the young singers, who had to be escorted from the field sur- rounded by a phalanx of baton- wielding policemen.

The show, which was also produced by the Isley Brothers to raise money for the “Summertime Camp” and the “Charles Biggs Fund,” featured a daz- zling array of rhythm and blues, gospel, rock and folk talent.

Top names in the pop-ourset of soul and rock, the Band, Bridge, the Edwin Hawkins Singers, the Paul Revere & the Raiders, the Sweet Cherries, the Cham- bers Brothers, Judy White and Moms Malley.

Co-ordinating the music fair Woodstock Ventures, under the direction of Michael Lang and Artie Kornfeld, executive director and promoter, are pop music veterans John Morris, Chip Monck and Mel Lawrence. Handling publicity for the fair is Wartoke Unlimited.

(Continued on page 42)

**WOODSTOCK FAIR AUG. 16 AND 17**

NEW YORK — The Wood- stock Music and Art Fair, spon-fored by Woodstock Ventures, Inc., will be held in Wallyk, N.Y., on Aug. 16 and 17. Fea- tured at the two-day festival will be rock acts; The Band From Big Pink, Blood, Sweat & Tears, Canned Heat, Creedence Clear- water Revival, Crosby, Stills & Nash; Art Garfunkel, Tim Hard- ie; Richie Haven; Iron Butterfly; Jefferson Airplane; the Janis Joplin Group; Laura Nyro; Moody Blues; Sly & the Family Stone; and Johnny Winter.

Co-ordinating the music fair Woodstock Ventures, under the direction of Michael Lang and Artie Kornfeld, executive director and promoter, are pop music veterans John Morris, Chip Monck and Mel Lawrence. Handling publicity for the fair is Wartoke Unlimited.

**Talent**

**L.A. ROCKFEST—** MELLEE FREE

TOMORROW

Rock is getting itself together. Now that it has come full cycle, we can see rock — that child of protest that sought to become more than it is — coming home. And the hometown should be celebrated as rock solving its problems, having its fill at Asilomar, then getting honest, rather, than in some circles, being eulogized as the “sick” thing. But a kind of talk is so on-bip that it is counter-revolutionary, planted perhaps by the old establishment, the new establishment or neurotics who could never get into the music in the first place.

Now that rock as come full cycle, we have learned that rock is, indeed, revolutionary. Rock is change, shedding its own skin as a sign of change, and subject to change, it has undergone its very first cycle of perpetual maturation, coming back to its beginnings, to Elvis, to Chuck Berry and to new pro- tagonists of the original movement like Creedence Clearwater Re- vital and, believe it or not, the Beatles. Every “evolution of rock” was really revolutionary rock ‘n’ roll spiraling away from its original, fulfilled self, revolutionizing itself not into oblivion, thankfully, but back to its naked needs, to its postwar and prewar self, so desperate, life-hungry, sexy and searching. It took more than (Continued on page 54)
There's a hovering haze of dawn's unborn mood of dream
Hiding the warm light that comes with the day
It descends with mystery to form sidewalk
Over tram that runs to wash away the
Tattered bits of last night's play
Yours—There's a fountain hint of new dawn

There was a mist—That messy damp
Dawn dew—That gentle pity
The summer night's sigh
The city's sigh to be known

Gone—She's gone away
That dusty road—That dusty road
My Shannon girl went away
The city's sigh, the city's sigh
My Shannon girl away

They reached to hold her
My Shannon left away

She's gone away
My Shannon girl went away
The city's sigh is all

She's gone away
My Shannon girl went away

Photographs by Stalin Johnson

People don't hear "Muve."
MY TERRY GIRL:

I was just driftin' through the misty gray of my life one day—looking for my heart—a heart that could love me but again with gentle pity—just one other—one other who could be a beacon for my meandering cruise on the deep sea of despair.

Then in the midst of my drifting around—I looked up into the blue heavens of my mind, and in that sky I couldn't find any stars to guide me.

Then one day in the midst of the wavy dream of my season—I looked out on the sea of people and there she was—my Terry girl. She was like a crystal droplet of dew—on a tender leaf of spring—bright, as in the morning—warmed by the sun and touched by neither the winds of life or man.

And as the droplet of purity—lay on the tender leaf—we did my Terry girl sleep sound in the phantom's bed—which, like her leaf to her dream—was to offer her only a brief respite of rest—and then the dread cold of eternal winter.

Her years were but thirteen—her smile—her tenderness—born of pain—which was more than too much—her face and body seeming—beyond the vision of my eyes.

My Terry girl had come every grew—but she left me the smile brightness of her smile—which in this world is a remnant of that lovely heart that is within me—a heart it can never again—grow—Thank you, Terry girl—it's been your bright flame—so that maybe others might find their way on the deep sea of despair.

I know now—that beauty of your light is so very bright—the rest of us forgot it. It's just pure love for the next human being we meet.

* * *

STAO 246 Available on Records and on Tape.
On July 1, the General Post Office of Greater London has something new (and pretty damn sensational) to carry to:

**Warner Bros.-Seven Arts Records, Ltd.**

On July 1, a totally *new* company is born. Led by the Gold Dust Twins: Warners and Reprise. Led, too, by a staff whose average age is 27 (and they’re proud of it). And led, ultimately, by a young man named Ian Ralfini; we’re *still* getting looks of envy for landing him.

Next time you’re on New Oxford St., drop by the all-*new* Warners. Ask our young man Ian how’s it going. If you can corner him for a minute, he’ll probably tell you about the most aggressive talent acquisition, promotion, and record merchandising going on in Great Britain.

Ours. Warners.

Nice thing about our man Ian is, we’ve never caught him in a lie.

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Warner Bros.-Seven Arts Records, Ltd. London.
'Oklahoma!' Is Still A Theater Classic

NEW YORK — Much has transpired in the American musical theater since "Oklahoma!" first took its bows at thearton in 1943; but the show has not lost its charm. It has been revived on Broadway, in London and other major cities, and it is still a favorite among theatergoers.

The production was faithful to the original, with many of the same scenes and songs as in the original. The sets were well done, and the costumes were colorful and appropriate for the time period depicted in the show.

The cast was excellent, with many familiar faces from the original production. The performances were well received by the audience, and the show received a standing ovation.

Overall, "Oklahoma!" remains a classic of the American musical theater, and it continues to be enjoyed by audiences around the world.

ROBERT SOBEL

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Signings

Abaco Dream signed with A&M. Michael Allen resigned with London Records. Neil Diamond, Tom Money and the Mothers of Invention, together with Paul Anka, Ted Benda and Ali Hakim, were all fine acts. Bob Dylan has signed with Columbia, and the Rolling Stones have joined the company.

Rodgers & Hammerstein's "Oklahoma!" was reissued by the company. The album will feature the original cast, with some new arrangements.

Woodstock Grants To Ghetto Artists

NEW YORK — The Woodstock Outdoor Art Fair, being held Aug. 15-17 in conjunction with Woodstock Music Fair, will present the $2,000 in scholarships to ghetto artists. Space will be reserved for at least 100 exhibitors from ghetto areas in New York, Newark and elsewhere.

Sponsors are being sought to contribute $60 toward the cost of transportation and lodging for such ghetto artists.

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'Subs' Gain Pitch At Box

NEW YORK — A last-minute substitution by the Brooklyn Bridge, Buddhaj group, has earned them a booking at the American's Royal Box here.

The substitution took place Friday after a member of the Fifth Dimension, who were playing there, became ill. As a result of their one-night appearance there, the Brooklyn Bridge have been scheduled for a two-week date at the Royal Box in early July.1

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'Barbabas' and 'I'm Bats About You'

'Barnabas' and 'I'm Bats About You' are the New York City Opera's latest productions. 'Barnabas' is a 17th-century drama, with music by Giacomo Puccini. 'I'm Bats About You' is a modern musical, with music by Leonard Bernstein.

The two productions will run concurrently at the New York City Opera's new home, the Metropolitain Opera House.

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Shorter Sets Euphoric & Record Wing

NEW YORK — Rick Shorter, independent producer and musical co-ordinator for the Broadway production of "Hair," has formed Euphoric Enterprises, a management, production and music publishing company. Euphoric will have a recording wing, Traffic Records.

Traffic will release its first album Tuesday (11) titled "Open for Business" by a new group called TCB. Other groups on the label are Street, Pan and Spree. The label has scheduled 10 albums for release this year. Distribution agreements have been reached with over 30 distributors.

Joining Shorter as vice-president of Euphoric will be Barry Lane, past national promotion executive for Buddah and director of national singles promotion for ABC Records. Heading advertising will be Jay Antebian, and public relations will be handled by the Goldstein Organization.

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We're pulling it all together

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From The Music Capitals of the World

DOMESTIC

DETROIT

Motown's Edwin Starr has been added to the roster of performers at the Toronto Pop Festival. The Band, Capitol artists, will release their second album, "Time in July." The album was recorded in a home in the Hollywood Hills, engineered and produced by the Band with John Simon.

The "Beatles" new album will be called "Get Back." The first single will be released May 11. The "Beatles" next album will be released May 22. The "Beatles" have signed with Apple Records. The "Beatles" have signed with Apple Records. The "Beatles" have signed with Apple Records.

LAS VEGAS

The Thunderbird Hotel returned to a dinner-midnight show policy by premiering "The 6 to 1 a musical written by Roger MacDougall. It stars London musical comedy performer Dolphi Laurence. The T-Bird also swings up the curtain at 2 p.m. for Ray Barret's "Parade My Can Can.""

MIKE GROMLEY

JULY 5, 1969, BILLBOARD
Elves Group With Charisma

NEW YORK—The Elves, an inventive rock group, gave an impressive though uneven performance in the opening set at Steve Paul's Scene on June 25. It was their first New York appearance since signing with Decca. They have recorded a single for the label. Shaping the bill was a nine-member jazz group, the Puzant Brothers.

Although the Elves were hampered by equipment trouble early in the set, and had recurring technical problems throughout, they proved to be one of the most refreshing acts playing today. In a time when so many groups are sticking to formulas and musical cliches, the Elves offer a sound and style which, while not always successful, is their own. Influenced by almost everyone, but imitating none, their material ranges from striking arrangements of well-known works to a handful of self-written songs which are as good as the rock standards they interpret.

The group consists of five members, all of whom are accomplished musicians, and the impression given was that of five merging personalities rather than any one outstanding star. Ronnie Dio plays bass guitar and sings the lead vocals while David Feinstein and Doug Thaler play guitar for the group and frequently join on vocals. Rounding out the quintet are drummer Gary Dresdell who showed a flamboyant yet solid percussion style, and Michael Soule whose electric piano is an essential ingredient in the Elves' unique sound.

As the set progressed, it turned out that most of the members had more than one musical talent, as complex arrangements shifted Thaler to drums for a couple of numbers. Then he and Dio casually pulled out trumpets midway through the set, and added a simple but together brass ring to the group. They clearly are a group that has been playing together for a long time and gave the impression of spontaneity throughout.

Their apparent willingness to take chances pays off more often than not. A medley of top songs didn't come off as Dio doesn't have the voice to carry the material, but a medley of songs from "Yellow Submarine" was a spectacular success. Here the group flowed from soul to song with a fluidity equal to prows of the original versions, although distinct in concept and in execution. Their "All You Need Is Love" was perhaps the first time a live performance of the work equalled the strength and joy of the original on disk. And when brass work on "Taste of Honey" soured a little too much for the crowd, the group's exuberance pulled the piece through.

Of the self-composed songs, "Amber Velvet" was a standout. They also performed their forthcoming single, "Walkin' in Different Circles," which is less striking but is faster and perhaps more commercial.

The Puzant Brothers, led by Ed Puzant on trumpet, Al Puzant on trombone, and John Dukes on vocals, proved to be a talented and promising combo. For between several longer pieces, they played their current single, "Work Song," which is on the GWP label.

DANIEL GOLDEN

Rich & Band Move Through Act Like a Roaring Train

LOS ANGELES—New faces and new sounds came to the Whisky A Go Go Thursday (19) in the guise of Buddy Rich and his roaring band. A S3 door charge opening night did not hold back Rich's fans who packed the former discotheque and applauded the master percussionist's every move.

Rich's band, which now sports several long-haired sidemen, worked through a frantic opening set which had the entire room vibrating with the rhythm, percussive brass and total devotion to jazz vibrations. The club turned out to be a good room for big band jazz. Not that speakers were needed, but those strung from the ceiling clearly amplified the solos. Rich was set up on a tiered stage, high above the audience. His excellent standards of performance and the band's total involvement in developing a far-crying sound were standout features of the evening. There was hardly any passing between numbers. Rich worked heavily on his array of cymbals and the unique work of the five saxes, three trombones and four trumpets built up a constant, aggressive display of blowing power. "Willing Crest" and "Rust," the latter with more than just a casual tinge of a commercial rhythm & blues flavor were typically strong selections. World Pacific planned to record the band during its 10 day engagement, so the explosiveness of the engagement will be preserved.

ELIOT TIEGEL

Crosby, Stills & Nash Tour

NEW YORK—Crosby, Stills & Nash, Atlantic's new group, will begin their first national tour at the Fillion East July 25-26. The engagement will be followed by an appearance at the Atlantic City Pop Festival on Aug. 1; Kennedy Stadium in Bridgeport, Conn. Aug. 9; Auditorium Theater in Chicago on Aug. 16; the Woodstock Music Fair on Aug. 17. They will play the Greek Theater in Los Angeles from Aug. 25-31. Additions to the group will be announced later.

PUBLIC NOTICE TO THE INDUSTRY

"ON DAYS LIKE THESE," by Quincy Jones and Don Black, from the PARAMOUNT Picture, "THE ITALIAN JOB," starring Michael Caine and Noel Coward, is RESTRICTED for Public Performance until Aug. 1, 1969.

Paramount Music Publishing Companies

JULY 5, 1969, BILLBOARD

And so is Lester Lanin with his new album "Narrowing The Generation Gap With Lester Lanin and His Orchestra" Featuring AQUARIUS; OB LA DI, OB LA DA; LOVE THEME FROM ROMEO & JULIET; LITTLE GREEN APPLES; THE BOXER

Blind Faith Off & Touring

NEW YORK — Blind Faith, new Atoe group featuring Eric Clapton, Steve Winwood, Ginger Baker and Rick Grech began their first U. S. tour at Newport on Friday (11). For this engagement the group will be supported by Booker T and the MG's, Delaney, Ronnie & Friends, and Free.

Playing three engagements a week on a series of one-nighters which will take them through the end of August, Blind Faith will follow Newport with a date at New York's Madison Square Garden on Saturday (12). Subsequent engagements are the Spectrum, Philadelphia (16); Varsity Stadium, Toronto (18); the Forum, Montreal (19); Civic Center, Baltimore (20), War Memorial Auditorium, Kansas City, Mo. (26), Amphitheatre, Chicago (27); Sports Arena, Minneapolis (Aug. 1), Olympia Stadium, Detroit (2); Kiel Auditorium, St. Louis (3); College, Vancouver (8); College, Seattle (9); College, Phoenix (13); Oakland Coliseum, Oakland (14); Forum, Los Angeles (15); Arena, Santa Barbara (16); Mile High Stadium, Denver (20), and Salt Palace, Salt Lake City (22).

The group's first Atoe album, now in the finishing stages, will be released shortly.

Talent

Metromedia Records

Metromedia Records, 3 East 54th St., New York, N.Y., 10022

28
June 18, 1969

Mr. Billy Fields  
c/o Sid Bernstein  
665 Fifth Avenue  
New York, New York

Dear Billy:

I write this letter to you because you are the only one I know who can deliver my message collectively, effectively.

Rhinoceros was brilliant and fulfilled all the promise they exhibited at WNEW-FM's concert in the Park last year. I am convinced that they were the major factor in attracting some 40,000 people to the park for our concert on Friday, June 13.

Please thank them for me and tell them that we consider them a part of our "family" here at WNEW-FM. Thank you, also, Billy, for all the care and attention you gave to our project. It would not have worked nearly as well without you.

Fondly,

Nat Asch  
Director of Programming

OUR PLEASURE  
NAT — AND  
THANK YOU FOR  
WAILING OUR  
NEW SINGLE  
I NEED LOVE  
b/w Belbekus  
EK 45659  
HOW ABOUT YOU!?  

PERSONAL MANAGEMENT: BILLY FIELDS AND SID BERNSTEIN  
RHINOCEROS  
EXCLUSIVELY ON ELEKTRA RECORDS
**Write Song For Hertz**

**LOS ANGELES — Delaney and Bonnie are friends and enjoy working together. However, the song is about the visuals of the 1968-1970 TV spot through Carl Ally, a New York agency. The song was written by Bonnie Bramlett and Leon Russell. Agency officials contacted the group after hearing its Elektra LP, "The Original Delaney & Bonnie And Friends" on a New York radio station.**

**FOR SALE**

1948 GMC Bus customized, 8 bunks, rear lounge, individual sleeping compartments, private lights, stereo, new carpet, presently in use. Excellent mechanical condition. Bargain. Terms if desired.

Contact: MARK PARRISH
NASHVILLE DIXIE FLYERS
Municipal Auditorium
Nashville, Tennessee
(615) 242-3455

**Commercials**

**Tucker: Spots, Times Should Mix**

By EARL PAIGE

CHICAGO — Lee Tucker, whose firm produces commercials, recordings, films and provides service solutions, believes his slow start here has not been due to racial discrimination. "I think it is just a fact that the commercials market is dominated by so few and becomes more difficult to try something new," Tucker, a pianist-performer for five years at Punchinello's, also believes that a musician has a natural instinct for producing commercials and said that too many commercial producers don't have the musician's awareness that "sounds are changing today."

"They're not changing with the style of music," Tucker points out.

"Tucker is not acrimonious, and with the opening of Puchinello's East Coast offices in many projects, including the duplication of cassette and open reel tape for the industrial market. He would like to be doing more commercial work.

At Pinn Sound, Tucker has available a staff of 10 singers. His most enjoyable commercials project was a recent series of spots for Hammond Organ Co. "It was like flying a plane for a company ever used music to advertise for workers," Tucker said, who added that the spots out-pulled print advertisements and might have led to a popular hit recording.

"A commercial's producer must have a company's thoughts. You must get the feel of the company or product. I met with Hammond's board and came back to the studio and had the basic idea for the commercial. From there it was just a matter of polishing it. We used three girl singers and I took the commercial in live form out to Hammond.

"It wasn't easy. I cut the organ portion on the B3 and for a while I was about to fly-bomb a bomber. We also did a long, live session of three days and released a record entitled 'It Happened at Hammond.'

"What so many companies fail to realize is that the music industry and many musicals are done synthetically. I believe it's easier to make an engineer out of a musician than to make a musician out of an engineer. A musician just hears better.

"As an example, we were in a terrific hurry one day and had a bank of 10 cassettes to do on a 1,000-cycle tape. But this time just listening to a live session of the engineers which had to be adjusted.

Tucker's long experience at Puchinello's, a popular night-club there, and his long section of theater and club performers, was recently demonstrated when he was booked for a test at Columbia College. A contestant's pianist did not appear. Tucker, a judge, filled in. Playing "Theme From Exodus" without music and without a foot pedal on a poorly tuned piano. Then he resumed his role as judge.

"We don't stay in any one bug at Punchinello's," he said. "We have opera singers, rock musicians and every other type of vocal. We'll range from ballads and show tunes right through folk music and classical."

"A failure in a Mason & Risch room contrasts greatly to Puchinello's. East, which will seat 300 people and feature live performers. The future looks good, with prospects to appear both places and record variety shows later on."

"They have a seven-foot baby grand over there," he said enthusiastically.

Tucker has just installed an Ampex A6440 and has put in a series of Viking 255 duplicating units for his industrial duplication work. One of his more recent commercials was for Sears, a "Susanne Spotter" spot that was used nationally.

He is planning a commercial show in the sports field and recently completed a slide film production for Abbot Laboratories.

"I am experienced in the intimate of his night life at Puchinello's and think that music at Puchinello's, Tucker's saying being involved in the music of musicians who stop in gives him a familiarity with the changing musical industry. Many commercial producers sound the same and people seem to be afraid to try new things. That's why we're free for new people to break into the commercial business. I believe you have no experience."
Radio-TV programming

ABC Tags Record Show 'Sneak Preview'

NEW YORK—The new ABC Contemporary Network show that premieres exclusive records talked to has been enthusiastic about the new show.

"You know it's going to be very...

ALL RIVERS TURN TO GOLD
JOHNNY RIVERS
Exclusively on Imperial Records

GREAT JOHNNY RIVERS
BEST SELLERS
#12264 "AT THE WHISKEY A GO-GO"
#12280 "IN ACTION"
#12284 "MEANWHILE, AT WHISKEY A GO-GO"
#12307 "AND I KNOW YOU WANNA DANCE"
#12324 "GOLDEN HITS"
#12334 "CHANGES"
#12341 "REWIND"
#12372 "REALIZATION"

RIVERS FLOODS THE MARKET WITH:
National Radio Spots
Full Color Image Posters
In-Store Counter Supplements
Custom Designed Johnny Rivers Mobile
Complete National Underground Coverage
Consumer Advertising in leading National Publications
Ad-Mats for National Newspapers on Rivers' Product

WNOB-FM to Shed Mid-Road

CLEVELAND—Determined to give the city a second Top 40 station, WNOB-FM here will move its middle-of-the-road format onto June 30 for a playlist of current records from the board Hot 100 Chart and a selection of oldies. Program director McCormick said he hoped it would appeal to a slightly older demographic than the AM station—WIXY.

WNOB-FM has been an MOR station the last 10 years.

General manager is Philip Kerwin. The air personality will include Lee Andrew, Kelly, Bob Holland, Randy Hill, Johnny Kay, and McCormick on weekends. The station broadcasts in stereo around the clock and features stereo versions of the tunes as much as possible.

Gardiner in Consulting Co.

DALLAS—Jack Gardiner, one of the nation's most successful country music program directors, signed last week from KBOX in Dallas to form the programming consulting firm of Gardiner-Hudson Management with Bill Hudson. Hudson is president of Bill Hudson Associates, Nashville.

The new firm will specialize in sales as well as programming modern country music stations. Besides the programming of KBOX, Gardiner was responsible for setting up the formats of WPLO, Atlanta; WONE, Clayton, N.C.; WJNO, Dayton; KJEM, Oklahoma City, and others. Gardiner will operate from an office in the Bank of America Towers, Dallas, with Hudson maintaining a Nashville office.

Gardiner consulted WIRE in Indianapolis on management. Together, Hudson and Gardiner have helped several stations upgrade their country formats.

LOOK TO YOUR SOUL OF TOWN
A BETTER LIFE
MOVE ONE TO JOHN LEE

NEWS:

OK TO YOUR SOUL OF TOWN
ACKS OF MY TEARS
A BETTER LIFE
MOVE ONE TO JOHN LEE

MORNING LINER: VI: French 6-10

SUNRISE: to 10 p.m. on WOLF, Syracuse.

Mac McGarry, personality on WRC in Washington, emceed the first annual Jazz and Soul night (Continued on page 38)
By EARL PAIGE

CHICAGO — Les Tucker, whose firm produces commercials, recordings, private lights, and full radio shows, believed his slow start here has not been due to racial discrimination. "I think it stems from the fact that the commercials market is dominated by so few and because people are afraid to try something new," Tucker said. Tucker, a pianist-performer for five years at Punchinello's, also believes that a musician has a natural instinct for producing commercials and said that too many commercial producers don't have the musician's awareness "that sounds are changing today.

Write Song For Hertz

LOS ANGELES — Delaney and Bonnie and Friends are entering the commercials field with special material for Hertz. They have written a song, "Longtime and a Long Way From Home," which will be sung by the group on the 60-second TV spot through Carl Ally, a New York agency. The song was written by Bonnie Bramlett and Leon Russell. Agency officials contacted the group after hearing its Elektra LP, "The Original Delaney & Bonnie And Friends," on a New York radio station.

FOR SALE

1948 GMC Bus customized, 8 bunks, rear lounge, individual sleeping compartments, private lights, stereo, new carpet, presently in use. Excellent mechanical condition. Bargain. Terms if desired.

Contact:
MARK PARRISH
NASHVILLE DIXIE FLYERS

NASHVILLE, Tennessee
(615) 242-3455

Chase Recorders, Inc.

CHIGNON'S FIRST RECORD UPON ANOTHER 

RICH LITTLE pays tribute to LERNER and LOEWE

LUNCH - DINNER - COCKTAILS - PRIVATE PARTIES - DANCING

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RICH LITTLE programming for CHIGNON'S FIRST RECORD UPON ANOTHER at 999 N. Doheny, L.A. 90069

I'm all of you know

WHERE ARE THEY NOW?

Where Am I? featured on Sunday, June 12, annual Billboard Magazine's "Where Am I?" issue, the event will be called Saturday.

Debra Kenzik c/o Billboard Magazine, 165 W. 46th St., New York, N.Y. 10036.

What's doing among the major music houses should be sent to Debra Kenzik.
JOHNNY RIVERS
A TOUCH OF GOLD

BY THE TIME I GET TO PHOENIX • LOOK TO YOUR SOUL
SUMMER RAIN • POOR SIDE OF TOWN
BABY I NEED YOUR LOVIN' • THE TRACKS OF MY TEARS
DO WHAT YOU GOTTA DO • A BETTER LIFE
CITY WAYS • YOU BETTER MOVE ON
GOING BACK TO BIG SUR • ODE TO JOHN LEE
The outer islands have become Hawaii's inlet town and an extension of the State's talent circuit. Well-known Honolulu acts, some Mainland stars and a host of local performers keep outer island guests in a happy, jovial mood.

“The outer islands are our Philadelpia,” claims Pat Holmes, a former Hollywood talent manager who has moved to Honolulu and begun developing an agency comprised of local artists. “We have to have our own place before we open in Honolulu.”

“Only in the last year have the outer islands been coming into their own,” adds Michael Hickey, general manager of the Outrigger Hotel in Waikiki.

Talent is slowly being added to the entertainment circuit for the secondary islands in the Hawaii chain. The outer islands include Maui, Kauai and Hawaii, but a strong name is as likely to be found on one as on another.

Tommy Sands recently took his show to the island of Hawaii. Buddy Fo broke in his new show on Maui. Don Ho has played one-nighters on Kauai. Lilekapu expert Herb Ohna and his modern music group work in the cities of Hilo on Hawaii and in Honolulu on the island of Oahu.

What holds the outer islands back from moving ahead more swiftly into the talent business is the lack of large show room facilities which makes it uneconomical for an act to think about performing outside of Honolulu.

The advantages for a group in working in the outer islands is that it allows them to play for people who have heard about them in Honolulu, but never get over to the State Capital.

Mrs. Frances Kirk, who manages the Society of Seven with her husband, says her act includes the Kuanapali Beach Hotel on Maui to its circuit of nightclubs in which includes Lake Tahoe and Las Vegas.

While the majority of the outer island hotels operate lounge-type facilities, the Sheraton Maui is enlarging its dining room to accommodate 600 persons which will make a good show room for Hal Lewis, whose AJ Productions handles the hotel's entertainment from Honolulu.

In addition, Jensen's act includes dancing and comedy and some powerful songs, and is very much different from the casual, relaxed “suck 'em up” attitude of Ho's.

In order to meet Ho's increased salary demands, McVay upped the club's $3.50 cover to $5.00 and charges $10 instead of the $7.50 which provides two drinks. Hotel owner Chin Ho wants to additionally build a 600-seat show room and lure Las Vegas name acts.

“I always gear our shows for the locals. If it's good enough for them, you'll get the tourists, too,” Kranz says. AJ Productions handles all the talent bookings for the hotel's ballroom, the Honk Kong Junk and Canoe Room. AJ's owner Hal Lewis has devised a concept whereby he goes into a room solely for the covers. Lewis puts together the entire show under this arrangement. He continues to book major names into the military service clubs and will start using the 8,000-seat Convoy Bowl at Schofield Barracks to book shows.

Lewis, the Island's leading radio personality at KGMB, is eying the Hilton Hawaiian Village's new convention hall which will have 3,500 seats. He'd like to land Sammy Davis Jr. and Steve Lawrence and Eydie Gorme for this facility which is slated for completion in July.

Placing acts in hotel rooms has less risk than booking them in the huge Honolulu Center (HIC), Lewis says.
ABC Tags Record Show "Sneak Preview"...

CINCINNATI — Taft Broadcasting will launch a 90-minute midday country music show, it was announced last week by Lawrence H. Regen II, president of the Bay Cities. In the past, this slot primarily featured older generation listeners. Now, the new show will feature contemporary entertainment, including music the mixing with the (Continued on page 38)

KPOJ Upgrades Format to Zero In on Young Adults

Music will be featured 5:30 a.m. to 8:30 p.m., followed by a talk show. Air personalities include music director Al Bishop, assistant program manager Dick Klinger, Dick Novak, and Keith Allen. Todd Rodgers handles the talk show, News has been cut to five minutes on the hour. The half is by Edward Petty & Co.

KWMK Splits Programming

DELBRO, Tex. — KWMK, represented by Gill-Perma, Inc., for national advertising, has split its programming into three segments to appeal to a broader range of audience. Manager Chuck Spang, whose station had 250,000 watt station will now feature 11:25 a.m. to 6 p.m., beginning with a Top 40 approach until 10 p.m. at 10 a.m., the station will be featuring Spanish music. Sign-off is 1 a.m.

Gardiner in Consulting Co.

DALLAS — Jack Gardner, one of the best known independent country music program directors, has left KBOX to form the consulting firm of Gardner-Hud- son Radio Management. Hudson is president of Bill Hudson & Associates, Nashville. Gardner will operate an office in the Bran- denburg, and Gardner and Hudson have helped several stations upgrade their country formats.

Radio-TV programming

ABC Tags Record Show "Sneak Preview"...

NEW YORK — The new ABC Contemporary Network show that premiers exclude records has been named "Sneak Preview." It was aired Monday (30), Jim Cooney, program director of the Net- work, is producing the daily show which is a team effort of BC's network staff stations and the network. The records, many of which were aired before, are now being issued in the "Sneak Preview"... (Continued on page 38)

Contemporary Network

Radio-TV programming

Taft to Bow Syndie

Programming Aids

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

HOT 100

New York (WCRF-FM)

Sedate Night's 25 Best

Buddy Hackett, Personality

Bluff, "One Night Affair," O'City, Night
Bluff, "The Ballad of John and Jane," Blades, Andre
Bluff, "On the Year 2525," Zager and Evans
Bluff, "Our Old Rock 'n' Roll," Cat Mother and the Miracles

Albany, N. Y. (WSUA)

Jon Resen, Music Director, Personality

Beth, "Bed of Roses," RCA
Bluff, "Good, Old Rock and Roll," Cat Mother and the Miracles
Bluff, "Put a Little Love in Your Heart," Jackie DeShannon, Imperial

Albany, N. Y. (WGY)

John Anthony, Program Director

Bluff, "In the Year 2525," Zager and Evans
Bluff, "You've Made Me so Very Happy," Morning Music
Bluff, "Moonlight," Vick Vem

Beblye, L. N., L. (WABR)

Allan Jeffres, Music Director, Personality

Bluff, "Don't Look Back," Morning Music
Bluff, "Shining Willow," Tom & Tom, Columbia
Bluff, "Workin' on a Granny Farm," The Coasters, Excello, St. Clair City

Borden, Ca. (KAVY)

Judy Cameron, Music Director

Bluff, "The First Monday in May," Elvis Presley, RCA
Bluff, "Put a Little Love in Your Heart," Jackie DeShannon, RCA
Bluff, "You've Made Me so Very Happy," Morning Music
Bluff, "Moonlight," Tom & Tom, Columbia

Carthage, Mo. (KDOM)

Paul Benack, Program Director

Bluff, "Bed of Roses," RCA
Bluff, "The Ballad of John and Jane," Blades, Andre
Bluff, "On the Year 2525," Zager and Evans
Bluff, "Our Old Rock 'n' Roll," Cat Mother and the Miracles
Bluff, "Put a Little Love in Your Heart," Jackie DeShannon, Imperial

Honolulu, N. H. (WCRD)

Paul Combsotti, Station Manager

Bluff, "Abraham, Martin and John," Morning Music
Bluff, "Black and Blue," Smokey Robinson and the Miracles

July 5, 1969, BILLBOARD
Radio-TV programming

POSITIONS WANTED

Hedon country music program director and air personality available. Currently working in top market. Experienced, creative, sells air to radio audience. Call Claude Hall, Box A, Billboard Magazine.

JERRY BRIGHT, 35 year-old, former program director/manager, WAMS, Duluth, Minn. Currently working in top market. Has aired extensive program director and manager. Phone 156-257.

Heavyweight market morning personality. Has been in and around top market for 10 years. Experienced, creative, sells air to radio audience. Call Claude Hall, Box A, Billboard Magazine.

WAYNE JONES, 35, TV 14375, 34 year-old, former program director of radio station. Has aired extensive program director and manager. Phone 156-257.

BOYD RUSSELL, 34, former program manager, WAMS, Duluth, Minn. Currently working in top market. Has aired extensive program manager experience. Phone 156-257.

*POSITIONS OPEN*

For major and medium markets.

OPPORTUNITYnewsman. Tape and show, six months, Pittsfield, Mass.

TIGHT board personality. An excellent market ready personality with production experience. 1,000 watt contemporary station - $5,000. Write: Claude Hall, Billboard Magazine.

23 year-old, air personality with production experience. Excellent market with production experience. Airing top 5 daily show. Phone 156-257.

*NEEDED FOR SUMMER*

Announcements, top market. Taped and show. Six months, Pittsfield, Mass.

WSPR, Norfolk, Va., has been on the air five years. Airing top 100 market. Willing and able to work to fill qualifications. Phone 156-257.

POSITIONS OPEN

No. 1 rated station in top 50 market seeks mid-day personality with production experience. Contact Box No. 1055, Billboard Magazine.

NSHITTLE, 6900 Stansbury Road, San Antonio, Tex. Need experienced, capable of the "Dj" personality. Looking for good staff. Send tape and resume to program director, Bill Clark, KSJL, San Antonio, Tex.

TVX, 4000 Brooklyn, Box 110, Indianapolis, Ind. Looking for a Top 10 personality, has been on the air in major market, has had production experience, but a voice wouldn't hurt either. Close and personal are words that fit the Drake format. Good resume and pictures to Program Manager, Bob Barn.

RARE OPPORTUNITY - Chief Program Director, large metropolis with brand new FM station. Must have musical background and creativity that makes you interesting and fun to listen to. Salary between $10,000 and $15,000, plus fringe benefits. Contact Bob W. KLADO, 1050 N. Market Ave., Columbus, Ohio.

WE WOULD LIKE TO OFFER you a top 10 market opportunity. Look at the resume of a top 10 personality. He is smart and solid. Call your competition.

WJMO, Madison, Wisc., is looking for a Top 40 personality in medium market. Contact Box No. 1055, Billboard Magazine.

WSSR, 1360, tallahassee, Fla., needs Top 20 personality. Contact Box No. 1055, Billboard Magazine.

WQW, 1050, Wausau, Wis., is an excellent market. Is looking for a Top 20 personality. Contact Box No. 1055, Billboard Magazine.

WTRV, 1210, West Cleveland, Cleveland, Ohio, is looking for a Top 10 personality. Contact Box No. 1055, Billboard Magazine.

WAVY, 1080, Wally Jackson, Richmond, Va., is looking for a Top 40 personality. Contact Box No. 1055, Billboard Magazine.

WYAF, 1370, Waco, Texas, has a Top 20 personality opening. Excellent market. Contact Box No. 1055, Billboard Magazine.

Second week in top 40 personality. Willing to help someone else get the limelight faster as long as he or she is in a top 10 market. You'll be doing a six-hour weekday, weekend shift. Box No. 1055, Billboard Magazine.

Drive time personality needed for a small market. Happy, well spoken voice, natural, easy to work with. Excellent working conditions. Good pay. Contact Box No. 1055, Billboard Magazine.

WMBM, 720, Chicago, Ill., is looking for a local personality. Willing to learn. Send resume and dinner with the above qualifications. Contact Box No. 1055, Billboard Magazine.

WBBM, 720, Chicago, Ill., is looking for an on-air personality. Willing to learn. Send resume and dinner with the above qualifications. Contact Box No. 1055, Billboard Magazine.

WBT, 1290, Charlotte, N. C., is looking for an on-air personality. Willing to learn. Send resume and dinner with the above qualifications. Contact Box No. 1055, Billboard Magazine.

WNET, San Antonio, Texas, is looking for a Top 20 personality. Contact Box No. 1055, Billboard Magazine.

WDTN, 620, Dayton, Ohio, needs Top 10 personality. Contact Box No. 1055, Billboard Magazine.

WILLIAMSBURG, Va., looking for a Top 10 personality. Contact Box No. 1055, Billboard Magazine.

WFLA, 1490, Lakeland, Fla., needs Top 20 personality. Contact Box No. 1055, Billboard Magazine.

WQW, 1050, Wausau, Wis., is looking for a Top 20 personality. Contact Box No. 1055, Billboard Magazine.

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"KAREN, YOU'RE JUST WONDERFUL...

"I've Never Heard A Greater Ovation For Any Performer From Our Audience Than You've Just Received!"

— Ed Sullivan
"The Ed Sullivan Show," CBS TV
Sunday, June 22, 1969

On May 3, we announced the signing of Karen Wyman in unprecedented double-page ads. We had no product, but with so much excitement generated we just had to tell you about this bright new star.

Now with Karen busy at work in our recording studio, the calls for this new, refreshing 16 year-old performer are simply overwhelming. Due to Karen's phenomenal appearance on "The Ed Sullivan Show," we've obtained permission to release the actual audio track of that performance...

"Why Can't I Walk Away"

INCREDALE NEW EXCITEMENT ON DECCA RECORDS
"THE BALLAD LADY"

They had peanut butter and jelly faces and they called her "The Ballad Lady" because she held them in her arms with a voice of gentle sweetness. And she sang them the stories of 'the Heart that had to Cry', and "Wednesday's Child" and... her own words of earth and 'love is being'.

Today she is recorded, introducing America to the gentle clarity the peanut butter children loved her for. Capitol applauds with pleasure the introduction of a brand new album by Betsy Chapman, "A Gift of Love".

ST-260 PRODUCED BY JOHN PALLADINO.
Soul Sauce

BEST NEW RECORD
OF THE WEEK:

"THAT LUCKY OLD SUN"

SOLOMON BURKE
(Bell)

By ED OCHS

Soul slices: Both Stax and Atlantic have unloaded their summer talent assault, counterpunching with their top heavyweight for chart positions. But most of the noise is coming from the second wave where Stax is showing new depth with the surprising Isaac Hayes and his "Hot Buttered Soul" album and cut, "By the Time I Get to Phoenix," on the Enterprise label. Other prime contenders just waiting for enough sharp soul ears to pick up the beat are Ollie & the Nightingales, Mavis Staples, the Manhattans, and the Soul Children. (The hits—Johnny Taylor, Booker T., and Carla Thomas—will take care of themselves.) And though Atlantic is showing strength with Aretha Franklin, Joe Tex, Otis Redding and the Sweet Inspirations, they're showing up 'n' coming muscle "uh, uh." Clarence Williams, June Carter, Johnny Taylor, Mavis Staples, Jubilee #48 "Where's the Party," June Carter, Jubilee #35 "Whatever's Right," Tyree Cream, Jubilee #50 "Testify," and Marva Whitney, Jubilee #22 "Get Back to You." The New Message," and the Joe Tex Revue. (Continued on page 42)

RUBY ANDREWS
"You Made a Believer"
Zodiar #1015

Went to #1 at
WWIN . . . Baltimore

#28 June 20th Bill Gavin
Correspondent's Top 30

#48 . . . July 5th World, R&B Chart

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. . . PHILADELPHIA . . . MIAMI . . . NEW ORLEANS

"Uh, Uh, Boy, That's a No No"
Candace Love
Acquarius #4510

#16 on WVN . . . Over 11,000 sold in Chicago

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BEST SELLING
Rhythm & Blues Singles

This Week Last Week Title, Artist, Label, No. & Pubs. Weeks on Chart
1 1 TOO BUSY THINKING ABOUT MY BABY 10 Marvin Gaye, Tamla 54181 (Motown, BMI) 7
2 2 COLOR HIM FATHER 9 Joe Jackson, Mercury 71782 (Phonogram, BMI) 6
3 3 DON'T LET THE JONESIES GET YOU DOWN 6 Temptations, Gordy 7086 (Jabbe, BMI) 5
4 4 MOODY WOMAN 9 James Brown, King 6243 (Dynamite, BMI) 5
5 5 MOTHER POPCORN 9 James Brown, King 6243 (Dynamite, BMI) 3
6 6 LOVE IS BLUE (Can Sing a Rainbow) 6 Delia, Cader 2641 (Cranke/Mak, BMI) 6
7 8 TURNED YOU ON 6 Joe Jackson, Tamla 7002 (Triangle, BMI) 5
8 10 MY CHRIE AMOUR 6 Steve Waters, Tamla 34180 (Jabbe, BMI) 4
9 12 DOGGONE RIGHT 7 Smooth Robinson & the Miracles, Tamla 54182 (Jabbe, BMI) 2
10 11 THE POPCORN 7 James Brown, King 6243 (Dynamite, BMI) 5
11 13 BLACK PEARL 8 Sonny Charlie with the Checkmates, Inc., AAR 1055 (Jubbe, BMI) 8
12 14 GRAZING IN THE GRASS 8 Friends of Brinneman, RCA Victor 74207 (Chry, BMI) 14
13 15 WHY I SING THE BLUES 10 E. K. King, Vacation 82314 (Pace/Sounds of Glee, BMI) 10
14 16 CHOICE OF COLORS 10 Joe Jackson, Tamla 7002 (Triangle/Tramp, BMI) 2
16 17 I CAN LOV YOU 10 Joe Jackson, Tamla 7002 (Triangle/Tramp, BMI) 10
17 18 NO MATTER WHAT SIGN YOU ARE 5 Dick Rivers and the Supremes, Motown 1148 (Jabbe, BMI) 5
18 19 I'D RATHER BE AN OLD MAN'S SWEETHEART 11 Carol Stans, Fame 1458 (Fame, BMI) 4
19 20 WE GOT MORE SOUL 11 Steve White, Spectra Special 66 (Gator, BMI) 11
20 21 Gotta Get to Know You 9 Betty Boop, Disneyland 6901 (Disneyland, BMI) 9
22 22 LOVE MAN 9 Joe Jackson, Tamla 4867 (East/Motown/Time, Real Deal, BMI) 6
23 24 LOLLIPPOPP 4 Jubilee, Gamble 231 (G-Motion, BMI) 4
24 25 DON'T TELL MY MAMA (Where You Veen) 4-5644, Prestige, Ollie 0033 (East/Motown, BMI) 2
25 26 FRIEND, LOVER, WOMAN, WIFE 3 O. C. Smith, Columbia 4-44819 (BMI, ASCAP) 3

This Week Last Week Title, Artist, Label, No. & Pubs. Weeks on Chart
26 19 OH HAPPY DAY 10 Etta James McGhee, Pioneers 20001 (Pine Records, BMI) 9
27 31 RECONSIDER ME 9 Johnny Adams, SSS International 770 (Singlettes, BMI) 3
28 29 THE MINIATOUR 9 Dick Hayman, Command 4118 (Estate, ASCAP) 3
29 22 CISSY STRUT 10 Motown (Kendall, Inc., BMI) 1
30 36 BABY, DON'T BE LOOKING IN MY MIND 10 Joe Simon, Broadway Stage 7264 (Wilderness, BMI) 1
31 26 IT'S MY BROTHER'S SONG 10 Marva Whitney, King 6229 (Brothers Three, BMI) 7
32 24 I WANT TO TAKE YOU HIGHER 10 Flip Wilson and the Friends of Stein, Epic 4042 (Bally City, BMI) 2
33 45 YOU MADE ME A BELIEVER 10 Ruby Andrews, Zodiac 1016 (Orange, BMI) 4
34 37 MRS. ROBINSON 10 Bobby P. & the I's, Stax 0038 (Charing Cross, BMI) 1
35 38 EVERYTHING I DO GONNA BE FUNNY 10 Lee Dorsey, Amy 1035 (Memphis, BMI) 2
36 38 FARAWAY 10 Chico, Vent 1006 (Stax, BMI) 5
37 38 NODDIN' BUT YOU BABE 10 Tammy Scott, Apollo 11055 (Shalimar, BMI) 1
38 50' M I STILL A STRUGGLING MAN 10 Sonny Bono, Brandy 7407 (Bama, BMI) 2
39 41 ABRAHAM, MARTIN AND JOHN 10 Marv Wylder, Mercury 72305 (Memphis, BMI) 1
40 47 GIRL, YOU'RE TOO YOUNG 10 Archie Bell & the Drells, Atlantic 2644 (World Dynasty, BMI) 2
41 43 THE PRICE YOU HAVE TO PAY 10 Brenda & the Tabulations, Dionne 512 (You're, BMI) 3
42 44 CRY TO ME 10 Patrice Code, Jubilee 3556 (Melody/Progressive, BMI) 5
43 48 MEMPHIS UNDERGROUND 10 Herbie Mann, Atlantic 80001 (West, ASCAP) 2
44 46 FOLLOW THE LEADER 10 Melvin Long, Emarc 6001 (Baker, BMI) 3
45 47 THAT'S NOT LOVE 10 Don Denarius, Mercury 72292 (Downtown/Atlantic, BMI) 3
46 48 OOH-VEE BABY I LOVE YOU 10 Rosset Robinson, Atlantic 2637 (Columbia, BMI) 1
47 51 WHILE YOU'RE OUT LOOKING FOR SUGAR 10 Myra Cone, Hot Wax 601 (Gold Forever, BMI) 1
48 51 OH HAPPY DAY 10 Billie Cook Group, Cala 168 (Avicus/ Jow, BMI) 1

Looking for Talent
Booking an Act
Billboard's International Talent Edition has the ANSWER

July 5, 1969, BILLBOARD
GUTS
IS WHAT
THE GREATEST LITTLE SOUL BAND
IN THE LAND
HAS PLENTY OF!
THEIR FIRST SINGLE
"SOMETHING FOR MY PEOPLE"
Doesn't Tinkle ... IT BURNS!

That's 'cause this is not a bunch of
studio musicians just gigging
for the bread, but a working band
that's torn it up all over Europe this
past spring ... The leader, J.J. Jackson,
a brother who had to hop the ocean
to do his thing ... and, baby, he's
really done it!!!

CONGRESS RECORD 6002

Written and arranged by J.J. Jackson
Kapp Records A Division of MCA Inc.
A Concert House production by Lew Futterman
Soul Sauce

Soul and tions... Soul der, the Emotions, tion's Quebec's at Shea United Negro for one performance, for "Tupelo. And from the Pop Staples cerns. None of the names performers had made commitments to appear in either city. New UNICOS: "To-Shu-Ma-Su Means I Love You," on Kapp. MGM is making a smart move with Billie Holiday's "A Little Bit of Soul," produced by Ronnie Snowy. From Stax's "Boy Meets Girl" LP: "Love's Sweet Sensation," by William Bell & Marvin Smalls. Rama Roma have broken into the market with Jimmy Randolph's "Let's Work Together." And from the Pop Staples-Steve Cropper-Albert King LP watch out for "Tugboat," "Seven Days of Night," on Brunswick. Delmark's, S. B. Hatto appeared at the Electric Circus for one performance, June 25. His albums are available from Delmark, Records, Seven West Grand, Chicago, Ill., 60614. The United Negro College Fund's first "Caucalde of Stars" will be held at Shea Stadium, Monday, July 2, featuring James Brown, Joe Tex, Sam & Dave, Howard Tate, Johnny Nash, the Moments and Llyod Price. Soul comes to Canada—and in French—on Quebec's 250-watt CFL radio. Michel Comtois will head the station's soul thrust... John Criner will serve as talent coordinator and producer for NATRA's "Soul Together" festival at the NATRA convention in Washington, July 28. Confirmed so far includes Stevie Wonder, the Emotions, C & the Shells, Clarence Carter, Brook Benton, the Persians, and Archie Bell & the Drells. Maxine Williams of the Imperial Records group the Fabulous Jades, has been named "Miss Soul of 1968" by Los Angeles radio station KGFJ and Soul Publications. Friday (4) at Madison Square Garden, James Brown, with Nipsey Russell, the Young-Holt Trio, Marva Whitney, the UNICOS and Tyrone Davis, will perform. The Fabulous Five, "Love Is Such a Sweet Thing," by Vicki Adams & Bobby James on... And from Venture's Maverick label: Chuck Bernard's "Indian Game." Race of the month: Can someone please explain to Smokey Robinson in the contest for the "Abraham, Martin and John" laurels?

WILD CHILD) BUTLER

SAY SAVES THANKS BILL BARTH, THE MEMPHIS COUN CTRY BLUES SOCIETY, AND THE LOYAL FANS FOR A FANTASTIC BLUES FESTIVAL.

Giants Music, Arts Festival For W. Coast

Continued from page 23

program director of KSAN-FM, column-ist Ralph Gleason, promoter Bill Graham; "Rolling Stone" editor Janis Wenner; Rock Scully, Gratitul Dead manager, and Bill Thompson, Jefferson Airplane manager. The festival will be a "cele- bration," Council members said, with only local groups—from rock to jazz to, tentatively, sym- phon and opera—performing in the 54-block-long park. All day time performances will be free. Plans are to hold three night concerts at nearby Kezar Stadium, charging just admission to defray expenses for the entire festival. Any profit will go to educational causes, according to Oliv- ier. Artists will only be paid expenses.

GIANT MUSIC, ARTS FESTIVAL FOR W. COAST

Best Selling Rhythm & Blues LP's

Wallace House Coffee is sponsoring the Festival, so the disk should perk... Columbia is getting together behind Jackie Thompson's "Bad Women Are A Dime A Dozen," as the label moves towards a new LP break-through. Bill Medley has produced the Blossoms' version of the Righteous Brothers' "You're My Everything" for Bell. Columbia's Okeh soul label has opened a production office in Chicago at 230 North Michigan Ave. Richard Parker will head the branch... Dunhill will debut Thelma Houston on album with tunes penned for her by Jim Webb... The Winstons, Motortrend's LP breakthrough, has at last, issued a group picture after a delay reminiscent of the O'Pay- nions' "Girl Watcher" caper. The Winstons are a six-man interracial group... Remember NATRA means Aug. 13-17 at the Washington Hilton Hotel in Washington... Guess who's in the Ike & Tina Turner sweptstakes now? Warner Bros. with "Greatest Hits." TID-GRITS: The final word on the Rev. Franklin's Soul Bowl is that it over before it began officially. The show tried for Market Hall in Dallas after the Astrodome in Dallas canceled out... Reasons for the bust included Rev. Franklin's refusal to sign a con- tract, either for the artists or for the Astrodome, and the Astrodome's ins- tense that surety bonds be posted on each of the performers by a certain deadline. None of the names performers had made committ- ment to appear in either city. New UNICOS: "To-Shu-Ma-Su Means I Love You," on Kapp. MGM is making a smart move with Billie Holiday's "A Little Bit of Soul," produced by Ronnie Snowy. From Stax's "Boy Meets Girl" LP: "Love's Sweet Sensation," by William Bell & Marvin Smalls. Rama Roma have broken into the market with Jimmy Randolph's "Let's Work Together." And from the Pop Staples-Steve Cropper-Albert King LP watch out for "Tugboat," "Seven Days of Night," on Brunswick. Delmark's, S. B. Hatto appeared at the Electric Circus for one performance, June 25. His albums are available from Delmark, Records, Seven West Grand, Chicago, Ill., 60614. The United Negro College Fund's first "Cavalade of Stars" will be held at Shea Stadium, Monday, July 2, featuring James Brown, Joe Tex, Sam & Dave, Howard Tate, Johnny Nash, the Moments and Llyod Price. Soul comes to Canada—and in French—on Quebec's 250-watt CFL radio. Michel Comtois will head the station's soul thrust... John Criner will serve as talent coordinator and producer for NATRA's "Soul Together" festival at the NATRA convention in Washington, July 28. Confirmed so far includes Stevie Wonder, the Emotions, C & the Shells, Clarence Carter, Brook Benton, the Persians, and Archie Bell & the Drells. Maxine Williams of the Imperial Records group the Fabulous Jades, has been named "Miss Soul of 1968" by Los Angeles radio station KGFJ and Soul Publications. Friday (4) at Madison Square Garden, James Brown, with Nipsey Russell, the Young-Holt Trio, Marva Whitney, the UNICOS and Tyrone Davis, will perform. The Fabulous Five, "Love Is Such a Sweet Thing," by Vicki Adams & Bobby James on... And from Venture's Maverick label: Chuck Bernard's "Indian Game." Race of the month: Can someone please explain to Smokey Robinson in the contest for the "Abraham, Martin and John" laurels?

(Rhymes & Blues)
Brian Hyland's "Stay And Love Me All Summer" is a hit, but it takes three weeks of airplay.

Week 1: "Hey, Brian Hyland's got a new Summer record! Why, I remember when..."

Week 2: "Y'know, that new Brian Hyland record's really pretty spiffy! And neat!"

Week 3: "I think I'll go out and buy that new Brian Hyland record! I love it!" (Sigh)

Really. Call our markets (Cliff Gorov, Detroit; Ed Logue, Boston) to find out just how big a hit it is.

"Stay And Love Me All Summer"
Brian Hyland
Dot 17258
Produced by Ray Ruff

Give it three weeks. After all, Summer is three months long... and it only comes once a year.
NASHVILLE—J. Hal Smith has divested himself of his talent agency and plans to devote his efforts to developing the Renfro Valley in Kentucky. Smith, who is well known as a top manager, told the Palmer Music catalog to Jack Stopp and Buddy Killen of Tree, has sold his artist bureau to Haze Jones and John Swaner. Jones, who has been vice-president of the firm for over six years, is the principal owner. Hereinafter it will be known as the Atlas Artists Bureau.

Swaner, who became a member of the bureau in 1960, now moves into the vice-presidency. He previously had his own operation in Las Vegas.

Smith had the Horatio Alger move from a sidetimer to owner of one of the largest music complexes in the area prior to deciding to sell the Renfro Valley about a year ago. Smith has received his start in the music business at the Grand Ole Opry in Nashville, later joined the "Grand Ole Opry" in Nashville and has been highly successful with his booking agency, his television syndication operation, his producing company, and with Boone Records, which he purchased three years ago primarily to get recording artists Kenny Price and Tex Williams.

The Renfro operation, however, was a multimillion-dollar purchase, and its development into the sort of complex Smith has envisioned has required tremendous capital.

Last Setback

Smith suffered his first setback when the musician's union, in a jurisdictional matter, suspended the booking license of Smith, then later reinstated it. Epic artists Jim & Jesse Smith, but other long-established artists such as Ernest Tubb remained.

The film company ceased making new productions more than a year ago, and this segment of the operation declined appreciably. Then came the sale of Palmer to Tree, making the latter the largest country publisher in the world, and this was followed by the move of Kenny Price from Boone to RCA.

Dave White, who has been heading the Boone operation since Ray Pennington left some five months ago for Monument, told Billboard he plans to leave Boone next week because he feels that it is "phished out of existence." Price is gone and Tex Williams has litigation pending against the company, leaving only Shirley Nelson and Dave Kirby "along with a couple of pop groups" on the label. White will join the Joe Taylor, however.

NASHVILLE—Reed recording artist Bobby Lord is curtailing "in a certain way his heavy roster of road appearances to become vice-president of the publishing company, Outer Resorts of America, Inc.

Lord, a stockholder in the $75 million resort building corporation, will headquarters at Stuart, Fla., effective Aug. 1.

"I am not getting out of the entertainment business, as has been rumored. It's just that our immediate project is a 128-acre island off the coast of Florida near Stuart." It is understood the veteran singer recently started many of his friends when, during his long tenure as host of a daily television show, he attended Belmont College to continue the work he had begun earlier near his Tampa, Fla., home.

Lord, while aimed for the country music, has not yet scored strong competition in the field. With his song on Liberty already being featured on major markets, it has been cut within the past week by Vikki Carr (Liberty), Roberta Sherwood (Dunhill) and Mel Carter (A&M). Other new cuts were coming in.

Peters, although aiming for the country market, has turned the record picked by both country and pop station. In Peters, Ill., it was picked by the leading country and pop station.

Peters' songs have been recorded by various artists in recent weeks, including a new one and by Lynn Anderson on Chart, and Passenger on Columbia.

Star promotions will produce five broad country music specials by Nashville next year using both name artists and new talent. The movies are to be shot in Nashville, Memphis and Knoxville.

Carl Myer of Lglo-Line Records of Franklin, Tenn., will add a recording agency, along with its publishing house, W.P.A., to his "Jealous Day" in the River Pipers of Southwestern Louisiana. Nash will be played throughout the day, including the airing of the new LP without interruption. The record of "The Tennessee Waltz," is now available in 45. It was the favorite of the film "The Unforgiven," which has earned a place in the country music market.
<table>
<thead>
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<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>&quot;I'M DYNAMITE&quot;</td>
<td>Pogue Sisters, Deca 23490</td>
<td>(Sure-Fire, BMI)</td>
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</tr>
<tr>
<td>&quot;UPSTAIRS IN THE BEDROOM&quot;</td>
<td>Bobby Wright, Deca 23048</td>
<td>(Tree, BMI)</td>
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<td>&quot;DON'T GIVE ME A CHANCE&quot;</td>
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<tr>
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<td>&quot;TIL SOMETHING BETTER COMES ALONG&quot;</td>
<td>Billy Lewis, United Artists 50528</td>
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<td>&quot;THAT'S WHY I LOVE YOU SO MUCH&quot;</td>
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<td>&quot;CHRISTIE'S GONE&quot;</td>
<td>David South, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
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<tr>
<td>&quot;WHENEVER YOU ARE&quot;</td>
<td>Marty Robbins, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>&quot;DON'T FORGET THIS&quot;</td>
<td>Bill Anderson, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>3</td>
</tr>
<tr>
<td>&quot;DON'T PAY FOR LOVE&quot;</td>
<td>Anne Murray, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
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</tr>
<tr>
<td>&quot;BITTLE GIRL&quot;</td>
<td>Freddy Hart, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>&quot;I CAN'T SAY GOODBYE&quot;</td>
<td>Marty Robbins, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>&quot;JUST BETWEEN YOU AND ME&quot;</td>
<td>Jimmy Newman, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>&quot;DON'T GET ME STARTED&quot;</td>
<td>Billy Anderson, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>&quot;IT'S ALL OVER&quot;</td>
<td>Al Martino, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>&quot;ME &amp; BOBBY McGEE&quot;</td>
<td>Johnny Nash, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
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<tr>
<td>&quot;SHARE MY WORLD&quot;</td>
<td>Jimmy Newman, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
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<tr>
<td>&quot;TOO LATE TO FALL IN LOVE&quot;</td>
<td>Bob Luman, RCA 74-1623</td>
<td>(Columbia, ASCAP)</td>
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<tr>
<td>&quot;MOMMY TAKE THE GARBAGE OUT&quot;</td>
<td>Carl Butler, Columbia 44-4482</td>
<td>(Viva, BMI)</td>
<td>1</td>
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<tr>
<td>&quot;THE THOUGHT OF YOU&quot;</td>
<td>Israel Vogel, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>1</td>
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<tr>
<td>&quot;NEVER LET YOUR STEREO TAPE OUT:&quot;</td>
<td>Bobby Bare, RCA 74-1623</td>
<td>(Columbia, BMI)</td>
<td>1</td>
</tr>
</tbody>
</table>

**It took Claude King nine years to pay tribute to a friend.**

You'll remember that on November 5, 1960, Johnny Horton lost his life. Well, ever since that day, Claude King's main goal has been to pay tribute to his lifelong friend and one of the greatest entertainers in music.

After nine years, his newest album, *I Remember Johnny Horton*, fulfills that dream.

One song, in particular, from the album—a song—reflects the close friendship of the two:

**"All for the Love of a Girl"**

This week the single is number 15 and climbing. The album, *Claude King on Columbia Records*, is also climbing, obviously, Claude is number 24 and climbing. Obviously, he's not the only one who remembers Johnny Horton.

Claude King

*This week the single is number 15 and climbing. The album —Claude King on Columbia Records— is also climbing, obviously, Claude is number 24 and climbing. Obviously, he's not the only one who remembers Johnny Horton.*

**"All for the Love of a Girl"**

Weeks: 1

**Billboard SPECIAL SURVEY for Week Ending 7/5/69**

(Country & Western)

*Tracked reel-to-reel tape for stroboscopic stereo cartridge*
Country Music

Singleton Inks Black Gal Country Singer

NASHVILLE—Sherly Single- 
ton has contracted, cut and re- leased an album as the first black female country singer.

The initial release for 22-year- 
old Liverette Singleton on the Plant- 
tron label already is on the mar- ket. Discovered at Columbia, S. C., Singleton brought her here, 
recorded her and released her first disk of "Color Him Father" all within a week.

The young Negro singer 
actually was discovered by Nash- 
ville businessman W. F. M. Rob- 
er, who played a tape for Sing- 
leton. Raynor had heard about 
singing at Columbia Air Force Base.

Miss Martel was born to a

Eastman Moves Firms

NASHVILLE—Chuck East- 
man, president of the Circle 
Talent Agency and Beady Music Co., announced the closing of 
both his firms to a new loca- 
tion at 1012 17th Avenue South. 
The companies were located in 
The East End Building, part of the Carol Enterprises complex.

WEDDING BELLS IN NASHVILLE

NASHVILLE — In three 
"rarely" marriages this week, 
the world of Country Music personality was wed last week.

Hank Cochran and Jeanie 
Skeely were married in a simple 
ceremony at the Alliance Building 
with a bouquet of Nashville friends along for the ride.

Mrs. Mary Reeves, widow of the late Jim Reeves, was 
marrned to the former Rev. Terry 
Davis, now with a land develop- 
ing company in Nasaun. They "ran off" to Georgia for the 
wedding.

And songwriter Harry L. 
Hastings married Donna Gail Wol- 
lenbrock, an employee of Wil- 
dersen, at the W. C. Handy cere- 
ymonies at Columbia, Tenn.

Eastman made it clear that 
his widely publicized stock ar- 
rangement with Carol Enter- 
prises was never consummated, 
that he actually halted negotia- 
tions May 26, 1969, and that an 
announcement to the contrac- 
ty by Bill Barnes was not correct.

Eastman also denied that his 
company is booking Billie Jo 
Spears, and said that Columbia 
artist still is booked, as in the past, by Hubert Long.

Eastman said he would 
continue to manage and book John- 
ny Currier, J. B. Rio, Lynn 
Jones and the Cantrells. Ad- 
ditionally, the talent firm will 
continue to book the Four Guys, 
Bill Monroe and Cousin Jody. 
Carroll Enterprises maintains 
its suite of offices at the West 
End address.

ESCMI Holds 
Board Meet

NEW YORK — The Eastern 
States Country Music Inc. (ESCMI), held its quarterly 
board meeting here last week, 
and for the first time drew up 
a "benefit sheet" for its mem- 
bers.

The sheet is designed to 
spell out to the members what 
the organization can do in help- 
ing the industry.

The board also proposed 
ammendments to the bylaws, and 
made plans for next spring's 
annual convention.

Philadelphia was selected as 
a tentative convention site, with 
the next board meeting in Au- 
gust to determine availability.

Plans also were begun for 
setting up workshops during the conven- 
tion for songwriters, bookers, etc.

Getting Competition 

"Continued from page 44"

Country Music will appear at 
the Astrodome in Houston, July 11, 
in concert before the Houston Astro 
and the Cincinnati Reds Game. The event is part of a big country 
musical weekend. Arrange- 
ments were completed between 
Bob Bobbitt, managing director, 
and Bill Giles, who handles public relations for the Astrodome.

Jenny and Josie Mosby, Capitol artists, 
will make Nashville their permu- 
ante home. They have been living on the West Coast.

...Stop Rec- 
.
Ker's book is in again to 
find material for a follow-up to 
"You Gave Me a Mountain." He will do LP under the direction of 
Peter Eastman and Tommy Hill.

Columbia's West Buchanan 
will make his third trip to Eng- 
land this year. He's just back from 
a concert tour with Johnny 
Rayner, Nat Stockey and Willie 
Wilson in Manchester, London, 
Edinburgh and Dublin, where the 
crowds were huge. He is appearing in all the Marty Robbins sys- 
ticated TV shows, now about to 
wind up production for the year.

The 46-year-old Ramer artist 
Sylvia Marie has moved to 
Nashville from Reno, Nev. She 
had her own band, TV show, 
and her own branch of the Bill 
Crawford agency of Hendersonville. Another Columbia artist, Ethel 
Williams, has been signed to a contract with Monument Records, to be 
produced by Ray Pennington.

Jinnie Peters has changed labels 
from Columbia to Metromedia, 
and is scheduled for an immediate release on Metromedia, produced by 
Pappy Daily.

K. L. Lance, one of the 
real cornerstones of the younger 
generation, has a couple of hits on his own label already with his 
" Ain't Had No Lovin'"

Larry Huschauer is back at the 
past in Iowa, keeping everyone 
informed. Now with WKKY, 
Larry sends along copious Iowa 
notes... Jack Nelson formed a 
new label at Des Moines named 
Koko... Larry reports that his 
new corporation formed in Des 
Moiines will build a new sound studio and release office.

Dave Steward of "The Band of the 
Year" on WATT, has a new re- 
lease on the Kangaroo label, 
produced by Travis. The sheet was 
written by Bonnie Guitar...

Dick Mack is now an honor- 
ary deputy sheriff at Jackson, 
Miss. Cecil Null, who has been 
exclusive writer with Cedarwood Publishing Co. since January, is now 
appointed to a professional 
office for the firm.

Glen Baze, director of the 
Young Sounds Department of 
Hubert Long, internationally, 
has added Mac Gayden, Jack 
Long and Bob Glastra to his staff.

LG's new Dot LP, "A Little Bit of Pegas," has 
liner notes by his wife, Linda 
Lynn. Loretta, by the way, 
reports that her road appearances 
and Rodeo have kept her away 
from home all but two full days 
this year. California- 
based artist Jerry Wallery 
came in for a session under Scotty 
Turner... Key Talent's Dave 
Dudley just concluded another 
session... Carl Perkins did a good 
appearance with the Jaxon- (Tenn.) Symphony Orchestra. 
Carl and Tommy Overstreet are 
on the Florida circuit....

by BILL WILLIAMS.
THE WAIKIKI OUTRIGGER
WHERE IT'S HAPPENING

THE HOME OF
TOMMY SANDS

2335 Kalakaua Avenue, Honolulu, Hawaii / Robert E. MacGregor, President / Michael Hickey, General Manager
WHERE IT'S HAPPENING

S.O.S....S.O.S....S.O.S....S.O.S....S.O

THE WAIKIKI

Outrigger

2335 Kalakaua Ave. / Phone 923-0711

Home of the Society of Seven

HOTEL
“Ernie Menehune and his Hawaiian Revue is a slick musical act. His songs emphasize pop material rather than Island memories; his instrumentation, too, is a blending of two cultures.”

Eliot Tiegel, Billboard, March 1, 1969.
STAND outside the International Market Place in Waikiki Beach at night and the spectacular sounds you hear are a tipoff to the caliber of entertainers that are active in Hawaii.

This section of Honolulu is one of the most musical locations in the world. From a cluster of nightclubs located directly adjacent to an outdoor potpourri of contemporary sounds which bounce off each other, roll around and never really fade completely. For as one group ends, another starts up, offering a never-ending feast of entertainment for the sidewalk loiterer.

This young State celebrating its 10th anniversary Aug. 21 is home to a goodly number of excellent musicians and entertainers who operate in the modern idiom for both local residents and out-of-town visitors. This mix of professionals and enthusiastic amateurs who are often making their first appearance on the Hawaiian scene, have shifted the definition of the music being played in the Islands, and, in the past year, become even more contemporary than when Billboard surveyed the situation last year. This modernization has not affected the traditional school of composition and its advocates. The softly lolling melody lines with their simple chord structure are still strongly evident and are offered to the over one million tourists who now visit the Islands.

But there is a definite musical progression which has radically altered the sounds of dreamy Hawaii. More clubs are using contemporary bands. The outdoor stands are now also hopping on the upbeat bandwagon instead of booking traditional hula dance bands.

Hawaiian musicians are working on the Mainland in greater numbers. Don Ho has cracked through at the Waldorf-Astoria in New York, and has made his second Las Vegas appearance. Buddy Ho has played the Lautude 20 outside Las Vegas.

Ernie Meneshone is slated to open at Caesars Palace this summer. Steve Logan and Dick Jensen have both played Las Vegas. Arthur Lyman regularly commutes from Honolulu to Mainland bookings. The Society of Seven works Lake Tahoe and Las Vegas. The Surfers play San Diego.

But then you discover that Herb Ohia, who plays ukulele with a backup quartet has such a mastery of his instrument, he could teach guitarists some tricks. Ohia, who uses the professional name Ohia San, plays single note style on three ukulele models, but his repertoire is as funky as that played by any amplified guitar. He swings through "Up, Up and Away," "Somewhere My Love," "Windmills of Your Mind," "Theme From Exodus," and "Sushi," which Warner Bros. released on record. Ohia's music has passed the 778,000 mark, and he's a favorite of acts which are booking there. The Fifth Dimension were his first booking there. The Fifth Dimension were his first booking there.

Another pop band is the International Set which has been working in Waikiki for close to two years now. Its solid musicianship was on display recently at PJ's in Los Angeles. The quintet keeps the Beef 'o Grog hopping nights with dance music, but Bob Simmons, the lead guitarist, feels the frustration of situations at the excellent Hawaiian act who has yet to be placed in the right musical framework. Ohia's band is kicked along by veteran jazz drummer John Poole and it includes a vocalist, Linda Green, who likes to sing Brasili 66 hits.

The International Set calls Hawaii home and works a 20 per cent of the gross deal at the club, so it's a happy home life.

The band avoids Hawaiian songs because it feels playing today's hits provides a distinctly different image. That isn't true anymore. Top chart tunes have become the wherewithal for many young bands working in Hawaii; "I'll Hold You," "Trinity Road," "Rock Me Baby," "Raindrops Keep Falling on My Head," "Night with a Hero," "Sweet Pea," "In the Sunshine of Your Love," "Thunder and Lightning." The International Set does them all and the dance floor is mobbed with young people.

In Hawaii, everyone recognizes that Don Ho is the State's top star. But when Ho is out of town, a visitor finds it easier to appraise the quality of the other artists. Like Al Lopaka, a young, up tempo singer who combines the infectious qualities of Trini Lopez with the rocking twinkle of Don Ho. Lopaka communicates his audience of collegians through such songs as "Lonesome Traveler," "Gentle on My Mind," "Unchained My Heart," "Sweet Delilah," "Impossible Dream." Or like Dick Jensen, who likes to offer such rhythm and blues tunes to his Duke Kahanamoku's audience as "Papa's Got a Brand New Bag" or "Hang On Sloopy" or "Shake."
CAN YOU SPOT ROBIN'S BEAR?

IF NOT, DIG HER NEW ALBUM OR SEE HER ON THE DON HO SUMMER KRAFT SHOW JULY 2 / AUGUST 20 & 27 / SEPTEMBER 3 & 10
**Limbo' Series Which** late, famous **Calls** series plus recording program. Capitol has taken the lead away from Decca including Surfers ("Misty Rainbow") and volume two of "Hawaii's Greatest Hits" featuring an all-star band.

Surfers has sold 13,800 copies in 14 weeks. This is a top 10 seller,udy-Fish is another star, says. Nep注明 with his father's name, he has had several years of success. He has been leading the triple life of Hawaiian music in the Benelux nations, he says.

Don Ho, the Hawaiian Statehood single was released on Capitol, with a line to Melway. He has been leading the triple life of Hawaiian material. Among these new groups are the Pineapple Machine and Diamond Head Singers. DeMello plans establishing foreign distribution for his pop and Hawaiian product. There are 14 LP's in the Polynesia catalog.

He recently recorded volume four of the "Music of Hawaii," which spotlights the Royal Hawaiian Band, and is working on a tenth anniversary of Hawaiian Statehood LP to be out by August 21 when the State joined the Union. These anthropology albums retail for $9.95, and DeMello claims volume three sold 13,800 copies in its first three weeks of release in the Islands.

DeMello has hopes the situation will expand for him. He is evaluating his Dot distribution pact and his ties with Chappell could open several new doors.

In this vein he has created in London several rock groups—a new departure for DeMello—in that he has generally recorded pop packages of Hawaiian material. Among these new groups is the Pineapple Machine and Diamond Head Singers. DeMello plans establishing foreign distribution for his pop and Hawaiian product. There are 14 LP's in the Polynesia catalog.

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DeMello plans to make three business trips to London a year. There is a big market for Hawaiian music in the Benelux nations, he says.

Don Ho, the Islands' super star, earlier this year negotiated a new five-year contract with Reprise by which Ho-Brown Productions owns all of Ho's masters for lease back to Reprise for distribution. Ho's recent tour to a number of domestic cities was designed to spread his artistry and help increase his Mainland record sales.

Reprise's second Hawaiian act is the Allis, the former instrumental group which worked with Ho but which split with him earlier this year.

Then there's Tommy Sands. The music from his forthcoming TV special, "The Special Tommy Sands," is up for grabs, although Capitol has been mentioned as the label which could release the material. A new entry this year into the Hawaiian scene is New York-based ESP Records, which has opened ESP Hawaii with Alan Reed acting as a talent scout and distributor for its catalog items. Reed says he hopes to audition people through a series of talent contests in conjunction with the WigWam stores.

Surfside Hawaii, the Capitol distributorship, operates a new label, Lehua, which has one artist, singer-also vocalist Al Lopaka. The Society of Seven have recorded several sides and are releasing their wares locally on their own SES label.

What does it all mean? In the Islands there is a small trickle of locally produced masters. The bulk of the record sales comes from product recorded out-of-State. Like "Hawaii-Five-O" by the Ventures, and "Aquarius" by the Fifth Dimension. And there's nothing Hawaiian about that.

---

**Self-Assured Tommy Sands Develops Second Career**

**SITTING** alone in a corner of a lounge several hundred feet from the ocean gently rolling onto Waikiki Beach, Tommy Sands is the picture of composure and self-assurance.

The former singer and film actor seems to have found himself in Honolulu and in doing so, has created a new sensation in Hawaii's entertainment sphere.

His act which debuted in June of 1968 at the Outrigger Hotel's main ballroom has achieved an extremely strong draw. He is being watched by local Honolulu entertainment directors. Sands, to many of them, indicates a breaking down of the barriers which have hitherto held back Hula (Caucasian) performers.

"To try to respect the many cultures in Hawaii by not coming off phony," Sands tells a visitor at his surfside table. "I don't want to be synthetic. I'm a transplanted Haole who loves the Islands."

Sands came to Hawaii two years ago and he describes this period as simply "laying on the beach and clearing my head."

Unhappy in his private life, he chose the security of distant Hawaii as his personal retreat. But after going to the University of Hawaii to study formal music, he became interested in performing again and has been leading the double life of college student and nightclub performer.

Sands and long time friend Tom Moffat put together the Tommy Sands Show which is tied exclusively in Waikiki to the Outrigger. "I was told that I shouldn't try to do a show," Sands reveals, "because a Haole had never made a success. This hotel was the only place which would give the concept a shot. I was about ready to say no myself."

Sands feels the need to be accepted by the local citizenry. Servicemen visiting Honolulu on rest and recreation visits frequent his show as well as tourists who recognize his name.

Would he get back on the big city merry-go-round again? The well-sun-tanned singer smiles at the thought.

As for himself, he says his "not in competition anymore"; he's doing his bit for "fun and stimulation and that's all." Sands avoids singing in Hawaiian or pidgin English. Everything is in English.

Sands' new show at the Outrigger includes such songs as "Watch What Happens When You Make a Good Man," "Who Will Buy?" California Soul," "Hair," "Age of Aquarius.

There are obviously many things which both Sands and his manager Tom Moffat would like to do. A number of "fly" situations have to be resolved if Sands is to be motivated to get back into show business on a business level, not merely for some fun. A TV special has to motivate booking agencies to rejuvenate the Sands name on the Mainland. And the man himself has to decide that is what he wants. Right now, playing before Hawaiian audiences or promoting the State through television is his happiest show business thoughts.

---

**Jack DeMello Cuts Hawaiian Music in London.**
HONOLULU INTERNATIONAL CENTER
Where THE BIG ACTS MAKE IT BIG!!!

H.I.C. Arena
8,360 Air conditioned seats
January 30, 31, February 1, 1969
GLOBETROTTERS
Gross: $38,496
February 18, 1969
BOXING—PRUITT & ADIGUE
Gross: $60,374
March 21, 22, 1969
JOSE FELICIANO
Gross: $34,297
April 5, 1969
IRON BUTTERFLY
Gross: $35,226
May 8-18, 1969
ICE CAPADES
Gross: $194,934
Other stars that have played the H.I.C. Arena include:
King Family, Monkees, Tiny Tim.

H.I.C. Concert Hall
Continental Seating for 2,107
January 18, 1969
JOHN GARY CONCERT
Gross: $8,419
February, 1969
Honolulu Symphony Opera Season—
Manon (Gross: $24,807)
Turandot (Gross: $51,166)
April 13, 1969
DANNY KAYE
Honolulu Symphony Benefit Concert
Gross: $29,997
Other acts playing the Concert Hall include:

Waikiki Shell
2,404 permanent seats, 6,600 lawn area
March 8, 1969
JEFFERSON AIRPLANE
Attendance: 10,000
May 1, 1969
LEI DAY PROGRAM
Attendance: 8,000
May 30, 31, 1969
JIMI HENDRIX
Attendance: 23,000
Gross: $50,000+
Additional events booked into the H.I.C.'s great entertainment facilities for 1969:
Blood, Sweat & Tears; Bill Cosby; Friends of Distinction; Beach Boys; Vanilla Fudge; Sergio Mendes & Brasil '66; Canned Heat; Al Hirt; Harry Belafonte; Steppenwolf; The Young Rascals.

Honolulu International Center
For details and booking information contact:
GUIDO G. SALMAGGI
777 Ward Ave., Honolulu, Hawaii 96814—Phone 536-7331
the surfers
A SPECTRUM OF SONGS
misty rainbow

DL 75038
SIDE ONE
MISTY RAINBOW
LITTLE GREEN APPLES
SCARLET RIBBONS (For Her Hair)
RED SAILS IN THE SUNSET
LITTLE GIRL BLUE
CORAL REEF

SIDE TWO
A TOUCH OF PINK
MY COLORING BOOK
LOVE IS BLUE (L'Amour Est Bleu)
YELLOW BIRD
BLACK IS THE COLOR OF MY TRUE LOVE'S HAIR

Features the Professional Sound of Standel

Solid State Music Systems 4918 Santa Anita Ave., El Monte, Calif. 91734

Leading Artists throughout the World depend on the Professional Sound of Standel for a Successful performance.
This is Hawaii.

Our salute to HILO HATTIE, celebrating her tenth year of hilarious antics in our Tapa Room! To the TRUMMY YOUNG QUINTET and their sparkling discovery, CHRISTAL FLORES, cheers on their success in the Shell Bar. Our LOYAL & KIMO GARNER have moved, but we’re glad to say they’ve gone only as far as our new Pot O'Gold Lounge! And now let’s welcome the newcomers to our Hawaiian Village show scene: WARREN MARLEY, just back from New York; the THREE OF US, recently arrived from Las Vegas; and THE ENTERTAINERS, a swinging sextet with the soul sound. They’re the reason we’re known as WAIKIKI’S MOST ENTERTAINING RESORT!

HILTON HAWAIIAN VILLAGE

Traditional Hawaiian music remains a tourist attraction.
Top photo shows a Kona Inn troupe, while an Ilikai hula instructor (below) works with some top students.

H-12
 indoors or outdoors, Honolulu’s cultural scene represents a growing state of events. The Honolulu Symphony next year celebrates its 70th birthday—but it still has growing pains, mostly centered on money. Like most community symphonic groups, Honolulu’s is artistically successful, but operates at a loss.

“We are now entering into a transitional stage,” says Robert LaMarchina, who is in his second year as musical director and conductor of the 88-piece orchestra. “We’re going from a community symphony into a fully professional, fully paid ensemble.”

This year, the symphony’s season consists of 19 full concerts—including one conducted earlier this year by comedians Danny Kaye. The Honolulu Concert Hall is the unofficial “home” of the musical body. The operating budget is $642,000. In comparison to a decade ago, when George Barati was maestro, the current symphony is far advanced. The full season then consisted of only 12 concerts, with an orchestral membership of 62 players (mostly amateurs who received little or no pay), and a budget of about $25,000.

“We must watch very carefully what the community wants,” LaMarchina says, in this the symphony’s “tutu transitional period.” He points out that it is possible for the local orchestra to do what the New York Philharmonic does—a 30-week season of daily concerts. “But would we have the audiences for it?”

Growth for the symphony seems inevitable, but as Mrs. Alice Taylor, managing director of the symphony, says, the community’s support is vitally needed. “In wanting quality, the community must sustain us.”

The local symphony is perhaps unique in that it is a mobile unit with great flexibility. Annually, it gives over 820 in-school ensemble programs, where symphony members perform mini-works and also explain the various musical instruments to youngsters. Too, there are five Keiki (Young People) Concerts, 28 Neighbor Island youth concerts, and six opera-for-youth concerts, all designed for the younger elements of the community.

The annual Opera Festival draws full houses, but it operates at a loss. For instance, this year’s hit consisted of “Manon” and “Turandot,” and record winter crowds paid $56,767 to attend the six performances that were scheduled. Production costs also were a soaring high of $102,464.

While additional opera productions might lure the crowds, LeMarchina believes it is economically impossible. “It just costs too much.”

Costs, too, have forced the cancellation of a popular Starlight Concerts series this year, usually held during the summer at the outdoor Waikiki Shell, with such guest performers as Van Cliburn, Leonard Pennario and Andre Kostelanetz.

To meet some of the expenses, the Symphony annually conducts a sustaining fun drive. The goal this year is $215,000, and about $75,000 has been pledged so far. Simultaneously, a capital fund appeal drive is on, to raise $750,000 to match funds from a Ford Foundation grant. The Honolulu Symphony has been ready with experimental programs, such as the now-annual “Zoo-mphony” (symphony at the Honolulu Zoo, designed for families with tots, a concert with animals and the park setting) and the new great artists recital series, launched this year by pianist Susan Starr and violinist Ruggiero Ricci. The latter series enables soloists to perform in a more intimate setting, without full orchestra.

There is nothing intimate about the 2,107-seat Honolulu Concert Hall where the Hawaii Civic Light Opera Association is set to present its third series of stage shows this summer. There are several new twists to this season’s series, notably:

- Beverly Hills producer Herb Rogers, in staging his series of mostly musical shows, has for the first time the financial backing of the American International Travel Service.
- There’ll be a bit of variety in the presentations, which, in past years, consisted of stage musicals only.
- A road company of actors will be part of the slate of presentations—a first for Rogers.

The series which began June 24 consists of: “Fiddler on the Roof,” starring Theodore Bikel; July 8 to 20—“Carousel,” starring John Raitt and Linda Michele; July 22 to Aug. 3—“The Teahouse of the August Moon,” featuring Jimmy Shigeta, Hawaiian-born actor, and Joe Flynn; Aug. 5 to 17—“You’re a Good Man, Charlie Brown,” with a road company doing all roles; Aug. 19 to 24—Wayne Newton, in a concert; Aug. 26 to 31—Jack Benny and Shani Walls, in a concert.

While these shows are aimed primarily at young adults and the over-30 crowd, youth-oriented music festivals are becoming a habit in Honolulu.

One is the first annual High School Band Bash, held in April at the Waikiki Shell. A two-day affair, it is open to non-professional rock ‘n’ roll groups in Hawaii, and winners are chosen on sound and technical skill. The Joss Enterprise event does not allow local groups to delve into psychedelic lighting displays. Cash prizes are awarded.

The other is the first annual Teen-Age Fair Pop Expo, which features, among other events, a pop-rock tournament, with musical instruments as prizes for competing combos. Held June 10 to 14 at the Honolulu International Center Exhibition Hall, the Expo is one of many being staged nationally by Don Burton.

The first annual Sunshine Music Festival—sponsored by RKO FM—was held from dawn to dusk in Diamond Head Crater, and may become a popular attraction for the amusement and amazement of Hawaii’s young folk. The hippie element, particularly, take in the day-long free music, provided by local combos who perform in a non-competitive manner.

A similar Sunshine Pleasure Fair is scheduled June 20 at the outdoor Waikiki Shell, with musical groups among the attractions. Promoters are attempting to lure a Mainland and or English group to headline the show.

The University of Hawaii also hosts an annual Festival of the Arts of This Century during the summer. Traditionally, however, this music-dance-and-drama event, this year held June 20 to July 23, showcases serious, non-pop artists in a series of recitals, concerts, and lecture-demonstrations. Among the participants this year were the Juilliard Ensemble from the Juilliard School of Music of New York, pianist-composer Ingolf Dahl, pianist-composer Toshi Ichiyanagi, and dancer Jean Erdman.

The traditional, cultural flavor of native Hawaii is underscored in the popular music idiom by a hard core of performers whose goal is to keep Hawaii Hawaiian.

Danny Kaleikini, who recently signed a five-year contract to remain at the Kahala Hilton Hotel’s Hala Terrace, has vowed to promote not only traditional Hawaiian music but to showcase local talent too.

Indeed, his shows are lavish productions palatable to both tourists and residents. He offers the carefree Hawaiian rhythms in a sprightly manner.

Similarly, Ed Kenney of the Royal Hawaiian Hotel’s Monarch Room has pledged to “keep it Hawaiian, keep it traditional.”

He opened a new revue May 27, with a production cost of about $60,000. With a five-year option with the Royal, Kenney’s pact may turn into a $1 million package.

Like Kaleikini, Kenney’s revue consists of hula dancers and Hawaiian singers in a setting of traditional Island melodies.

Hula girls also are thrilling in the Hilo Hattie Show in the Hilton Hawaiian Village’s Tapa Room revue, which is primarily geared for tourist consumption. But the ladies in the ti-leaf skirts are becoming a rarity.

In substance, the festival and classical sides of Hawaii provide an adequate menu of delicacies to choose from.

**Classical Cuisine Cultivates Cultural Menu**

By Wayne Harada

Robert LaMarchina, left, upbeats the Honolulu Symphony. Below, youngsters are shown the French horn by a Symphony member.
Hawaii’s Hottest Group

THE ALIIS

exclusively on reprise
THERE are 26 advertising agencies listed as working in Honolulu, including such blue chips firms as N. W. Ayer & Son, Fawcett-McDermott, Lennen & Newell, McCann Erickson, Millican, and others.

The musical sound of commercial Hawaii is modern, high, spiritedly and in the groove, right in the groove. Products being sold through words and music reflect contemporary word and music. McCann Erickson, creative director.

Good is sold to the locals, the tourists, although many agency people feel both groups like to keep up musically with the rest of the country.

Local radio stations, like the Allis for the First Hawaiian Bank. Or singers Danny Kalekini or Anna Lee or Hilo Hattie. Or in one instance, several members of the Baja Marinha Band who were in town for concert dates.

Jack DeMello, the advertising and media vice-president at Fawcett-McDermott, is one of the few agency-composer-arrangers working in Hawaii. It is rare for an ad agency to have a staff musical director.

Another agency music man is Bob Gleason at McCann Erickson, the associate creative director. Both have studied and learned from Conrad and Phil Ingalls have written charts for agencies, but they do not make their livelihoods in this field. Joe Mundo, pianist with the Allis, has also dabbled in product music.

"We work with very small budgets," says Dee Mansfield, McCann Erickson's creative director.

For Love's Bread, a leading Island product, McCann Erickson is basing its entire yearly campaign on one of the songs. "The Local Day of My Youth." The visual depicts young people in a variety of settings in which the product plays an integral role. Like a child sailing a boat and eating a sandwich, or two teen-agers walking through the woods with a guitar. A girl making leis at the airport and placing them in the plastic bread wrapper.

Local singer Lalani Kinimaka sings the lyrics with a backing of two guitars, bass, flute, bass clarinet, oboe and piano. This unusual approach of trying an identifying piece of native music to product marks the first time McCann Erickson has used an established piece of material for an entire campaign.

The sounds which local agencies create for local companies have to take on a sophisticated flavor. The infusion of Hawaii's melding of cultural and ethnic groups presents the local kid with a unique problem for recording. Gleason notes, "One of the things which has been and continues to be a big problem is the ethnic target. The company took a survey which showed that while it was trying to reach the Japanese community with ads written in Japanese, the audience was anxious to identify with Westerners. So the approach was changed to appeal to Haole (Caucasion) with the notion that the Japanese would think "if the product is accepted by Haoles, it must be good.

There are certain taboos which plague the lyric writer. White is no good because it is a mourning color in Japan. And the number four is not a good number of money to go according to some legend.

Miss Seigle can call Ed Flynn on Monday with her lyrics and he can start work that week on the spot. She has done eight commercials for him using the same set of words that he suggests the size of the board or the line or mood or DESIRE. For Meadow Gold, she wanted "a hometown feel," so he used a harmonica.

Flynn sets the band in New York and cuts the session. He sends her back with the music. He gives her back a 4-track tape which is going for the final tape preparation. There have been times when Flynn's demo tape has been so good that the agency has used it on the air.

Flynn is used on a request basis, billing back the Honolulu office for all fees incurred.

Finding qualified singers for commercials is a chore. Using local people who are easy to record has its advantages. The infiltration of people from the Mainland into the State as permanent residents is resulting in a better breed of Hawaiian. "We are no longer just sitting out in the middle of the ocean," Miss Mansfield notes.

The distance between the Islands and the Mainland is a deterrent for commercials. Miss Mansfield has farmed out two assignments to Hollywood composers who have recorded the jingles at the Annex, a Hollywood studio. "I wouldn't be surprised if we farm out more assignments. The problem is time.

Bob Gleason, Miss Mansfield's associate, flew to Hollywood to record a mastercheck spot for the Hawaiian market.

There is quite a difference in tone in Hawaii on all levels. There aren't enough top musicians who can read intricate arrangements. "If we had advanced notice that a performer was coming to town, we could think about writing an arrangement for them to play," Miss Mansfield explains on utilizing top caliber professionals from out of State.

The realities of the business then are to "use whatever talent is available at the moment" and to watch newspaper listings for visiting musicians.

Steel guitars and ukuleles are not used. "This sound doesn't exist in anymore," Miss Mansfield points out. "And besides, tourists hear Hawaiian music piped into their hotels. The local kids have the interests and tastes as kids on the Mainland."

To create a complete film commercial, McCann Erickson has an assistant director. Miss Mansfield has recorded two large spots for $2,600. In San Francisco, for example, the same job would have a budget in the $8,000 to $10,000 range.

Hawaii's advertising groups present a unique problem for the ad maker. "You have to appeal to all the ethnic groups and not offend any one," offers Gleason, who has lived in Hawaii eight years. "You can't fractionalize your market. They're completely amalgamated. You never have a clear-cut ethnic target.

It's just people.

As more Caucasians move into Hawaii, the ranks of the other ethnic groups, like Japanese, are diminishing in size and importance. While there are two Japanese radio stations on one Japanese TV channel, these broadcasters admit in the next generation there won't be a need for their kind of specialty programming, Gleason points out.

"This audience is rapidly diminishing and the younger generation has the same things in common as with any American kid growing up."

So the sounds of commercialized Hawaii rock and roll over so gently.

The local market has expanded over cities like New York, Chicago or Los Angeles. In cities of that size, the McCann Erickson executives theorize, you could run a campaign two years before knowing if it was working. In Hawaii "results are just a fraction of that." Gleason explains, "One of the greatest advantages of using music is that a commercial with a musical theme has a much greater longevity and better results than the commercials which it replaces.

Many local Hawaiian companies do not understand the complexities of advertising, nor the amount of time required to put together a campaign. Honolulu has two record stores, Radio and Commercial Recording—but there is not a sound stage in town or a film lab.

Miss Mansfield, who moved here five years ago from San Francisco, sees her office being called upon to create new music and Jingles developed by the company's branches in other cities where the facilities are better.

Writing jingles for local companies has come into its own during the past three years. Writing is the way Lennen & Newell's creative director Margo Seigle observes the situation.

Lennen & Newell now works exclusively with Ed Flynn in the company's New York office. Miss Seigle writes all the lyrics; Flynn all the music. Among the clients with which he has been associated on the Mainland are Kent cigarettes and the Florida Citrus Commission.

The Seigle-Flynn tandem has worked on music for Bank of Hawaii, Honolulu Savings, Datsun, Kinin Bee and Men's Wear. "The clients have become quite sophisticated," Miss Seigle says in the firm's rather colorful offices in the new Financial Plaza Building. "On TV they are going against national advertisers, so we have to be very aware of what's going on in the music. We very carefully do our research on the backgrounds of the clients and we have an understanding that there's a part of the reason for the acceptability here of new things and fads. The average age here is 23 in a population of 778,000."

Commecials Swing With a Mainland Beat
Bob Gleason suggests take three while Margo Seigle auditions a completed jingle.
Ten Choice Arena Dates
At The Honolulu International Center in 1970

Seven Shows in 1969

CONSIDER

Community Concerts, Division Of N.U.S., Inc.
3471 Via Lido, Suite 200, Newport Beach, Calif., 92660
Phone: (714) 675-1141
Cable Address: Concerts Newport Beach

OUR 10TH BIRTHDAY BRAG AND BOAST AD.

K-POI . . . HAWAII'S MOST LISTENED TO RADIO STATION
K-POI . . . HAWAII'S MOST HONORED RADIO STATION
K-POI . . . TEN YEARS, HAWAII'S NUMBER ONE RADIO STATION
K-POI . . . HAPPY BIRTHDAY TO US

K-POI RADIO
honolulu, hawaii
1380kc

Source: Pulse Radio Survey

SHIPWRECK KELLY'S
HOLIDAY ISLE HOTEL
KALANAUA AVE AND LEWERS RD
ADJOINING GUS' STEAK HOUSE
FREE PARKING IN BASEMENT

BILLY K.
AND THE SEAMEN
8:30 NIGHTLY EXCEPT SUNDAYS - NO COVER!

AL LOPAKA
SOUND OF YOUNG HAWAII

Exclusive Capitol Distributor Capital Records
AGENCY REPRESENTATION
PAT HOLMES AGENCY
HONOLULU/HAWAII

Surfside Hawaii, Inc.
P. O. Box 1207
Honolulu, Hawaii 96807

JULY 5, 1969, BILLBOARD
HAWAII will truly be calling through television this year. Five "Kraft Music Halls" starring Don Ho plus a Tommy Sands special, with a projected series of 12 other Sands shows, will launch the Island's penetration into Mainland homes.

The first Ho show will be aired on NBC July 2 and will carry a patriotic theme, offers executive producer Dwight Hemony. Guests will include Carol Lawrence and Bill Dana, plus members of Ho's family of entertainers.

Each of the shows will be taped at three locations: at Duke's club, the Polynesian Cultural Center and at a private estate. Guests on the second show airing Aug. 20 are Bobby Goldsboro, and Steiler and Meara. Other guests and air dates are Pat Cooper and Rod McKuen, Aug. 27; Peter Nero and Minnie Pearl, Sept. 3 and the Everly Brothers and Pat Henry, Sept. 10.

The five programs were taped during an eight-day span starting June 12. The last 25 minutes of each program will focus on Duke's where Ho will call up his comedian guest. Such regulars Ho associates as Robin Wilson, Angel Pablo, Toby Alyn and the three Elsner Sisters will appear in each show.

The Kraft series will differ from Ho's Singer special of last year in that the music will reflect a more contemporary mood.

While Ho's series involves a number of performers, the "Special Tommy Sands" show is a one-man effort which was filmed in color at 14 locations on the island of Oahu, explains its producer-director Bill Warwick of Trans-General, Inc. The program has been sold to the five Metromedia stations with others being lined up for a summer airing. Trans-General is now planning a regular series with Sands to cover a greater variety format.

The idea for the Sands TV show belongs to Trans-General's president Dale Sheets who saw the singer perform in Honolulu. Capitol Records producer Al De Lory arranged and conducted all the show's music.

Of Honolulu's TV stations only one, KHVV, has a self-contained color videotaping mobile unit. The Kraft people had been talking to president Bob Berger about using his equipment, but an Ohio firm came in with a lower bid. Nonetheless, Berger says he has a number of other potential rental clients which can keep the equipment in use.

KHVV has done 100 contract videotaping or remote jobs for companies—American and Japanese—including the former ABC pop music series "Where the Action Is."

Berger says he has a pending assignment for the "Steve Allen" show for October. He now finds requests for equipment rental coming more from producers of variety shows than for news shows which has been the case. Berger's unit is a converted black and white control system which was not being used very much when he bought the station five years ago. The truck carries three RCA cameras and Ampex taping equipment. Contract jobs can run from $1,000 to $30,000 a week.

The unit normally rents for $400 an hour plus $13 per man per hour, plus a night-time differential.

KHVV has covered numerous sports and news events, beaming the shows out via Telesat 3 and 2 and Lani Bird, three broadcast satellites. Berger plans using the videotaping unit for a local show, "Hawaii A.M.," which began this month. KGMB-TV, another of Honolulu's stations, has a two part color unit but it is not self-contained.

The cost of boating color equipment over from the Mainland negates this practice except in rare instances where a unit may already be on the West Coast and the owner can work out some kind of cost deal. That is the danger the local TV stations face.

*Continued from page H-5*

pianist Jack Washington's modern style trio (at Fernbody's) keeps that art form alive.

Promoter Hal Lewis, who bought out Sgt. Jack Parker for sole ownership of AJ Productions, shatters what he terms a myth about local show business. "People think tourists support show business here. I don't think they spend 10 per cent of their dollars at shows. It's the local audience which comes out and supports acts."

The continued local support for Don Ho, the long wavy lines of local people waiting to see the Society of Seven, the local couples laughing hysterically at the Reyards, the happy Honolulites who have accepted Tommy Sands, all indicate that there is truth to Lewis' contention.

Hawaii is building its own stable of draw attractions. But a harsh split will always remain between the old and the new. That's the harmonious Hawaiian way.

*Continued from page H-13*

None of the local radio or TV stations maintains a background library for rental purposes, Tyler claims. Tyler's music comes from the DeWolf library of New York. And he has the Robert Hall series of sound effects plus his own compilation.

Tyler's investment in magnetic film equipment far exceeds his costs for regular tape machinery. A 3-track magnetic film recorder costs $10,000 while a 4-track tape recorder costs $5,600. Tyler has the capability of synchronizing sound to film which is a prime asset in TV commercials.

Tyler's facility is also being used to record sound films and television series. So the magnetic film equipment gets a healthy workout.

The Hawaiian market just does not have the talent pool at this juncture in time. Consequently, the sounds are out of other cities. But broadcasting audiences are hardly the wiser.
The Big Island Says Aloha

With the greatest stereo album ever recorded of songs of the big booming island of Hawaii

Starring

Jerry Byrd

World's Greatest Hawaiian Steel Guitarist

with

Paul Page

and his Paradise Music

12 Big Standards of the Big Island

Akaka Falls - Hilo March

Waipio - Little Grass Shack

plus Big Island originals by Paul Page Hawaii's No. One composer of island songs.

Paradise Records

Kailua - Kona, Hawaii

Distributed by Record Rack Service / Honolulu

Nightclub sounds stimulate a visiting dancer.

New Ideas

Continued from page H-6

Booking acts for locals is less risky than for tourists is the concept at the Outrigger, which admits that the success of Tommy Sands opened the hotel's management to the potential in show business. The hotel's lounge, explains general manager Michael Hickey, books Far Eastern acts like the Seoul Kittens, Moses and the Highbrows and the Reyards. Hickey works closely with two Las Vegas producers, Dan Sawyer and Bob McMackin, who send him Oriental acts.

Sands and his manager Tom Moffatt control Sands' show in what was formerly an empty convention room. The gross is divided between the hotel and the producers. Last September Sands signed a one-year deal with the hotel "with the estimated total value to both parties of $600,000," according to Hickey. "Entertainment here occurred strictly by chance and by impulse. Sands enlightened us and the Reyards gave us the incentive to open the lounge as a permanent showcase."

All of these developments indicate major steps forward for non-traditional talent. And a new era for nightclubs.

Thanks Everybody

Webley Edwards

"Hawaii Calls"

Tradewinds Records

Tradewinds Records are the most authentic Hawaiian records. Recorded, distributed and available only in Hawaii. Music the Hawaiians themselves sing.

Leonard Kwan
Raymond Kane

Key Slack

In Stereo

Music Craft Distributors

636 Queen Street, Honolulu, Hawaii. Phone: 501-223
Stimulate or Sublimate---
Background Music's Challenge

BACKGROUND music in the Islands is geared psychologically to stimulate people, and as such, native Hawaiian music represents a small portion of the material programmed.

Hawaiian music, by the very nature of the soft sound and instruments used, demands the listener's attention and is not the appropriate material for business or industrial use.

"Hawaiian music can't be used in work conditions," explains Harry Hawkins, of Hawkins Audio Engineers, the Muzak franchise. "It causes fatigue. We program for the subconscious and Hawaiian music is just too listenable because of the attention-getting instruments."

Hawkins estimates Hawaiian music accounts for a very small percentage of his total programming. Hawkins has a special Hawaiian line (which he calls his Aloha service) which goes to locations where tourists dominate like major hotels in Honolulu. The rest of his programming is strictly Muzak material, compiled and duplicated in New York.

In addition to Muzak, Seeburg, 3M, and a local company, Harkom (offering a Tape-Athon in-store unit) are active in the background field.

Muzak has been in the Islands since 1945 and Hawkins has handled the franchise since 1964. A former Muzak engineer on the Mainland, Hawkins services around 275 accounts, with the brunt of the business hotels, office buildings, banks, retail stores, department stores, medical clinics and shopping centers. Hawaiian music is piped to a tourist pavilion in the middle of a pineapple field 30 miles from Honolulu.

Hawaiian music is fed the International Market Place and Hilton Hawaiian Village Hotel—two gathering places for out of town visitors.

The Hawaiian repertoire comes from ASCAP and BMI libraries but Hawkins has problems in finding additional Hawaiian material. He does receive requests from out of state companies requesting Hawaiian repertoire, but because of licensing requirements, he cannot sell these sounds. Background music companies in Seattle and Salt Lake City, for example, have asked for Hawaiian music, Hawkins points out. He has even recorded his own local programming for inclusion in his Hawaiian service but that cannot be resold.

"Little Grass Shack," do drop by the office with tapes of their songs and ask Hawkins to schedule the material. They feel the exposure before tourists is valuable and sales stimulator for any albums they may have on the market.

Hawkins provides music by either phone line or FM transmission. The average cost of music at a location which owns its own equipment is $35. The majority of firms lease the playback equipment.

Hawkins has three machines which roll the eight-hour tapes automatically. In leasing phone lines, Hawkins pays a phone tariff of $3.95 for the first four miles with $1.50 for every additional four miles.

Hawkins is planning direct FM air transmission to the island of Maui, with the music being fed through a CATV system. Hawkins competition comes from Hawaii Sound, which offers the Seeburg records system and 3M, which sell tapes and a player machine. Combined they help keep the Islands musically oriented.

The background business is sold in Hawaii. But you have to be a visitor in order to hear traditional styles. Otherwise, you could easily be in San Francisco or New York.

Harkom's Tape-Athon system is found in such locations as Sandry's Gift & Camera shop in the Hilton Hawaiian Village hotel. Seeburg changes its records every three months to add new repertoire. Muzak's tapes are changed daily and the same programming is heard simultaneously at all the locations.

There are people who hear a song in a shopping center and then call to find out who the artist was. Hawkins is prepped for this kind of query with a master list of artists and time of day programmed.

Dressed in a colorful Aloha shirt, with art statues near his players, Hawkins can identify the music going out to clients for an inquisitive visitor. "Between 2:30 and 3 this afternoon we'll be playing Sid Bass, Dave Terry, the Peruzzi orchestra, Dick Hyman, Al Caiola, Warren Covington, Glenn Oser, Lawrence Welk and Jan Jarvis," he says after running down his master list of abbreviations.

The background business is sold in Hawaii. But you have to be a visitor in order to hear traditional styles. Otherwise, you could easily be in San Francisco or New York.

Harry Hawkins counts a fresh supply of music.

Honolulu Contact Point With Vietnam

VIETNAM has turned the Far East into the leading sales area for military purchases of records and tapes. Working directly with the Far East market is the Honolulu-based office of the Charles Brady Co., which represents music companies in their dealings with military stores.

In a small office near the Honolulu airport, Robert Mitcham maintains contact with the Pacific Exchange System (PACES), the Army and Air Force sales organization, under whose jurisdiction the Vietnam exchanges fall.

There are 50 major exchanges in Viet- nam, followed by 22 in Korea, 14 in Japan, nine in Thailand, seven in Burma, four in the Philippines, and two in Guam.

Brady has been in Vietnam, Americans permanently stationed there to work with exchange officers. The catch in selling records and tapes overseas, according to Mitcham, is to order six months ahead of time because it can take from 60 to 90 days for the merchandise to arrive via boat and be on the shelf.

Inventory management specialists, such as Tony DeCarlo, at PACEX, watch the best selling charts and help exchanges order accordingly.

There have been occasions where a shipment of records has been lost when communists attacked trucks carrying the merchandise.

If a soldier in Vietnam orders an album and is then killed in action, the LP is placed on sale as a regular item.

Occasionally the military tries to protect its products from products it feels are "questionable." There have been occasions where the exchange headquarters has issued a bulletin advising exchange officers to look at a particular album before stocking.

Mitcham claims this doesn't happen regularly, but he recalls that the original cast LP of "Hair" on RCA made the look-see list. And he heard that a Steve Allen record was. And he heard that a Steve Allen record was.

In Vietnam, comedy albums and tapes sell well because there are servicemen in many areas which are cut off from the normal outlets for entertainment.

Brady has begun working with record companies to help promote the products of artists who either make personal appearances or who appear on Armed Forces Television. Two recent examples are Billy Walker on Monument and Bill Anderson on Decca.

"We anticipate an increased demand for their products because these two artists are on Armed Forces Television," Mitcham explained. "When we receive an itinerary of the bases the artists will be playing, we notify the exchanges in advance so they can stock up on albums. They need the time to anticipate the additional volume."

The individual exchanges do not necessarily know about the arrival of artists to their regions because they do not have contacts with booking agents or talent managers.

Brady has also had an act go to an exchange and promote its product. "If the goods are available, the people will buy, goes the theory—and it applies overseas as well.

Country music is moving steadily as a sales commodity and cassette tapes are a new playing of the military. GI's buy $20 portable tape recorders and send "audio letters" home, which has created a market for blank tapes.

Among the lines which Brady handles are RCA, Mercury, Warner Bros.-Seven Arts, Mercury, Monument and RCA.

There are approximately 25 manufacturers representatives covering the Far East because of the large number of products sold to the military.

The roar of planes flying over Brady's Honolulu office is a constant reminder that this city is the gateway to the Pacific market.
HOME OF DON HO
HAWAII’S GREATEST ENTERTAINER

Waldorf Astoria / Coconut Grove / Flamingo
Singer TV Special / Kraft Music Hall

Performing In Hawaii’s Greatest Nightclub
INTERNATIONAL MARKET PLACE • WAIKIKI BEACH • PH. 923-7377
Kimo Wilder McVay, President • Henry Ayau, Jr., Gen. Mgr.

MAHALO!
TO ALL THE SONGWRITERS AND PERFORMERS IN HAWAII FOR HELPING TO CREATE OUR POLYNESIAN CATALOGUE
CRITERION MUSIC CORPORATION
Michael H. Goldsen, Pres.
Here are some of our favorite island songs, including, TINY BUBBLES & PEARLY SHELLS.

ALOHA HAWAII
ALOHA NO HONOLULU (Hawaiian Vamp)
ALOHA NO WIKA NO MAKA
ALOHA NUI KUI I PO
ANALAE E
AUAHE CE (Where Are You)
BACK IN ALOHA LAND
BEYOND THE RAINBOW
BLUE MUSUMIU
BIRD TRAIN
BURMA TRAIN
CAFE AU LAIT
(The Call of the Reef
CRUSHED FLOWERS IN MY LEI
DO I LOVE YOU?
DON'T DIG THAT POI
DRUMS OF TAHITI
E MALU MAI (The Hawaiian Love Call)
E TUPITI
FADED GINGER LEI
FAREWELL (For Just Awhile)
(Maururu A You)
(Tau) THE FAB LABS
FOREVERMORE (Le Aloha Lei Makamae)
FRIENDLY ISLANDS
GINGER MEMORIES
(Look Out For) THE GIRL IN THE HELLO KI
HANDS I LOVE
HAPA-MOLE HULA GIRL
HAPPY ME (Laupahoehoe Hula)
HAUNANI
HAWAII, HAWAII
(I Want To Go Back to Hawaii)
HAWAIAN CALYPSO
HAWAIAN GUITAR
HAWAIAN LOVE CALL (E Malu Mai)

HAWAIIAN VAMP
HE ONO
HERE COMES SANTA IN A RED CANOE
HERE IS HAPPINESS (Ho'ole Ni Sachiari)
HINANA (Over the Blue)
HONOLULU
(That Good Odd) NOOMALIMALI E
I GOT HOOKED AT A HUKILAU
I'LL ALWAYS REMEMBER HAWAII
I'LL BE THINKING OF YOU
(On Oahu No a Like)
I'LL SEE YOU IN HAWAII
IMO, IMO
ISLAND ANGEL (Noohee)
(An Island Calls To You)
JUST AN ORCHID FROM HAWAII
KAIONA
KALEPONI HULA (I'm Going to California)
KAULANA NA PUA
(There Goes) KAALOA
KEANANI
KNOCK KNEED NAPUA FROM KAILUA
KOKO NI SACHIARI (Here Is Happiness)
KO KUI RING MAMBO
KUMI IN A MUSUMIU
LAHAINA
LANI MARA
LAUHAUHEO HULA (Happy Ma)
LEI HINA LEI MAKAMA'EMAKAMA (Forevermore)
(Then) THE LIGHTS OF HOME (Look Good to Me)
LITTLE RONA HAT
LOVELY HAWAIIAN MADONNA
LOVELY HULA GIRL
LOVELY LOTUS FLOWER

LOW MOON AT WAIKIKI
LUAAU FEET
LUAAU SONG
LUXY YOU COME HAWAII
MACAO
MAMA'S MUMU
(A) MAN CALLED HAWAII
MANE'A
MANUEL BOY
MAPUNA
MAREVA
MARRIARCHU A VAU (Farewell for Just Awhile)
MAI GIRL
MINIO, MINIO E
MOANA
MY ISLAND PARADISE
NANI
NARCISUS QUEEN (Temple Dance)
NA TE MOANA
NOHE'A (Island Angel)
NO HIKU
NUI HAO HAO
OCEANS AWAY
OFF SHORE
OKOLEMAO
ONE MORE ALOHA
ONLY ASHES REMAIN
OTOTU I'U MAIKU
OUR LOVE & ALOHA
(When the Lurline Sails Away)
OVER THE BLUE (Kea Ana)
PAINTED SANDS
PAPER
PEARLY SHELLS (Pape O Ewa)
(Pu) PIDGIN ENGLISH HULA
POLYNESIAN RHYTHM
PUA MAEOLE
PUAMANA (Sea Breeze)
(THO) PUPULE HULA E
(M) QUIET VILLAGE
RAINBOWS OVER PARADISE
SEA & SAND
SEA BREAK (Puamana)
SILHOUETTE HULA
SINGING BAMBOO
SHOW ME HOW TO DO THE HULA
SOUTH SEA BABY
STEAMER LIGHTS
STEVESO'S HULA
SUNNY DAYS, STARRY NIGHTS
TANIA
TANGI TAHITI
TE MANU PUKARUA
THAT'S THE HAWAIIAN IN ME
THERE'S NO PLACE LIKE HAWAII
THIS IS PARADISE
TiARE
TIARE TAHITI
TINY BUBBLES
TOFU
TOWER OF LOVE
VAINHE ANAIMITE
VAINHE PAUMOTU
VANA VANA
VINI WHISPER (Tamure Tahiti)
WAIKOI
WHISPERING REEF (Whispering Lullaby)
WINDWARD SIDE (Of the Island)
YOU'LL NEVER GO HOME
ZIOU E

Some of our newest: MISTY RAINBOW (Surfers-Decca); LONELY DRIFTWOOD (Ed Kenney-Decca); LANTERN LIGHTS (Haw. Calls-Cap); COLOR OUR LOVE HAWAII (Varro Tiki-Cap); MAGIC MILE OF WAUKIKI (Surfers-Decca); HURRY HOME (Boyce Rodrigues-Haw. Calls); LAHAINA WHALING SPREE (Ed Kenney-Haw. Calls); KISSES & WINE (Buddy Fo-Cap); SIX 4 (Arthur Lyman)

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Hawaii's top talent buyers: top left, Jo Flanders, Michael Hickey; bottom left, Michael Kranz and Harvey Ragsdale.

Two of the island's bright, new vocalists: Linda Green, left, and Christal Flores.

ERNIE MENEHUNE
Hawaii's Sun-tanned Irishman
Mainland and Hawaiian Record Distributors Wanted
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Heath Productions, 1122 Thatcher Blvd. / Safford, Arizona 85546 / Phone (602) 428-1313

Ernie Menehune
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BOUND TO ALOHA ISLAND NO. 3110
HAWAI'I'S SUN-TANNEO IRISHMAN
Ernie Menehune
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This week's top Classical LPs are reissues and re-packagings. The re-packagings are especially numerous among the top sellers. The best-selling release this week is the Columbia re-packaging of Leonard Bernstein's Greatest Hits, which has sold more than 600,000 copies since it was first issued.

For more information about the re-packagings and reissues in this week's list, read on from page 1.

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- **Label:** Columbia
- **Catalog:** MS 5001 (5 LPs)
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The MM-1000 master recorder from Ampex.

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The machine that speaks two languages. Longhair and long hair.
## NEW POPULAR RELEASES

**ARTIST** — Title & Label & Number

**A**

ED AMES—The Wisdoms of Your Mind RCA Victor, LP 4717

HUBерт DEE—A Child Is Born, Soul 506

ANDY & THE RIVERDIE SEKET—Oh! Yes! LA 1062

ARCHIE—Everything’s Archie Crown, KKL 322

LOUIS ARMSTRONG—The Early Portraits Verve, VS 1702

CANNONBALL ADDERLEY—The Alchemy of Earth Alshire, ASD 911

HERB ALPERT & THE TIJANA BRASS—Warm Sounds

ASHES FEATURING PAT TAYLOR—Virtu, 112

AQUARIAN AGE—Hair 1, 1001

**B**

THE BAND & STATE TRUMPETERS OF THE ROYAL ORCHESTRA

BOBBY BARE—May’s at The Lincoln Park Inn RCA Victor, LSP 4177

COUNTRY BASIE—Standing Ovation Dot, SLP 24983

SYDNEY REICHE—Arch of Irish & Jazz Music, FS 238

BUDDY ROTHER—Pipes 1001

BONEY DOG GANG—Urban Symphonies Imperial, LP 1230

BROOKLYN SKYLINE—Urbanscaping Mainstream, PJP 157

VINE BURROWS—Waltz Together Children, Vol. 1 Saxon Arts, AS 100

VINE BURROWS—Waltz Together Children, Vol. 2 Saxon Arts, AS 101

DUTCHESS ORGAN—Dave’s Almond Cantata, VS 72006

CATFISH REEF—Woo—Thud Mask Replica Straight, STP 102

SOMNAMAL DRUM—Proud Mary Alshire, ASD 910

JEFF BACHMARACH—Make It Easy On Yourself Arista, A-4108

CAROL BURNETT & MARTHA RAYE—Together Again For The First Time Telstarphones, 1 106

JAMES BLACKWOOD Sings His Favorite Gospel Songs RCA Victor C 416

**C**

CLANCY BROTHERS & TOMMY MAKE—My Blue Skies Telstar, 1983

JAMES CLEVELAND & THE CLEVELAND SINGERS at Angel of Gospel Music, AS 48

CLIC—ALC 511 477

JEK COLE—Picture This DOT, SP 19493

COLORS—Archaeophone Dot G 1950

CALIFORNIA POPPY PICKERS—Sounds of ’69 Atlac 5, 5120

THE CLANCY BROTHERS & TOMMY MAKE—The Gold Tongued Man Columbia, CL 31403

PATSY CLINE—Country Girl Camden, PS 2003

ALBERT COLINS—Tunkey With Blue Thymes, 415 671

COLESLAYERS—Who Are About To Die Salutes You, BMG, 2S602

RAY CONNIFER—Greatest Hits Columbia, CL 2908

CROSBY, STILLS & NASH Atlantic, A-2209

COUNTERFUSE—The Fish—Here We Are Again Vanguard, VS 27629

CURY & THE BLAZARD—Live Spot, 900 2297

CAITER FAMILY—The Fabulous Duets Decca, 25322

JOHNNY CASH & SCOTT QUINN—At San Quentin, Columbia, CL 732

CHUCK WAGON GANG—Rejoice

DON COOPER

RINGO CRYPIAL/RAYMOND CLOONEY—Rendezvous RCA Victor, CA 2230

CHAMBER BROTHERS—singer of the Blues Warner Bros, 2254

RICHARD CHRISTENSEN—Move Mounument, STA 246

RHY CHARS—Doin’ His Thing

VANGELIS, 413 695

**D**

NERS DEE—Patterson

PETER DUGGAN—The Wisdoms of Your Mind Decca 25, 92100

JIMMIE DAVIS—The Sunday Side Of Jimmie Davis, Vol. 1 SP 7088

RUSTY DEAN—Country Gospel

LINDA DIVINE, Sweet Columbia, CL 7371

AL DE LOWE—The Great Campbell Song Book Capitol, SP 226

THE PETER DRAKE SHow

DEEP PURPLE

Daquiris 35, Just Now for You RCA Victor, RVL 8027

ELECTRIC PRUNES—Just Good Old Rock and Roll Regan, RG 842

BILL EVANS—Past Places Riverside, RVS 208

THE EMPEROR AND HIS NAME Tempest, SP 0297

BILL EVANS/JEREMY STEIN—What’s New

MOSAIC ESPANA RCA Victor, LSP 4178

FAIRFAX CONVENTION A&M, SP 4082

PEEK STEELY

FOUR TOPS

JOSE FELICIANO—Feliz Navidad RCA Victor, LSP 4185

RED FOLEY/ANNIE KERR—Singin’ to Mabel

THE FROST—Frost Music

BARO—Soul on Jazz 2

PETE FLOURENS Y SU GRUPO—La Epoca De Oro Del Timba Ventaquatro, IBR 1228

ROUSSE Gardner—Pipes of Blue Coat Atlantic, C 415 2984

THE GOSPEL HARMONIETTES Institute of Religion, GA 507

THE GOSPEL SINGERS Archives of Gospel Music, G 59

ELLIE GREENE, Her Classic Classics, Classic Jazz, Color

DICK GREYSON—The Light Side: The Dark Side

GROUNDHOGS—Scrapbooking the Surface

FRANKIE GROVES—Safeguards

FREDY GARCIA—Fray de Grao, 150 252

GENTLEMAN JIM & THE PALACE PIT ORCHESTRA

GERMAN TOUCHING

DI LEVY—Shine a Light on Me

KEN GRIFFIN—Sentimental Journey

DON GIBSON Sings All-Time Country Songs RCA Victor, LSP 2690

**H**

JOHN HALLELAND SINGERS—The Songs of Stephen Foster Telstar, 1983

GEORGE HAMILTON IV—Canadian Pacific

HAPSHASH & THE COLoured GOAT—Western Flower

FRANCIS HARLEY—My Annual Adieu

GEORGE HARRISON—Electric Sound

TIM HARRINGTON—Message to a Marlin

FRIEDERIE Hubard—A Soul Experiment

HAPPY DAYS—Lansdowne

COLEMAN HAWKINS—Body & Soul

SUNDAY MORNINGS

**I**

BOBBY HILES—My Special Angel

IAN HOWARD

MERLIN HUGHES—That’s Why I Love You So Much

HAPPY DAY CROSS—Good Feelings

HARLECTION PAYS Movie News

GEORGE JONES—The Very Best of

TOM JONES, This Is

CHUCK JACKSON, Go ‘Round

JACOB’S CREEK

MAYLIN JENNINGS, Vocalin, VSL 2783

GEORGE JONES—I’ll Share My World With You

WANDA JACOBSON—The Happy Side of Wanda

STONEWALL JACOBI—I Pinned My Past Today

THE JIMMY JONES QUARTET

JIM & K JESSE—Saluting the Loners Brothers

JACK JONES—A Tune for Us

**K**

ANITA PERRS Presents Teresa

LARGEST BREWING—Music to Magnify

ANDRE KOSTELANETZ Greatest Hits

PETER KELLEY—Path of the Wave

KINGSMEN—Daddy Sang Bass

KINGSTON TRIO—Once Upon a Time

STEVE LAWRENCE—You’ve Got to Be Mine

JOHN LENNON & Yoko Ono—Unfinished Music No. 2: Life with The Lions

PETTY LETTER

CHARLES LLOYD—Soundtrack

LIVING SONGS—A Tribute to Dr. Martin L. King

VYCLE LATTES—Debut

LIBERACE—Greatest Hits

JACKEY LOWE—This Is What You Want

HUNGE LISTER & THE STATESMEN—Thanks to Rock

THE LONDON SCENIC, Amazing Adventures of

LIVING VOICES—The Impossible Dream

LIVING BRASS—Music from the Graduate & Other Concert Rites

LIVING MADRIGAL PLUS STRINGS—Play the Great Madrigals

BOB LEWIS—Come On Home

LITTLE MARCY WAITS

**M**

VANDORFEKIDS—Medium

GARY McFARLAND—Synthetic Visions

BROWNIE McGINNIS & SONNY TERRY

M & THE DEVIL—The Anthology of British Blues

THE MERCY & LOVE (Can Make You Happy)

MIGHTY CLOWNS OF JOHNNY SING w Session Men, The Nightingales

ESTE ES MELINDA

THE MONEY’S Greatest Hits

ENRIQUE MONTONEL/EL NINO/EL PILL—Fuego Fria

YOONDE MUNGO—Presenting in Sublime
genius

JIMMY MURRAY—The Bury Man

JIM MOORCROFT & HIS SAX OF GOLD

MIYUKI MURASAKI—Makings—The Night They Raided Minsky's

VINCE MURPHY—The Jasmine Don’t Get You . . .

RALPH McGUIER—Light Frames a Second

STEVE MILLER BAND—Brave New World

ROB MUIRHEAD, The Best of

JANE MUNROE—Altered State

PAUL NICKLORN—The Love of God

AL MARTINEZ—Jacomelo

MONTAGE

MAX MOBTONE—All the Turn of the Century

**N**

NINO RICCI

THE NASHVILLE BRASS Featuring DANNY DAVIS Play More Nashville Swing

THE NASHVILLE STRINGS Play Great Country Hits Vol. 2

LUISITA AMERICANOS—Nashville Tijana Style

VIVIANA NAVA—Yesterday, Today, Tomorrow

ANTHONY NEWLEY, The Best of

NOLSON—Harry

PETER NERO—Love Trip

**O**

OUTLAW BLUES BAND—Breakin’ In

STERLING BING—Here Come the Birds

STERLING BING—Play Music From Other

STERLING BING—Play Dynamic Percussion

BUCK OWENS In London

ORIGINAL CAST—All the Turn of the Century

Max Morath

**P**

CHARLIE PARKER, VOL. 2

PETER PAUL & MARY—Peter, Paul & Mary

JEAN-LUC PONTI—Electric Connection

CHARLOTTE PRIDE, The Sensational

CARL PERKINS Greatest Hits

TIETO PENNENT—Dance Magic

PERSICILLIO PAPA—Pecola Blues

**R**

ELI RADDEN—Don’t Raise My Boi to Be a Soldier

BOB RAY—Assabulst of a Mystical Soul

THE REFLECTION—The Electric Church Soul

DINGO HUNTSMAN—Bull & Jester

JOHNNY RIVERS—A Touch of Gold

MURREY ROMAN—A Blind Man’s Move

DIANA ROSS & THE SUPREMES—Let the Sunshine

This month’s product list includes LPs which were released during the past several weeks and are considered as part of the manufacturers’ January release. Listings are in alphabetical order by artist in pop, and by composer or author in classical and spoken word.
AN OPEN LETTER TO THE MUSIC INDUSTRY:

The Pocketdisc introduction in Detroit, Michigan, started a new era in the record business -- "mass merchandising through vending." This automatic retailing approach to record sales has clearly demonstrated problem-solving benefits at all levels of the highly promotional and risky "singles" business.

Those early testing days in Seattle provided us with many marketing "facts of life" -- the importance of reliable equipment, servicing, promotion, location and selection.

The Detroit introduction, the beginning of a nationally expanding program, is 100% vending.

Consumers have responded early with over 1,000 audited purchases a day from 42 locations since May 26th, when the market opened.

Retailers, solving completely their problems of singles pilferage, inventory investment (they have none with vending), traffic, clerk time, and current product availability, endorse Pocketdisc vending.

The 24 record companies (representing 150 labels) who have entered into repertoire license agreements for Pocketdiscs will gain new sources of revenue as vending expands and, equally important, will have their artists and hits promoted in new ways to new customers. Our licensing policy gives all companies the same deal, including the right to recapture.

The unrest and general pessimism presently surrounding single record sales at all levels of distribution is merely a cry from the marketplace for something new. A new concept in marketing. A product that is sympathetic to today's "facts of life" as opposed to 1949 when the 45 had its day of glory.

The ultimate success of Pocketdisc vending will depend on many things. We feel the three essentials are the following:

1. An all-label availability on Pocketdisc and in vending equipment to assure the consumer total selectivity.
2. A willingness to try new forms of distribution and new location points of sale.
3. A concerted effort to improve vending equipment and point of sale promotion.

Americom has undertaken to solve points 2 and 3 -- we ask you all to join us in making #1 possible. There is a business to lose by inaction -- or one to build on if you move soon.

Sincerely,

Frederick Hyman
President
Thrashers & Goff Move Into Fast-Food Operation

BIRMINGHAM — The Thrasher Brothers and Jerry Goff, leading gospel singers from this area, have expanded to include a restaurant chain, Mr. Good Guy.

This is the first gospel group to enter into the fast-food operation. They had been involved in Baylor Dean's Choral Work to Be Published

WACO, Tex. — An original choral work by Daniel Sternberg, dean of the School of Music at Baylor University, has been accepted for publication by Sacred Songs here.

Dean Sternberg has written original music as a text from the Episcopalian Order of Worship. The work is entitled, “Grant We Beseech Thee.”

Sacred Songs, the music publishing division of Word, Inc., has scheduled release of this selection for September of this year.

“This work is effective and can be used by churches of all denominations,” said Fred Bock, director of Sacred Songs.

Sternberg has been with the Baylor music school since 1942, and became dean a year later.

advertising, television production and patent medicine.

The new chain, Mr. Good Guy, recently absorbed two other food corporations, Franchise Management and Investment Corporation, and Faster Foods, Inc., of Gaddesboro, Ala.

Jerry Goff, who becomes president of Mr. Good Guy Franchise Sales Corp., said top executives and food experts had been brought in to give impetus to the nationwide program.

Another move made by the Good Guy team was connecting with the Thrasher Brothers, nationally syndicated television show, “America Sings,” which is programmed on 82 markets. The Thrasher Brothers are Alabama-based and now have a direct tie with the restaurant chain.

Jim Thrasher is executive vice-president of the Mr. Good Guy Franchise Sales Corp.

Feliciano Lights Fire

Continued from page 23

week at the Music Fair and is a well-balanced show. In fact, all the performers relate to one another — Sherman has the Mintendo of the stage during the act, and they also join in a singalong with Feliciano at the end of his act.

IAN DOVE

THEPerPixel

From The Music Capitals of the World

(DOMESTIC)

MEMPHIS

The staff band at American Recording Studios at 827 Chelsea for Chips Moman’s American Group Productions are working on their own album for release in the near future. The group that has played the rhythm sections for such artists as Elvis Presley, B. J. Thomas, Dusty Springfield, Neil Diamond, the Yellow Paryon, Playboys, Wayne Carson, Ritz Coolidge, Jackie Deshannon and numerous other artists, will have their own instrumental on the APL label. Stanley Greenberg, remixed and edited some of Spector’s artists. B. J. Thomas, who records at American, Liberty’s Timi Yuro is due at American the first week of July. James has produced a single and is preparing material for an album on the Buttercups label. Jack Grady of Nashville, with April Blackwood Music Co., as a Memphis singer, is helping Grady with the Gentry’s first big recording, “Keep On Dancing” that put Mo- man in the star status, placed several songs with various Memphis recording studios. Grady is a frequent visitor to the Thrasher Brothers, Larry Rodgers, producer-manager of the Lyon Recording Co., at 1518 Chelsea, has been working with his artists Steve Bogard, Shelly Hensley. He assisted Monument’s Bob Beckham produce an album on Tony Joe White, which is expected to be released soon as a follow-up to his hit single recording. Dan Penn, producer-writer at Lynn-Lon, worked with the Uniques and plans a session with Vic Waters. Stan Kessler, vice-president of Sounds of Memphis, has recorded an album on the “Memphis Horns,” several of the top brass players in the Memphis, including Wayne Jackson and Andrew Jackson, who play with Stax’s Sam-Moore, played with Wayne and Richard’s Memphis, including John Munasco, Phillips works with his father’s Sun Rec- ord Co., and Holiday Inn Rec- ords.

Ray Brown, president of National Artists Allocations, has a 22-day tour line up for Jerry Lee Lewis that includes stops at Paris, Tenn.; Ashville, N.C.; Lexington, Ky.; Huntsville, Ala.; Crab Orchard, Ky.; Greenville, S. C.; Richmond, Va.; Manassas, Va.; and Central Park in New York. Better still, president of Continental Artists has signed At Green to an exclusive booking contract. Willie Mitchell, producer at Hi Record Co., recorded Green. Dan Jackson, producer for Mar- thers, manager of two of Memphis’ top underground acts, Crazy Horse, and the Changeling Tymes, said they will begin a tour of the Midwest.

JAMES D. KINGSLEY

NEW YORK

Alcoa’s Vanilla Fudge will appear at the Festival of Venice TV competition in September on invitation of the Rivi Rock Co. The group will play the Singer Bowl on Sunday (11); and Pittsburg’s City Arena until mid-November. Chuck Barris is making a six-city

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SWANEE RIVER BOYS

BLACKWOOD BROTHERS

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THE VANGUARDS

THE STAMPS

THE REBELS

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“THANKS TO CALVARY”

SPL 6080

COUNTRY SINGLES— 5 Years Ago

1. Together Again—Buck Owens (Capitol)
2. I Love You—Byrds (Columbia)
3. Wine, Woman and Song—Loretta Lynn (Decca)
4. Mobtown—Eddie Bond (Columbia)
5. Understand Your Man—Johnny Cash (Columbia)
6. Sing A Song—The Judds (MGM)
7. Love Is On The Line—Jim Reeves & Del Reeves (RCA Victor)
8. I'm A Fool To Care—George Jones (Mercury)
10. For All We Know—Bobby Bare & Billie Jo Spears (Capitol)

COUNTRY SINGLES— 10 Years Ago

1. Battle of New Orleans—Johnny Horton (Columbia)
2. Home—Jim Reeves (RCA Victor)
3. Heartaches By The Number—Ray Price (Columbia)
4. White Lightning—George Jones (Mercury)
5. I'm In Love Again—George Morgan (Columbia)
6. Big Bright Spangled—Willie Lee & Stoney Cooper (Riviera)
7. We’re Gonna Win—Porter Wagoner (RCA Victor)
8. Take It Easy—Loretta Lynn (Decca)
9. We’re Going To Need A Whole Lot More Paper—Brand New Day—Merle Haggard (Capitol)
10. Set Him Free—Sheker Davis (Capitol)

Yesteryear's Country Hits

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

For more of these disks in your local musical field, see their listings in Billboard's 'chart' of today and tomorrow.

COUNTRY SINGLES— 5 Years Ago

1. Together Again—Buck Owens (Capitol)
2. My Heart Skips A Beat—Buck Owens (Capitol)
3. Wine, Woman and Song—Loretta Lynn (Decca)
4. Mobtown—Eddie Bond (Columbia)
5. Understand Your Man—Johnny Cash (Columbia)
6. Sing A Song—The Judds (MGM)
7. Love Is On The Line—Jim Reeves & Del Reeves (RCA Victor)
8. I'm A Fool To Care—George Jones (Mercury)
10. For All We Know—Bobby Bare & Billie Jo Spears (Capitol)

COUNTRY SINGLES— 10 Years Ago

1. Battle of New Orleans—Johnny Horton (Columbia)
2. Home—Jim Reeves (RCA Victor)
3. Heartaches By The Number—Ray Price (Columbia)
4. White Lightning—George Jones (Mercury)
5. I'm In Love Again—George Morgan (Columbia)
6. Big Bright Spangled—Willie Lee & Stoney Cooper (Riviera)
7. We’re Gonna Win—Porter Wagoner (RCA Victor)
8. Take It Easy—Loretta Lynn (Decca)
9. We’re Going To Need A Whole Lot More Paper—Brand New Day—Merle Haggard (Capitol)
10. Set Him Free—Sheker Davis (Capitol)

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THE BLUE RIDGE QUARTET
AND THAT'S ENOUGH

featuring "I'VE BEEN BORN AGAIN"

Waco, Texas 76703
From the Music Capitals Of the World

**DOMESTIC**

- **Continued from page 52**
  - on Wednesday (2) at Cleveland's Public Auditorium, Louie Bellson will conduct. Columbus's Andre Koseluzki will conduct the Ohio State University Concert Band and a six-piece band that will feature a trumpet, tenor saxophone, trombone, and the Ohio State University Concert Band. The concert will feature the music of Vivaldi, Mozart, and Handel.

Steve Payne has joined the Ritz Brothers as an additional to their repertoire. The young singer, from Toccoa, Ga., is only 17 years old but has been singing professionally for the past four years. He was married last week to the former Delphina Kettler in Texas. This was the second family marriage in the last few months. Granddaughter of Kathy Hildreth, Lou Williams Hildreth, was married last week to Jim White of Tutsi, Ohio.

- **Beyond MY LONE STAR**
  - The new RCA Victor release, "The Crazy World of Arthur Brown," is a collection of ten tracks by the British rock group, "Amanbobo." Duke Vaughan, Frank Zappa, and Captain Beefheart have been known to use their voices as instruments, and "The Crazy World of Arthur Brown" is no exception. This album is a must for any fan of experimental rock and roll.

**Shaped Notes**

by Bill Williams

**TOMORROW**

- **Continued from page 23**

15 years for rock to gain its confidence, its sense of identity, to overcome the establishment's repress of original sin. But it won. Rock sees what it is and likes it anyway. They won't take rock 'n roll away from us now.

Hard rock has blown itself out, hastened by the break-up of Cream. While it was here in full force it instantly flushed musically clogged minds, each mighty, cathartic psychedelic wave therapeutically brainwashing congested brain centers. Ultimately, hard rock became so loud, so consuming, instead with its own dumb energy some huge, massochistic. Despite its lack of originality, hard rock rock eddies away. For after the wars of hard rock for subjugation of the senses, peace prevailed. With only a capacity for intensity on the high, hard waves of sound, they became omnipresent, completely futile. In the end, when the Who had had it and The Doors closed for good, one long sound will survive like the single voice of a choir in unison. Silence? A vapid sound. Sex, beauty, myth — the lyric could steal into and settle.

So, after almost two decades of experience, rock is retreating through the backwoods where hillbillies drawl and lewks as though they were speaking to tell stories. In the meantime, the mountains, Sam Phillips brought us Elvis Presley, and with his renunciation in Memphis, perhaps Elvis is trying to tell us something. Too. Rock in the rural countryside the energy of the Country Joe McDonald, the Country Joe & the Fish, NRBQ, Crosby, Stills & Nash, Glen Campbell, and the folk and blues revival. This is the song branch, having come full circle where rock 'n roll awaits us full-grown, nearing its first birthday and ready for the second generation.

The subject of this column will be music: rock, pop, folk, soul, country and blues music. Specifically, we will try to interpret the trends in music through news, views and interviews with the music-makers. So send your music, your music-makers, or word about them, to me, Ed Ochs, at Billboard.
The 8-Track Tape Cartridge System is celebrating its FIFTH Anniversary . . . Five years of dominating the American Tape market to become the most popular of all tape configurations in the U. S. Now, another major step . . . the launching of an 8-track merchandising thrust internationally.

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A MAJOR EVENT FOR TAPE

the 3rd Tape Cartridge Forum
August 3-6, 1969
Hotel Mark Hopkins, San Francisco, Calif.
Under the auspices of Billboard and Merchandising Week

RECORD RETAILER 7 Carnaby St., London W1, England WANT TO KEEP ON TOP OF THE BRITISH MUSIC AND RECORD SCENE? Each week, RR (Britain's only record/music industry publication) tells it like it is. Subscribe today. Rates for one year: U. S. & Canada, $30.00 per year; U. K., £4.16.0; Europe, £6.00. Rates elsewhere on request.

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AMERICANA SERVICE.
IT'S LIKE EATING YOUR WAY BACK INTO AMERICAN HISTORY.

If you were sitting around the table in 1775, you could have feasted on juicy Boston Brisket of Beef. The way Paul Revere loved it. In rich, brown herb gravy. But since you missed that opportunity, we're giving you another one. Fly coast to coast with us in 1969, and you can enjoy that Boston Brisket just the same. Or maybe you'd prefer a sizzling steak, the way Diamond Jim Brady loved it. Or a steaming plate of stuffed Chicken New Englander, in sherry wine sauce.

We're giving everyone a choice of three real American dishes. Cooked while you fly. Also a big fresh salad and a hunk of pie for dessert. And there's a stewardess dressed in the spirit of the American Revolution to serve it all to you. It's part of our new Americana Service coast to coast. Just ask your Travel Agent about it. From reservation to baggage pick-up. Americana Service means a little extra for everyone on board. No matter where you sit. It's the best way to get from sea to shining sea.

Fly the American Way Coast to Coast. American Airlines.
of moving from upper rooms to a larger exhibit below, Walter Kay's, a New York music jobber, said, "We just couldn't believe the difference. We had consular trade exhibits of our own, one dealer from La Fayette, Ind., bought my entire exhibit, reduced the prices, he said; a whole works.

Ross Grant, educational sales manager, Conn Corp., said his firm was happy with its move to one of the new exhibits. Electrical electronics has revolutionized the approach to music instruction. Conn, WittRussell, Baldwin, Fender, Yamaha and other firms showed various methods being used to produce music instruction in schools.

Electronic applications in insturments have included such items as a pedal bass from Fender which allows a bass player to play bass, guitar and keyboard. For example, a Lowrey organ with built-in tape recorder for fielding in Brinn's show. Gibson's Les Paul guitar with built-in microphone was combined with an amplifier for increased flexibility on stage; and the number of flat tops (see separate story) with electronic pickups.

CHICAGO -- Summer television shows by such big-name performers as Glen Campbell and Johnny Cash and shows of flat top guitars, steel guitars and even banjos, according to exhibitors at the National Association of Music Merchants (NAMM) show here last week. Many imported lines of acoustic guitars were shown. "Anything acoustic," said a well-spoken dealer, "is a good," said Gretsch's Bob Korona. New shapes, improved finishes and the sophistication marked many lines.

A spokesman at the David Dexter exhibit said flat tops in the $100 range were moving well. German-made Cordova models, the Conrad line from Japan and American-made Henry and Flat tops, many with built-in pick-ups.

Merson Musical Products showed a new shape in its full line comprising thightree models priced from $150 to $175. One feature nylon strings and a $15 model: one was a 12-string model. The firm also showed five models of the Larder Ironwood, priced from $79.50 to $139.50. "Guitarists are looking for function and sound, particularly in Europe," said Magnus Hendell of Coral-Danefo.

CHICAGO -- Full-line music stores, many of which discontinued handling records several years ago, may reacquire their attitude about a record department now that rock jackets are of computerized service. According to Harold D. Veronzo, Hotone music merchant from Kan- kula, computers and computer equipment dealers, Veronz was out of the recording business for years. Now he has a stock comprised of about $12,000 worth of pre-recorded records.

Here for the National Association of Music Merchants show, Veronzo said, "I'm making about 26 cents per net now. This isn't quite as much profit as when I was doing all my own buying. But J. L. Marsh & Co. make it so simple that I'm beginning pleased. Their firm showed me that per square foot, a record department could make more money, was able to change the amount of space. In all, the change in space to use more electronics and more radio.

Everything is automatic. All clerks do is pull the off the computer and put it on the counter. Once a month the computer checks the books to make sure we are in order. They don't sell us stock that isn't in the computer. We return a ticket on an item we've sold or they may not ship it to us on order. We can get a question about our sales future.

On the other hand, they have a nice idea that quarterly. When "Ronnie & Juliet" was scheduled for release, they mailed a catalog with Kayanne we had 25 copies of the soundtrack a week before.

He said his firm, Veronzo's Musical Store, has had record sales for years. "Up until about nine years ago. It just became impossible to keep up with all the different distributors. The book work alone just wasn't worth it. So we were out of record entirely for seven years."

Veronzo also noted that he is new handling prerecorded tapes, both cassette and 8-track cassettes. "Tape is ticketed just like records. I had been selling players and now send people direct to the street for tape. Now I can pick up this business myself."

He indicated that his record department was not as important as a traffic stimulant as may be the case with other dealers. "We have the traffic, anyway. What we want to know is the amount of money we could make from the space used for displaying records. We're very happy to be back in the record business."
A Look at New Products at the NAMM Music Show

SHURE exhibit. K. R. Reichel, Howard Harwood, M. G. Ritcher and Ed Meyers (from left) show that confident look of satisfied music men at the National Association of Music Merchants (NAMM) show last week.

MERSON'S new r&b guitar is being demonstrated by Michael Sidney. Others (from left), Joe Davis, Gerry Landis, Bernie Weiner and Tony Jerome.

GERRY MARTEL and Norm Weiland at Sorin's exhibit.

SUNN'S Bill Eberline and Bob Selby talk about their new amplifier.

HAL LEONARD'S Neil Baudhuin talks to Mr. and Mrs. Clark Yanda of Kearney, Neb.

VOX organist Bill McCoy and guitarist Donald Duffy team up to demonstrate the Continental Baroque and Viper guitar.

RICHARD FLORA and Bill Sutherland discuss Electro Voice's new amplifier.

Happy group of music merchants talk shop at Hohner's exhibit.

INNOVEX's Bill Skully shows off for Jim Grabbe and Joe Cappo.

BRUCE BOLEN demonstrates Gibson's Les Paul professional model at Chicago Musical Instrument's exhibit.

JIMMY LEVESQUE, 11-year-old organist, plays the new Thomas Organ.

HAMMOND'S newest organ is tested by Mr. and Mrs. Earl Brose.

CHICAGO music dealer Milt Shocket listens to Bill Fox (right) of Hansen Publications.

GRETSCH'S Sho-Bro is examined (above); Merson's Craviola is demonstrated (below).
NEW YORK — Continued healthy growth for phonographs was predicted here during the recent Consumer Electronics Show (CES). Electronics Industries Association (EIA) staff vice-president Jack Wayman predicted phonograph sales will reach $7 million by the 1970s. But prerecorded tape and pocket-size singles will begin cutting into the sale of records, according to John P. Thompson, Arthur D. Little, Inc., who said the 45 rpm single "may disappear by the 1960s." Despite the tremendous growth of tape equipment, phonographs of portable type, wall and console design were in great evidence at the CES.

Wayman, of the EIA Consumer Products Division, disclosed that these units, in spite of all the competition from numerous other consumer electronics products, experienced a revolution during the 1960's, both in design and sales volume. He said that during this period, a new record of over 6,000,000 units at a cost of $300 million annually, at factory level, was realized. He attributed its new acceptance to the consumer's willingness to conform with the public's demand for more sophisticated and better performing units.

Wayman revealed that in 1960, an estimated 50 per cent of the total console model sales were electronic amplifiers. Last year, however, this figure dropped to three per cent and, the trend shifted to models containing either AM or FM radios, not both.

He pointed out, too, that most of the demand is for stereo equipment, even in portable and table models. "With the added impetus of stereo state components and high wattage compactos, sales will reach the $2,000,000 unit level as we enter the '70s," he said.

Thompson estimated retail sales of phonographs were about $700 million last year. However, he gloomily predicted that it will fall to $600 million by 1975, and attributes the gradual decline to current excesses over cartridge and cassette. He also expects a leveling off of long play record sales this year, even though they climbed in 1968 to an estimated $1.05 billion, a 20 per cent increase over the previous year.

Although he believes a leveling off of record sales, Thompson does not anticipate a significant decrease of any kind in the case of phonographs. He feels that this segment of the industry will remain at a steady level for a while because of sophisticated sales promotion.

He continued: "The singles record market, which has shown little or no growth in the last five years, will meet with further intense competition in the 1970's, and could possibly disappear from the market altogether by 1975.

Thompson predicts that the biggest enemy of the 45 record will be the four inch, polyvinyl chloride disks and prerecorded tapes. He said that not only are sales of these units down, but also the promotion of these units is decreasing, because they do not give the same, the same entertainment value as the 45 and can be sold to the consumer at half the cost.

He cast a longer shadow over the 45 record industry when he disclosed that prerecorded tapes will be used in jukeboxes, as well as in radios. "It appears that about 40 per cent of the 45 record sales will be to the jukebox market, the competitive threat is significant."
Garvin Drops Little LP: Still Believes in Concept

By EALR PAIGE

CHICAGO — Garvin Sales Co. here, national producers-dis- tributors of Little LP albums for jukeboxes, is discontinuing the operation due primarily to busi- ness circumstances stemming from a pending merger. President Robert (Bobby) Garmina, a strong believer in the seven-inch stereo album configuration, said he still thinks the concept has merit and work with the proper co-opera- tion of labels and the continued support of music buyers.

Commenting on Garvin’s nearly two-year involvement with Little LP’s since assuming distri- bution from the Seeburg Corp., he said, “Sure, Little LP’s are a good idea. They can be successful with the proper co-op- eration from manufacturers, part of which would be adoption of a return privilege, and which would be the desire to make them, to believe in the concept.”

Ohio Supreme Court’s Pin Ruling Stirs Trade

By JANE SCOTT

COLUMBUS, O. — Opinions of operators and distributors throughout the country are offered in regard to a ruling by the Ohio Supreme Court recently that re- verse the record company and declared that “added amuse- ment” machines (pinball games) constituted gambling. “The decision affects only ‘Fun Spot’ and ‘Fun Way,’ two pinball type games, said Sheldon Gisser, vice-president, counsel, Cleve- land Coin Machine Exchanges, Inc., “but I don’t like what the de- cision may forecast.”

The case, in which a motion for a rehearing has been filed, stems from the so-called Still- maker suit instituted six years ago involving Stillmaker Dist. Co. and 18 other operators

HOLIDAY TITLE STRIPS are part of the merchandising ideas being generated by Coin Machine World Co., a 36-year-old New Orleans operator whose shows have been published with much of its success on inventive programming. All strips are pro- duced on the firm’s addresso- graph machine. Various cate- gories are pin pointed as seen above.

German Show Near Sellout

By WALTER MALLIN

BERLIN—The International Coin Machine Exhibition (IMA), which will be held in one of Eu- rope’s most modern exhibition buildings, the Berlin Congress Hall, from March 16-19 has attracted so much traffic that even the event, and the ZOA, the central association of operator organizations, is arranging a number of seminars. One of them will be given by Dr. Rene Koenig, head of the Institute of Sociology of Coin Operated Machines, and will deal with the psychologi- cal aspects of players of pay- out machines.

Dr. Adolf Arnold, the lawyer who has represented the German coin machine industry in the past few years, has also been invited to talk on the subject of the amusement tax. Dr. Arnold will show a riverboat shuffle on the Wann- derer, an antique tobacco box, and a banquet at the Berlin Hilton. Further information about IMA can be obtained from the IMA Bureau, Emser Strasse 45, West Berlin.

We Just Can’t Find Jukebox LP’s: Buchman

DETROIT—The introduction of Americor Corporation’s 50- cent priced Pocketdisk has demonstrated that experienced and established vendors hold the key to the success of the concept, according to Larry Kanaga, vice-president. Since the introduction of the nearly four-inch-size record, op- erate similarly to stamp vendors, he said. The logical entrepreneurs. Two new prototype models will be introduced here shortly, he said. Weekly gross receipts of as much as $350 have been re- ported during the first 15 days involving 42 locations.

After the introduction of the records here was conducted through Handlerman Co., the di- vision of Commonwealth, quickly saw the value of bringing in Union Coin Service Co., a firm headed by William

New Ditchburn Music Unit

CHICAGO—The Ditchburn Organization, Inc. has intro- duced to the consumer market, “Roxbury,” a coin- operated playback tape unit, as well as pingo and announcement systems.

Designed to supply background music in office shops, waiting rooms, and similar establishments, the system was developed eight years ago by the firm’s parent company and located in England. It has since been marketed in 28 different countries.

Ditchburn, which also manufac- tures vending machines, is offering a large exclusive as- sortment of prerecorded music in eight and four con- tinuous playing cartridges.

Users can either lease or pur- chase the unit from distributors, along with its diversified tape library. The company’s library of background music includes standard balanced tapes for easy listening.

Van Koughnet established in 1929, as a servicing adjunct, Kanaga said.

“This company has seven service trucks and quickly con- vinced us that we need profes- sional vending operators to han- dle the machines. In time I think vendors will realize that Pocketdisk represents another profitable and exciting product.”

He said he realized that bulk operators may be unfamiliar with what current recordings are required but the Americor is establishing a supply co-ordinating service based on trade paper charts of best-selling sin- gles, local charts and radio play lists. “We can supply the expert- ise on inventory,” he said.

Americor currently has re- leased agreements with enough record manufacturers to allow for about 60 per cent of the Top 40 records. Kanaga said record manufacturers are be- coming increasingly interested in the Pocketdisk concept.

Vendor Has Key Role in Pocketdisc

MAYOR RICHARD DALLEY of Chicago received firsthand information about the vending industry when he participated in Illinois Automatic Merchandising Association, James O’Connor; Louis A. Cappello, Illinois council president; Al Martin, James DiCola, and Heinz Jeske.

We Just Can’t Find Jukebox LP’s: Buchman — Continued from page 3

continuing his album program. He said, “If I could get what I want, I want it and with a basis of return on what I can’t move, I would show the record companies that there is a definite market for Little LP’s.

After the completion of a Tom Jones album on order right now. The problem is I can’t get proper LP’s, we want, and instead, we’re only (Continued on page 63)

Segall Dies

BOSTON — Coin machine pioneer Harry Segall is dead. The 68-year-old veteran of the coin-, pinball, and amusement industry passed away recently at the Cliff House Nursing Home in Win- throp, where he lived.

Segall, active until his death in almost every aspect of the coin machine business, was treasurer of Kiddietime Corpo- ration, largest distributor and con- cessionaire of coin-activated children’s amusement rides and other types of vending equip- ment in the New England area. He also founded, in 1927, the State Vending Company in Bos- ton.

The Winthrop resident was a member of the Music Operators of America (MOA), the Massa- chusetts Coin Machine Associ- ation, Winthrop Associates, Win- throp Knaps and past chair- man of the combined Jewish Philanthropies of Winthrop.

In addition, he was a past presi- dent and treasurer of Ocean Lodge (B’nai B’rith), a member of the David A. Laurie Lodge, Knights of Pythias, and Temple Tifereth Israel.

He is survived by his widow, Esther, and three sons. He was buried in the Hebrew Progres- sive Cemetery, West Roxbury.
Garwin Sales Dropping Little LP

- Continued from page 61 although some labels, as in the case of Epic, produce product and it directly through their distributors.

He mentioned some complications.

- Lack of a wholesaler return privilege. “Since what we bought from manufacturers couldn’t be returned, our buying had to be severely restrictive. On product we moved the profit was good, but no matter what direction we took we ended up with heavy amounts of dead inventory.”

- Difficulty in packaging material. “Amazingly strong titles and artists resulted in ‘stiffs.’ This was particularly true on album with the title beginning ‘greatest this or that.’ The greatest hits by an artist are great for sales of 12-inch albums but not for 7-inch jukebox albums, because apparently in too many instances the strong titles in a ‘greatest’ package have already reached a saturation point on jukeboxes.”

- Delay in packaging. “We generally worked with labels advising them what to bring out and avoided the poor releases as much as possible, but there was still the problem of getting a title as many as two or three months late.”

- Poor operator support. “Although many operators have done an exceptional job with Little LP’s, and in many, many instances we have had terrific sales of an album in quantities between 5,000 and 7,000, overall, operators have not supported the concept. Considering that if just half of the 500,000 U. S. jukeboxes used LP’s, a sale of 7,000 of a title represents less than 1 per cent.”

- Regional preferences: “We could never set up quotas for one-stop, and in fact, told our sub-wholesalers they could buy whatever quantities they wanted.

The result was that a c&w album, for example, would sell extremely well in, say, the south but do nothing elsewhere. The same with r&b. We were stuck with really terrific titles by such artists as Otis Redding, Percy Sledge and others. Under Seeburg, quotas for distributors could be set up as reflecting the regional popularity more accurately.

- Indifference to the Little LP’s ability to promote music on large albums or tape. “I think that, basically, many labels do realize that the Little LP is an excellent exposure medium for the 12-inch album product, but when it is finally analyzed, apparently the manufacturers see the production of Little LP’s is not worth the promotional advantages.

At one point, Garwin was releasing Little LP’s from nearly 20 labels, many on an exclusive basis. The latter included A&M, ABC-Atlantic, Command, Decca, Dunhill, London, Monument, Parrot, Reprise and Warner Bros. “We added others, too, notably Plantation, but received delivery on the Jeannie C. Riley package very late. “Many of these labels, I’m sure they still do. We had Capitol, Columbia, Mercury, Epic, Gordy, Motown, Phillips and Scepter, too. Epic, for example, believed in the concept so strongly that they released Little LP’s through their own distributors and still do.”

Garmsa spoke quite candidly about the slight problem of transition from Seeburg distribution. “Originally, we told Seeburg distributors they could handle albums exclusively if they moved enough merchandise, otherwise, we would give the product to one-stops in their area. We had really no problem except in Philadelphia where a Seeburg distributor was doing a terrific job. Finally, we did sell a one-stop there who complained and the problem was solved.”

Garmsa said, “I can understand what was the point of view. The availability of product to one-stops has never been good and they need the assurance there will be a solid flow of good items. But we could not buy everything, nor even buy as strongly as we would have preferred in many instances, because we had no return privilege. What we couldn’t sell we had to take a loss on.”
Two New Security Measures for Wurlitzer Operators that Quickly Pay for Themselves

WURLITZER MODEL 207
INCOME PRINT-OUT COMPUTER

Here is the most businesslike way of recording income that has ever been devised. On first call collector inserts pre-printed ticket in this Wurlitzer Income Computer, tears off serial number at bottom and returns it to the office. On each following trip he re-inserts ticket and gets instant reading of all money inserted in the phonograph and wall boxes since last call. The Income Computer simultaneously registers nickels, dimes, quarters, halves and dollar bills. Totals cannot be seen by anyone in location except location management and operator personnel.

DOUBLE LOCK SECURITY
COIN BOX PAYS FOR ITSELF
IN ADDED PROTECTION

Now available—a coin box that automatically locks the coin opening when special key is inserted to remove it from the phonograph. Second key to remove the money remains in possession of person authorized to record its contents. No unauthorized party can remove box from phonograph or contents from box. Simple installation. No change in regular cash box door or door key. Double lock means double security at an extremely reasonable price.

FOR PRICE AND DELIVERY SCHEDULE SEE YOUR WURLITZER DISTRIBUTOR

WURLITZER Americana III
BLUE CHIP INVESTMENT IN AUTOMATIC MUSIC

THE WURLITZER COMPANY
Phonograph Department
North Tonawanda, N.Y.
Plan 2 New Record Vending Units

- Continued from page 61

Improvements in Americom's machines have been suggested by Union service personnel, he said, indicating again how experienced vendors figure in the picture. Union, for example, suggested using hinged front doors.

New Models

Another improvement was to lower the height of the machines, to conform with requirements of various locations. One of the new prototypes will measure five feet in height, be 30 inches wide and have 18 selections with a back-up stack of 75 copies for each title. This unit is being considered where stores might require two machines.

The other new machine will also be five feet high but 36 inches wide and have 66 selections with 50 copies of each title. Increased capacity is being developed by using a thinner wrapping envelope for the tiny disks.

One model will have a quarter-only coin mechanism: the larger capacity unit will accommodate coin increments of 5, 10 and 25 cents. The machines do not accept coins if a selection desired is sold out.

Kanaga said about four or five new records are added each week and that locations are being offered 20 per cent commissions. Machines are loaded with about 50 titles of secondary sales rating.

Operators will be interested, he said, in knowing that typical locations include Spartan Atlantic, Federal Department Store, Montgomery Ward, Topp, Yankee, Crowley and K-Mart outlets. A surprise to Americom was the success of sales in Grinnell Music stores, which primarily sold albums, he said. Locating the Americom vendor, it is felt, could result in an operator opening up possibilities for other machines.

Get and hold the best locations with Victor's Selectorama® Console & different styles

BUILT FOR BUSINESS! MARK BEAVER Bulk Vending Machines

CHICAGO — The National Vendors Association (NVA) reported last week that in certain instances it has been successful in asking a manufacturer of bingo chips to alter the design so that the coin-like disks will not be credited by bulk vending units. NVA also is offering a new group liability insurance policy and a new variable pension plan.

Co-counsel Morrie Much advised operators to let the association know as soon as possible if they were encountering a slugging problem. "We have written manufacturers, and upon our request, they have altered their manufacturing processes or the shape of the particular product so that it could not be used in our machines.

We can also obtain the cooperation of several other trade associations that are plagued with similar problems and that would also contact the manufacturers to urge their modification or discontinuation of the particular product."

NVA is also asking members to indicate if they want special decals to be placed on machines that warn about the federal law prohibiting sales of slugs. The ideal would quote the law, which states that the penalty is imprisonment up to one year, a fine of not more than $1,000, or both.

If enough operators are interested, Much said, they may obtain the decals at NVA's cost. Operators are urged to indicate the quantity of decals they need.

LaSalle National Insurance Co. is the new NVA carrier of a group liability insurance policy. The coverage and premiums are nearly identical with the previous carrier. Much said. NVA made the change in order to impose a $1,000 deductible and raise the premium.

A broader selection of variable equities in retirement and investment plans is possible under a new plan offered by Pension Investment Associates of America, he said. A similar plan, which may be used to qualify for tax deductions on an individual basis, was offered previously but met with little response. Much urged members interested in the new plan to fill out and return a card that has been mailed to members.

NEW PRODUCTS

Penny King

Three new quarters mixes consisting of one with jewelry items, another with huge snakes and crocodiles and the third featuring half jewelry and reptiles have been introduced. In dime mixes, Penny King features one highlighted by a large, metal yo-yo and inflatable turtle; another mix consists of birthstone rings and a special printed display showing the rings and corresponding birthstones.

One-cent items recently introduced include a western mix consisting of dogs, pistols, in a holster, sheriff's badges, etc. Other penny mixes include dolls from all over the world, third parties, tangrams, dominoes and a "No Parking" sign.

A jumping skeleton, reptiles in brilliant colors, capsule puzzles and circus series, rings and painted puppet heads are all included in a series of five nickel mixes. The firm is also promoting a factory clearance of stone, flicker and cupped rings.

BALLY UNITS GO TO ZAMBIA

CHICAGO — A chance remark on "To Zambia," made by the advertising manager of the Bally Manufacturing Corporation, has proved prophetic for the company, which has just added Zambia to its export market.

At a recent press conference, Herb Jones, Bally's ad manager, told his audience that his organi- zation's shipments spanned the world from A to Y — Australia to Yugoslavia. Disappointed that he could not add Z to the alphabet, he said optimistically, "On Zambia.

Today Bally is preparing to ship its new four player flipper game, "Gator," to an operating company in Lusaka, Zambia.

JULY 5, 1969, BILLBOARD
Jukebox LP’s: Buchman

- Continued from page 61

getting what the record manufacturers want to give us.” Buchman echoed Garrison’s complaint about a lack of a return privilege. “We do need it, and we also need an adequate reorder system. I’m willing to order albums in reasonable quantities but I need protection, too.”

A veteran of many years in the record business, Buchman complained about manufacturers “shoving product down my throat.” He also said, “It’s too many cases, the manufacturers wait too long to release a title. Why not bring out material when it’s hot?”

Everyone contacted admitted the subject of Little LPs was complex. Since their introduction they have been the subject of long dialog Music Operators of America (MOA) conventions. “It’s not the operator’s fault,” said Bill Cannon, Haddonfield, N. J., operator and former MOA president long involved in dialog with record makers. “The problem is with the one stops. If one-stops urge operators to use albums, operators are taking advantage.”

“We log the play on all locations and often an album is in the top 10—that’s the top 10 according to times played. In terms of money, it means we received a quarter and the album played as a Timesales thing for anything else. In other words, albums earn the most money for us.”

Cannon said his firm maintains 10 Little LPs on each jukebox and changes one every six months. He termed the problems with Little LPs “too unfortunatethey do have a place in the scheme of things.”

“Record companies must press with a number of things that we do not want to get the public wants,” Guerruccio charged. “We will find that out of 10 singles, five or six will be jazz. Now, I have nothing against jazz, but Little LPs lean too far in that direction.”

“There appears to be a change to reorder albums. If we order right off the reel we are out of luck. Our distributor received 50 of ‘Help Yourself’ by Tom Jones. We took 30 and ordered 17 more. Later we were told that was it. Meanwhile, our locations give us fits because we can’t get albums around this album.”

“We just can’t get enough of the good artists. We never had an album on Vicki Carr, Perry Como, only one on Glen Campbell, none on Stevie Wonder, Elvis Presley, O. C. Smith and many other artists. We can’t get good teen albums by the big groups such as Three Dog Night, Blood, Sweat and Tears, Jr. Walker or Booker T.”

Wayne Hach, A & H Enterprises, here in suburban Arlington Heights, said, “Albums are really valuable to us in locations patronized by people 35 years and older. This crowd is buying albums for their stereo sets and will play jukebox albums by artists they recognize.”

“If record manufacturers want to go to one-stops the one-stops could then set up the release on Little LPs. I can see some of the record companies’ reasoning. That is, they produce Little LPs to excite artists.”

Hesch doesn’t agree that collaboration with one stops is necessary. “Poor jukebox albums material is material that are truly the greatest hits by an artist we’d get to play. I could use 13 copies now of ‘Greatest Hits’ by Johnny Mathis on Columbus.”

New Releases For Phono Vue

MIAMI—New film releases have been announced for the Rowe Phono Vue, according to record co-coordinator Ronald Goldfarb.


Blue releases are Elevator Girl, 2920Q, to be paired with “Is There Anything Beautiful About Making Love,” Phila Soul; or “Getting Away,” Phila Soul; Computer Girl, 2920QK, with “Can’t See Myself Leaving You,” or “The Feeling Is Right,” Atlantic; Sidewalk Cafe, 2920K, with “Good Good Lovin’,” Atco; or “Twenty-Five Miles,” Gandy, and Playmate, 2920GQ, with "Over 400 attended the recent Coin Machine Division, United Jewish Appeal (UJA) dinner. Seated (from left) are Mr. and Mrs. Theodore Blatt, Rabbi Ronald Milstein and Mr. and Mrs. Gilbert Sorrin. Members of the coin machine industry involved in the fund-raising drive, which ended with $36,000 in pledges, were Moyer C. Parkhill, Carl Pavesi, Ben Chicosky, Harold Kaufman, John Bilotta, Abe Green, Bill Kohner, Sam Schwartz, Albert Simon, Mervyn Beididt, Jack Wilson, Max Klein, Max Weiss, Irving Holzman, Morris Weintraub, Al Miniaci, Michael Mulrueen, Sidney Mittelberg, Abe Lipsky, Seymour Pollak, Louis Wolfberg, Bernard Anstonoff, Sam Morrison, Martin Herschman, Bob Carr, Bob Austin and Edward Adlum.

MORE UJA GUESTS: From left, Mr. and Mrs. Albert Denver, Monsignor John Kelly and Mr. and Mrs. Harold Kaufman. Denver was the guest of honor.

EVERY LOCATION a "PROFIT-LAND" with NORTHWESTERN 60 BULK-PAK

New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers—any location. Operators all across the country BWUL-PAK delivers greater profits because it uses nationally advertised merchandise—suitable for all locations. Packages are held to a bare minimum. Just package merchandise in container and take out the extras. Location tests prove Bulk Pak is a #1 Money Maker. Write, wire or phone for complete details.

GROUND-BREAKING Ceremonies for the new Automatic Coin Equipment factory. Mrs. Dorothy Collings, wife of ACE Industrial Holdings, Ltd., chairman Maurice Collins, digs in. Watching in rear (from left), are S. A. Ryan, director, Automatic Coin Service (Cardiff) Ltd.; Mrs. Roger A. Collings; Maurice Collins, chairman of Industrial Holdings; Mrs. Judy Prescott, daughter of C. Wynn, company secretary, Automatic Coin Service (Cardiff) Ltd.; Mrs. Michael C. Collings, and Mrs. Mrs. Collings, aged director, Automatic Coin Equipment (Cardiff) Ltd.

"Love What We Have Joined Together," Bell, or "New Shoes," Metromedia.
Courses at the school were held under the direction of Harry D. Gregg and Robert Harding, two of the firm's (a subsidiary of F.A.B.) most experienced field service representatives.

Subjects consisted of: mechanical operations of the Wurlitzer Americana 111 phonograph chassis; electrical circuits; schematic reading; remote equipment; trouble shooting; and review of all phases of the Wurlitzer Americana 111 phonograph.

Among those attending the three-day course were Arthur Stokes of Birmingham, Ala.; Clarence Thornton, Larue Pitman, Nelson R. Brit and Perry E. Knowles of the Blalock-Pensacola Amusement organization; Cleaver Allen and C. H. Stumpe attended for SAC Enterprises of Warrington, Fla.; while Joe Gunn represented his own organization, the Joe Gunn Music Co. of Tuskegee, Ala.

Other attendees were William H. Craft, who attended for Blalock-Pensacola Amusements and Aubrey Irby for Jet Amusement Co. of Moss Point, Miss. C. D. Benecl of the Brossell Amusement Co. came from Mobile, Ala.; and Sam Crockett represented F.A.B. Representing Blalock, Music of Pensacola were Harry M. Enery, Eugene F. Rhodes, Albert Blalock, H. E. Parks and Fletcher E. Blalock, Jerry Burnett, John Britt and Lee Truider were also in attendance.

"Operation Key Man," the SEGA sponsored annual round-the-world trip for selected employees of the company, will get underway on Aug. 1, this year. Three key staff members will participate in the two-month long business orientation trip. They are Richard Langston, special assistant to management, Kawasaki Watanabe, M.P.C. department chief, and Kozo Nakamura, manager of Bowling Center Operations.

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Ohio Pin Ruling
• Continued from page 65

The evidence until a case is closed, then destroyed.

The Court ruled that amusement has value. Added amusement, such as free halls or free games, would have additional value.

Would bowling machines and pool tables be included in this decision?

"That depends upon what they are used for. The Court has ruled that additional amusement has value. We're not singling out any particular device. We have a responsibility to see that there is no gambling on liquor premises in Ohio," Moon answered.

There are about 300 or more pinball machines covered by this recent Court decision in the Greater Cleveland area, Cornelia said.

JULY 5, 1969, BILLBOARD
THE GITARZAN ALBUM IS A REAL MOTHER

AFTER AN INDISCREET AFFAIR WITH D.J.S IT GOT PREGNANT IDEAS AND...

"ALONG CAME JONES"

Ray Stevens' New Born Single Smash!

Monument is artistry
TELL ALL THE PEOPLE
(B/W Easy Ride)
EK-45663.
Produced by Paul Rothchild.
Sung by the Doors on their forthcoming TV Special.

Also available on all tape configurations by Ampex.
The soul excitement of the Mad Lads is an important ingredient in this powerful package which will be well received by all gospel singing groups via their ever-reliable distribution system. The Mad Lads' ability to get into the essential appeal and potential of the material is on better and stronger performances of "San Nicola," "Loves in These Tymes," and "Great Love Stories," and an outstanding "By the Time I Get to Phoenix."

STEVE CROPPER/ALBERT KING - FOLKWAYS (Jass-Tonnel). This album is a gas. Three great guitarists, Cropper, King, and Braxton, join forces in the great blues trio format. Another "That's All," but one that is third to etc.'s version of "Tupelo." Pure soul and truly a fulfilling package.

JAZZ

HUGO WINTERHAMER & HIS ORCH.-Your Favorite Motion Picture Music. This is a special package which will be well received by all jazz groups via their ever-reliable distribution system. The Hugo Winterhamer & His Orch. will do well in their jazz circles. This album is a must for all jazz groups.

JAZZ & BLUES

RHYTHM & BLUES

SOUNDTRACK

SOUNDTRACK-The Last Man. UNI 73002 (S)

POPULAR

LADIES OF SONG—Everybody Will Be Happy. Word WST 4872 LP (S)

JAZZ

BROTHER JACOB McGUIN-Get A Woman. Prestige PR 7410 (S)

GOSPEL

LADIES OF SONG—Everybody Will Be Happy. Word WST 4872 LP (S)

SPOKEN WORD

DICK WHITTINGTON AND HIS CAT-Choice Tunes. Camden TCD 1205 (S)

RHYTHM & BLUES

OLIVE & THE NIGHTINGALES-Star STS 2021 (S)

SPECIAL MERIT PICKS

from "Roman and Juliet," it also features five arrangements of recent hits such as "Mrs. Robinson," "Daisy May," and "It's Too Late for Us." The collection also includes five other major hit songs which are "Tupelo," "San Nicola," and "The Soul of Strings." The album is a must for all jazz groups.

CLASICAL

SELECTIONS FROM "THE FEMALE PRIS-

er." This is a special package which will be well received by all jazz groups via their ever-reliable distribution system. The Hugo Winterhamer & His Orch. will do well in their jazz circles. This album is a must for all jazz groups.

JAZZ

R&B

MARCH MADNESS RESOURCES: Part two of the "Big Band" series. This album is a must for all jazz groups.

SOUNDTRACK

SOUNDTRACK-The Last Man. UNI 73002 (S)

POPULAR

LADIES OF SONG—Everybody Will Be Happy. Word WST 4872 LP (S)

JAZZ

BROTHER JACOB McGUIN-Get A Woman. Prestige PR 7410 (S)

GOSPEL

LADIES OF SONG—Everybody Will Be Happy. Word WST 4872 LP (S)

SPOKEN WORD

DICK WHITTINGTON AND HIS CAT-Choice Tunes. Camden TCD 1205 (S)

RHYTHM & BLUES

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CLASICAL

SELECTIONS FROM "THE FEMALE PRIS-
New Tape CARtridge Releases

- Continued from page 18

MGM
HAYNE RENTWORTH (as of the
Dream of the Day and Town and Country) (4)
PT 43949

Miro
THE ALFRED HUTTENBERG-The Alfie Roost
Quinte! New Album Featuring Rare Black, (2)
LB 25410

Musician
TITO RODRIGUEZ-Censored; (B) LTD.
AL 1009
THE TITO RODRIGUEZ-Instrumental Polkas La
Patro, (B) LTD-856-601, (4) F80-004

Project 3
ENRO LIGHT & THE DRUMMERSCENE-
(17) LTD-300, (4) LTD-425
ENRO LIGHT & THE GILLITNGER GUITAR-
Friends Light & The Glistening Guitars;
(18) LTD-5038, (4) LTD-5038

Skye
MYRTLE & BANJO-Gennevilles (4); (B) LTD-1006,
LTD-1006
GRAB-EAT Feeding Life. (R) LTD-1007,
LTD-1007

Stella
BENNIE WITHERSPOON-Orchestra-Palm
Beach, (B) LTD-856, (4) LTD 856

CONNECTING THINGS ORCHESTRA-Juda to
Elyria; (B) LTD-227, (4) LTD-227
BENNET WITHERSPOON-Orchestra-
Elkhart, (B) LTD-829, (4) LTD-829

CONNECTING THINGS POLKA BAND-County
Country Western Polka; (B) LTD-902
STANLEY & HIS PENNA. CORAL MINERS-
Stanley & His Penna. Ever Mines; (B)
LTD-962, (4) LTD-962

Stop
JOHNNY RUSH-Sound of a Heartbeat;
(8) LTD-1102, (4) LTD-1102
DARYL RUSH-Song Hanging (8) LTD-1007,
LTD-1007

GEORGE MORGEN-Gorge Morgan Sings Like
(8) LTD-1009, (4) LTD-1009

TETRAGRAMMATON
TOM GRIFFITH-Tom Ghost; (B) LTD-113,
LTD-113
SUMMERSWILL-Summertime (8) LTD-114,
(4) LTD-114

PATT ROONE-Departrnent; (B) LTD-116,
LTD-116

GREATLY-Greatly, (B) LTD-3002,
LTD-3002

Vee Jay
JIMMY JONES-Jones Meeting Saturday Night-
Hannaford Style; (B) LTD-1074, (4)
FSD-1074

JERRY BUTLER-Crying Up on Love; (B)
LTD-1086, (4) LTD-1086

Wand
BIBI WARMICK, BARBARA LYNCH &
OTHERS-The Orange Sunshine Four Polka
Festival; (B) LTD-886, (4) LTD-886

White Whale
NINO & APRIL-All Shining Out; (B) LTD-7113,
LTD-7113
KERRY GRIFF-Bus TV; (B) LTD-4001,
(4) LTD-4001

MUNTZ
Dunh
PETER MARSHALL-For the Love of Pete;
(2) DOT 12950

Dunh!!
MAMA CLASS-Bubble Gum, Leonard &
Mama Class (4); (B) LTD-886, (4) LTD-886

THE HAPPY RAY CHORD-Beaming; (2)
DUNH 5007

SIXTH ORK SIGHS-Suitable for Framing;
(2) DUNH 1007

THE LOMBARD SISTERS SMASH!

CONTINUED FROM PAGE 18

the city for the needed $2 to
$3.5 million. Under
the arrangement, the
company would receive bond
interest and participation in
the property for a predeter-
rmined number of years.
Liberty Tape Duplicating
rented property in a factory
in Omaha for the duplicating of
Liberty/UA records and those of
independent custom clients. This
rental arrangement was vacated
when the company moved to
Council Bluffs. The new plant will
manufacture 4 and 8-track reel-to-reel
and cassette tapes.

IRVING KESSLER, second from left, Liberty/UA vice-president, talks about new Liberty Tape Duplicating plant in Council Bluffs, Iowa, with, left to right, Robert Ray, governor of Iowa; U. S. Sen. Jack
Miller, and U. S. Congressman William Scherer.

Lib. Tape to Build
A Factory in Iowa

NEW YORK — Liberty Tape
Duplicating, Inc., a subsidiary of
Liberty/UA, will construct a
plant in Council Bluffs, Iowa.
Liberty has the option of provid-
ing its own financing in the
lease-purchase agreement with

Switch to Small Amps; Echo
Emphasis Is on Quality

- Continued from page 58

does not advocate a complete switch to smaller equipment.
"With larger" despite these smaller cabinets, quality of tone
will be almost completely lost," he said.

Ross revealed that EMC is currently working on a revolu-
tionary new amplifier which would incorporate the quality of tone
with compactness, as well as a
dother of several totally new features
designed to put it ahead
of other units already on the
consumer market. He would
disclose what the new features
will be.

One company which does not agree that musicians are turning
to smaller and softer amplifiers, is the
Danelectro Corporation, whose "Coral" division manufac-
tures amplifiers and guitars ex-
cursively.

The company claims that
young people—the market to
which its sales are geared—will
buy larger and louder amplifiers
in spite of claims of ear
damage.

"Many younger buy an
amp more readily when they
learn that because of its sound,
they're likely to be impaired," said
Mike Berkowitz, one of the
company's representatives.

To substantiate its claim,
Coral has just produced a unit
with eight 12-inch speakers which
operates with a 1,000 watt head.
It was by the largest unit of
the National Association of
Manufacturers exhibition show.
Berkowitz waived the suggestion
of softer sound and greater
quality by saying that only
studio musicians buy them.

"And they are not concerned
with sound anyway," he said.

Amplifiers appeared in the dis-
plays of more than 100 exhibi-
tors.
Trans-Canada Distrib Rights to Polydor

ONTARIO — The GR talent Bureau, a management and promotion organization, has had its top act snared by a major U.S. record company. VILLAGE S.T.O.P., a veteran Ontario band which has recently worked briefly in the northeastern U.S., has signed with Super K Productions and Kaskat Music of New York.

The contract calls for the group to undergo an immediate name change. Now the band will be known as Crocodile. And will make its record debut via the newly formed Super K label distributed in the U.S. by Bud- dah Records and in Canada by Quality.

The 13-cut comedy album by Ivon Deschamps, who won a grand prize as best comedy album in the recent Festi-Film-

(Continued on page 76)

New Arts Center to Make Ottawa Swing!

By RITCHIE YORKE

OTTAWA — The nation's capital is a small town with little night life and, apparently, very little interest in art. Situated to the north of and between the two major entertainment centers of Canada, Toronto and Montreal, this city is little more than a one-night stand for touring acts and local talent invariably has to go north to make good. The shot in the arm should be the brand-new National Center for the Performing Arts, a combination of theaters and concert halls (three in all), which will hopefully attain the status of a national home for the theatrical and musical arts in Canada. The programming line-up (which opened at the beginning of June) are of a high-brow slant, naturally, but it is to be hoped that the public and general aura of glamour and festivity which will inaugurate the complex, will rub off on the entertainment scene as a whole.

The initial week featured Gordon Lightfoot and Monique Leyrac, and on June 14 a rock show was booked for the concert auditorium featuring Ken- nington Market, Robert Charlebois, Ottawa band MRQ, the (Continued on page 76)

2 New Labels By Pickwick

TORONTO — Pickwick Rec-ords of Canada will launch two new labels, Sound Canada and Hi-Life.

The Sound Canada label, at $5.99, will be handled exclusively in Ontario by Robert J. Stone of Canada, in Manitoba and Saskatchewan by Canadian Supply in Quebec, and the Ottawa Valley by Almada Corp., and in the Maritimes by Crawford Atlantic Ltd. A distributor in British Columbia will be named shortly.

The Hi-Life label, a budget line, will be sold directly through Pickwick Records to all rack jobbers and one-stop through-ou-

Both lines will feature Canadian talent including the Rockpile, the Scottish, Donnie Scott, Al- len Sist-ers, the Northern Lights, the Rhythm Ramblers. Additional releases in the near future will include the Yabbits, a Canadian Impresario, and a third line of Pickwick International Productions, a major price line, to be handled by Sound Canada distributors. The line is presently being handled by Pickwick International Inc. in the U.S.

Billboard's Canada's Top Singles

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label &amp; Number</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BAD MOON RISING</td>
<td>Credence Clearwater Revival, Fantasy 622</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>IN THE GHETTO</td>
<td>James Brown, Federal RCA 57547</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>LOVE THEME FROM ROMEO &amp; JULIET</td>
<td>Henry Mancini &amp; His Orch., RCA 74-031</td>
<td>5</td>
</tr>
<tr>
<td>4</td>
<td>BACK</td>
<td>Beatles, Apple 2400</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td>THE ISRAELITES</td>
<td>Abba, Atlantic 25129</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>LET ME</td>
<td>Paul Revere &amp; the Raiders, Columbia 4-6435</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>BALLAD OF JOHN &amp; YORD</td>
<td>Beatles, Apple 258</td>
<td>2</td>
</tr>
<tr>
<td>8</td>
<td>YOUR MAN</td>
<td>The Yardbirds, Apple 1805</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>BABY I LOVE YOU</td>
<td>Andy Kim, Stood 1201</td>
<td>2</td>
</tr>
<tr>
<td>10</td>
<td>GOOD MORNING STARSHINE</td>
<td>Crosby, Stills &amp; Nash, Atlantic 5209</td>
<td>2</td>
</tr>
<tr>
<td>11</td>
<td>SEE</td>
<td>Aretha, Atlantic 2624</td>
<td>2</td>
</tr>
<tr>
<td>12</td>
<td>HEINE MAN</td>
<td>Bachman-Turner, Evert 3202</td>
<td>2</td>
</tr>
<tr>
<td>13</td>
<td>SPINNING WHEEL</td>
<td>Blood, Sweat &amp; Tears, Columbia 448711</td>
<td>2</td>
</tr>
<tr>
<td>14</td>
<td>LOVE ME TONIGHT</td>
<td>Tom Jones, Parrot 40063</td>
<td>1</td>
</tr>
<tr>
<td>15</td>
<td>GOODMAN</td>
<td>Gene Pitney, Apple 1805</td>
<td>7</td>
</tr>
<tr>
<td>16</td>
<td>HONEY SHE</td>
<td>Sonny &amp; Cher, Epic 13391</td>
<td>7</td>
</tr>
<tr>
<td>17</td>
<td>BLACK PEANUT</td>
<td>Sonny &amp; Cher, Epic 13391</td>
<td>7</td>
</tr>
<tr>
<td>18</td>
<td>CRYSTAL BLUE PERSUASION</td>
<td>Jimmy Webb &amp; the Partridge Family, Roulette 7955</td>
<td>1</td>
</tr>
<tr>
<td>19</td>
<td>EVERY DAY WITH YOU GIRL</td>
<td>Classic TV, Imperial SB 0878</td>
<td>1</td>
</tr>
<tr>
<td>20</td>
<td>ON HAPPY DAY</td>
<td>Edwin Hawkins Singers, Pavilion 0001</td>
<td>1</td>
</tr>
</tbody>
</table>

Billboard SPECIAL SURVEY For Week Ending 7/3/69

This Week Last Week TITLE, Artist, Label & Number Weeks on Chart
1 | HAIR | The Cowsills, RCA 11500 (W), Columbia 11500 | 7 |
2 | BLOOD, SWEAT & TEARS | Columbia CS 9720 (S) | 7 |
3 | BAYOU COUNTRY | The Box Tops, Fantasy 9087 (S) | 7 |
4 | NASHVILLE SKYLINE | Bob Dylan, Columbia KCS 9825 (S) | 7 |
5 | FROM ELVIS IN MEMPHIS | Elvis Presley, RCA LSP 4103 (S) | 4 |
6 | ROMEO & JULIET | Soundtrack, Capitol 57293 (S) | 6 |
7 | LED ZEPPELIN | Atlantic 30121 (S) | 7 |
8 | AGE OF AQUARIUS | Vanguard, Capitol S 310 (S) | 3 |
9 | GALVESTON | Glen Campbell, Capitol S 310 (S) | 7 |
10 | TOMMY | The Who, Decca 67025 (S) | 2 |
11 | HAWAII FIVE-O | C.A. & the Pinkman, Liberty 137 8061 (S) | 7 |
12 | HELP YOURSELF | Tom Jones, Parrot PAS 71205 (S) | 7 |
13 | ENGELBERT HUMPERDINCK | Parrot PAS 70206 (S) | 7 |
14 | GREATEST HITS | Donovan, Epic BN 26499 (S) | 7 |
15 | STAND | Sly & the Family Stone, Epic BN 26456 (S) | 4 |
16 | JOHNNY WINTER | Columbia 3-E 9296 (S) | 7 |
17 | ON THE THRESHOLD OF A DREAM | Moody Blues, Decca DE 18025 (S) | 1 |
18 | OLIVER | Soundtrack, Elpis 890 (S) | 7 |
19 | IN-A-GADD-A-DIVA | Atlantic, Mon 50 9250 (S) | 6 |
20 | CLOUDS | Joni Mitchell, Reprise RS 6241 (S) | 2 |

Capitol Records (Canada) Ltd. Appointments

Arnold Gosewich

Mr. Ronald M. Plante, Executive Vice-President and General Manager of Cap-itol Records (Canada) Ltd. is pleased to announce the appointment of Mr. Arnold R. Gosewich as National Marketing Director in his newly created position. Mr. Gosewich will be responsible for CDP (Capitol Distribution) of the Canadian market and the company's national promotion activities.

Mr. Gosewich has had 12 years experience in the music industry and is a graduate of Franklin College (Pittsburgh, Pennsylvania). He is a member of the Music Industry Research Administration. Prior to his appointment he was National Marketing Director of Music Sales and Kensington Distribution, subsidiaries of Capitol Records (Canada) Ltd.

Alex Sherman

Mr. Ronald M. Plante, Executive Vice-President and General Manager of Cap-itol Records (Canada) Ltd. is pleased to announce the appointment of Mr. Alex Sherman as National Marketing Director in his newly created position. Mr. Sherman will be primarily responsible for the implementation of the company's national advertising and sales programs and for the handling of additional record titles for distribution.

Before joining Capitol Records he had experience in the music publishing industry as was formerly President of Sherman Enter-prises Ltd., and most recently Vice-President of Warner Bros Limited, a sub-sidiary of Capitol Records (Canada) Ltd.

Billboard has THE CHARTS

Canadian News Report

VILLAGE S.T.O.P. TO SUPER K

ONTARIO — The GR talent Bureau, a management and promotion organization, has had its top act snared by a major U.S. record company. VILLAGE S.T.O.P., a veteran Ontario band which has recently worked briefly in the northeastern U.S., has signed with Super K Productions and Kaskat Music of New York. The contract calls for the group to undergo an immediate name change. Now the band will be known as Crocodile. And will make its record debut via the newly formed Super K label distributed in the U.S. by Bud- dah Records and in Canada by Quality.

The 13-cut comedy album by Ivon Deschamps, who won a grand prize as best comedy album in the recent Festi-

(Continued on page 76)
From the Music Capitals of the World

TORONTO
James Brown show drew 5,000 to Maple Leaf Gardens on eve of Toronto Pop Festival. This is Toronto's third pop fest, following the 1964 and 1966 editions. There are an estimated 100,000 music fans in Canada, exclusive of those who will attend the B.C. and Montreal festivals. A modest number of rock and roll records initiated promotional campaigns, including the new Argonauts' 'Wild Wolf,' a single which was donated by the band to the festival organizers. Toronto theaters to program selected music with lobby billboards, promoting appropriate credits. Deal with the London-Sydney-Paul Clark and Dick Trottler.

HAMBURG
Capitol's Brian Browne Trio at Stampeders. London Records Melbourne for Calgary band selected Toronto theaters. W-7's release....

LONDON
Disk jockey John Peel is launching a 3-D TV program here through CBS although Elektra in U. S. is nervous about the project. Peel, the manager of the London's Medallion label who merged with CBS last year, has been in charge of the program for 28 years. Peel is known among disc jockeys and CBS engineers as a man who is interested in the development of new media.

Hamburg, Germany, has recorded an album by the group Sugar who started as a garage band in 1967. The album was produced by Hans-Rudiger Kreutz and is called "The Blue Album." The group includes Ralf Koenig on vocals, Udo Klos on guitar, Kees Hoeber on bass, and Rainer Klie on drums.

The album contains a cover of the Beatles' "Help!" and a version of "A Hard Day's Night." The group's sound has been described as介于披头士和滚石乐队之间.

The album was released in March 1968 and is considered a landmark in the development of the European rock scene.

SAN JUAN
Lucita (Hi-Parade-RC) pre-records her second single, "Nana" on CBS's "San Juan" television series over Channel 4. She leaves for dates in Venezuela. Mexico, and Argentina. Radio stations throughout the world play Lucita's music, and her "San Juan" album has been a best-seller in Latin America.

ANTONIO CONTIENDRA

 해결

TOKYO
Yoko Moriyama, the only Japanese pop singer to appear on the Japanese Top 10, "Idol's" hits chart, is currently one of the hottest new talents in Japanese music. Local artists continue to dominate the singles field, but foreign imports are making inroads. Top hits on the single charts are primarily from CBS's "Japones" and "Japones Romantic," with occasional appearances by the "Japones Pop" and "Japones Rock" charts.

Guitarist Minoru "Gee" Osaki, formerly of "Bossa Nova," is now playing with the band "The Gee's" and has recorded several albums for the independent label "The Gee's" Tone, a new label launched by the "The Gee's" management.

JOHANNESBURG
The second stage of the CBS Rock Machine, which has been responsible for some of the most successful music promotions ever launched in South Africa, started June 27. The promotion is developing an extensive "mood scene" of music and film backgrounds in South Africa. The project includes the rest of local music publisher "Merry" and "Gee" Records. It's a joint venture between Miles International... Local group, the Bats, have composed and recorded the theme song, "Rock 'n' Roll Exchange," a locally produced film featuring Graeme Ramsden and James Goodwyn Mullhaland. The film is produced for CBS Records and features recording artists currently producing albums for the 1969 SARI awards.

COBRAO CORNEW, will go live while the artist is in Puerto Rico recording new songs. Sales of music books in Madrid, Mexico, Caracas, and Buenos Aires are doing well. In Los Angeles, Lucita was the first place winner in the recent "Stand-Up" contest. The "San Juan" album is held in Mexico City. Lucita's solo career began when she auditioned for the CBS label.

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Buenos Aires

Ariel Ramírez and Félix Lomniz composers of "La Misa Criolla (Criao) Mass" and "Los Caudillos," had composed a new album, "Mujeres Argentinas," which has been well received. The album is designed to work concerning famous Argentinian women and is expected to be published soon. According to Ramírez, the album features songs from various periods and is expected to be released in April.

Carlos Alberto Martin

EMI is giving strong promotion to its new release, "El Carmen," a collection of six albums from the Doña del Carmen label. The label, founded in 1870, is known for its rich heritage and has produced many notable artists. EMI's marketing strategy for this release includes a series of promotional events and interviews with key figures in the label's history.

Mundo

A new recording by the renowned Latin artist, Mario Vargas Llosa, is being prepared for release. The album, "La Historia," is expected to feature a variety of Latin music styles and is anticipated to be a commercial success.

Lisboa

The premiere of the musical "Lisboa," directed by Jorge Sampaio, is being eagerly anticipated. The musical, based on the life of the famous Portuguese singer, Amor, is expected to be a major box office draw.

Sídney

The Australian folk singer, Kevin Mitchell, is scheduled to perform in Sydney as part of his national tour. Mitchell has gained critical acclaim for his unique blend of traditional and contemporary music, and his performances are known for their energy and passion.

Amsterdam

Telegram Records announced the release of a new album by the Dutch indie band, "De Vlooi." The album, titled "The Last of the Mohicans," is expected to be a hit among fans of alternative rock.

Rádio Martins Amsterdam

"The Last Waltz," a live recording of the Rolling Stones, is being released as a limited edition vinyl record. Fans are eagerly anticipating the release, as it marks the final performance of the band before they disbanded.

Montevideo

Folk singer-composer Jose Corbacho, known for his忧郁的"Estrella" songs, is set to release his latest album, "El Beso," which features a mix of traditional and modern Latin music styles.

Lisboa

The release of the album "O Vento na Serra," by the popular band, "Os Beatles," is eagerly anticipated. The album, which features a mix of traditional and contemporary music, is expected to be a commercial success.

Sídney

The new release by the popular singer, "Desafinado," is expected to be a hit among fans of Latin music. The album features a mix of traditional and contemporary styles, and is anticipated to be a commercial success.

Amsterdam

"La Vida," a live recording of the popular band, "Los Bravos," is being released as a limited edition vinyl record. Fans are eagerly anticipating the release, as it marks the final performance of the band before they disbanded.

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**MUSIC SCENE** PREVIEW

Draws rave notices

LONDON—A special preview of "The Music Scene," attracted a wide audience who were interested in the music industry fraternity that unanimously approved the concept of the new series presented on ABC-TV in the fall and geared to Billboard charts.

Hosted by singer Ken Fritz, with Billboard and Record Retailer, the first U.K. screening at Ronnie Scott's Club was attended by artists, management, and record company promotion chiefs.

Ken Fritz stressed his enthusiasm for U.K. participation, either by way of a direct professional clip or by in-person guesting by visiting talent and said that everything would be done to obtain clearance for TV appearances.

He added that a number of useful production ideas had been put forward to him by U.K. contacts, including the possibility of using stocks here of vintage footage not available to "The Music Scene" in America.

"Noting that CMA will be handling talent buying from the London offices, do you mean to support it. We hope that within months it will be showed over here too. In the meantime send us what you have to show."

---

**Executive Turntable**

Klaus Paulus has been appointed sales manager of Bellaphon Records Riedel & Co. KG in Frankfurt. Appointed as his assistant is Ebbie Delteff

Noting the growth in demand for new record companies, Klaus Paulus has been appointed general manager of the Fidelity group's Advance, the $3,600,000 film and recording studio complex due to open in London at the end of the year. Margrave, formerly producer in the U.K., joins Fidelity from the ATV subsidiary Century 21 Toys and Publishing, where he was general manager.

Walter Siebers, for 11 years manager of the technical division of philips subsidiary, left for new post as manager of Music Carriers, one of the Philips group of companies in New Zealand. Siebers, 48, began his career with Philips in Holland.

Ralph Simon has joined the staff of the Hugo Keleti Theatrical Agency. Simon will assist the agency's general manager Trevor Bowsell with bookings for agents with whom South Africa... Morris (Pancho Cristal) Pelsman has been named promotion man for Puerto Rico by Columbia—CBS International Division.

Bill Fowler is leaving the Arthur Howes office to work in the promotion department of Carlin Music with the newly appointed head, Dave Most. Fowler, who joined Carlin on July 1, has been with the Arthur Howes office for the past three years, handling promotion and the booking of acts.

Peter Gash, an assistant manager of Anglo American Corporation of South Africa, Ltd., has been appointed general manager of Rovok Waddell on the Board of Gallo (Africa), Ltd. Robin Nethers has been appointed musical director for EMI-South Africa.

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**GRT's Pye Deal a Global Scope**

Continued from page 3

presses to set up own operation in U.K.

LONDON — Warner Bros. Reprise, latent of the U.S. company's new London operation, goes independent on Friday (4) with the appointment of the usual drumbeating of a label launch.

Managing director Ian Raffini is keeping the cream of the company's album and singles product in reserve for the new operation, an approach dictated partly by the soft state of the midsummer market and also taken into account his belief that newly recruited staff should be given as much opportunity to find their feet. Releases during this month will be few, with the only two en masse releases being "Ruby, Don't Take Your Love to Town" by Kenny Rogers and the First Edition, and a vintage Bob and Earl recording, "Everybody Jerk." A Sammy Davis, Jr., "Gold Digger," will be issued later that month.

Terms of the ending of Warner's licensing deal with Pye gives Pye self-sell-off rights for six months to any catalog material which the American independent chooses not to buy back. Raffini has been exercised his option to purchase 18 singles and 51 albums for possible future reissue in the U.K. The albums for the first four to be included in Warner's September issue of 20 are also included in the first four to be included in Warner's September issue of 20. Each includes new material from Frank Sinatra, Dean Martin and Peter, Paul and Mary. Raffini describes as "a major part of our function here" signing local talent and entering into deals with independent producers.

---

**Pressing Up In England**

LONDON—After February's dismal trade figures, which sent the production graph hurtling downwards, British recorded product output of more than 10,000,000 pressings, the MCA returns from the Board of Trade reveal that the decline has stopped.

But for the February production of 7,783,000 copies — 86,000 copies better than in the previous month — Britain was still running at 15 per cent less than one year ago. The total production of 4,268,000 albums was 9 per cent higher than 1966. Despite the January decline and the total of 3,497,- 000 was 18 per cent less than 1966.

Although production was dragging, the actual production is proving more healthy. The total average of $6,120,000 was $1,410,000 better than in February, and in relation to March 1968, was up by 10 per cent.

Owing to the effectiveness of overseas trading during the past year, the company's total sales, for the first quarter have remained on a par with last year. First quarter production of 17,100,000 and, 1967 records was 640,000 copies less than in 1968.

**Jazz Band In 50th Yr.**

LONDON—The Hammer-Smith, Palace, one of the main celebratory dance halls in Europe, has adopted a new policy for the second half of the year, with the presentation of classic bands. The first of these for the season is the band of the 50th anniversary of the original Dixieland Jazz Band.

Mecca Ltd., owner of the band in question, has been playing the Dixieland Jazz Band, the Alex Welsh Jazz Band, with special guest trombonist George Chasimson, Stany and Waddell and la Lead of his band the National Dixieland Jazz Band.

Since the OJD opened the (Continued on page 86)

**MCA to Shift Back as Licensee of Decca Ltd.**

Continued from page 1

negotiations had taken place with British Decca over future handling of U. S. Decca product.

MCA will retain a certain amount of independence by acquiring and promoting new talent for its subsidiary Uni, which will become an outlet for material on MCA's other labels with an emphasis on British-origin recordings.

MCA was launched in the U.K. in February 1968, after being a single entity the first U.K. single was John Rowles's "I I Only Had Time," which became a major chart success. Since then, MCA has had reasonable success and chart entries with singles by Leyla Lee, issued on MCA under the name of "Leyla," and more recently "Higher and Higher," by Jackie Wilson, which has been a number one on the company's Soul Bag series. In addition, MCA has also had chart entries with Buddy Holly and Bill Haley. An important factor deter-

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**KILIMANJARO BOWS CRYSTAL**

LONDON — President has launched a subsidiary label, Crystal, with single "Kilimanjaro," by Trinidad singer Jon Sands. Crystal will be an outlet for promising Jack Price who will handle all future signings, with President handling promotion and distribution channeled through Selecta.

The idea has been adopted as a theme song by the Tanzanian Tourism Corp. The record will be used for all flights by all Tanzanian Airlines and will be featured in giveaway packets for passengers.

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**New Arts Center to Make Ottawa Swing?**

Continued from page 73

Triangle from Montreal, and Sugar and Spice from Winnipeg, Canada, will be at least in the right direction.

The regular concert scene here has been largely supended, with Pop classical concerts and MOR standards. Like Roger Boffelli and Guy Lombardo will always do well here as will acts like the Irish Rovers. Rock shows have been more of a risk for local promoters though some have done well. Nothing, in fact, any rock talent booked here is of the high-brow, proved-dra w type only. There is no rock hall in the city bringing in regular acts. Le Hibou, a coffee house specializing in folk and blues acts, has brought in a steady stream of top talent and thus has built a reputation for itself all over Eastern Canada. Among acts playing there have been Eric Anderson, Neil Young, Muddy Waters, and James Cotteridge, who provides an opportunity for local rock and blues bands to play after hours. Le Hibou also gives many local musicians a much needed forum.

The present situation here has not been good. Large promotions from student organizations have been unsuccesssful, at least in part through lack of experience and poor planning. There is a definite reluctance on the part of Ottawa promoters to co-operate.

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**Bovema Shift Hits Paydirt**

HOLLAND — Bovema's reorganization during last year has resulted in a large increase in turnover for the EMI subsidiary. The company has embarked on a series of promotional campaign ranging from classical to commercial material. During last year the company has increased its market position in the Top 10 Veronica lists by about 350. The company's share of the market has also been increased for a weekly TV show, "Music in the air," which has proved very popular.

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**Album Charts**

Continued from page 73

Barclays in Montreal, released on Polydor, the album contains material from the group's show in London last month which has been also been a weekly TV show, "Music in the air," which has proved very popular.

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**49th Parallel Moves to U.S.**

CAYLIC—The 49th Parallel, a western Canadian rock band, has signed with ABC Records. The group aims to have a national wide hit single, "Twilight Woman."

---

**July 5, 1969, Billboard**
HITS OF THE WORLD

ARGENTINA
[Country Radio Verbenica] *Denotes local origin

This Week

1. GOODBYE—Mary Hopkin (Apop) [Northern (Paul] 
2. THIS IS THE GHETTO—Gentle Ballad (RCA) [New York]
3. COME BACK AND SHAKE IT—Musicales (RCA) [Argentina]
4. THE BOY—Beatles (Apple) [London]
5. BORN TO BE WILD—Creedence Clearwater Revival (Capitol) [Los Angeles]
6. SIMPLEMENTE UNA VERDAD AMARGA—Vico Mutis (Hispavox) [Mexico]
7. FOR YOU I WILL—Santana (Columbia) [New York]
8. CAN’T HELP MYSELF (SUGAR PIE,ハンカチ) (Cassius) [New York]
9. LUX—Reason (RCA) [New York]
10. IN THE GHETTO—Gentle Ballad (RCA) [New York]

JULY 5, 1969, BILLBOARD
Another explosion!

Dynamic performers... they'll blow your mind!

The Alan Bown!

STILL AS STONE

85047
**Spotlight Singles**

**TOP 20 POP SPOTLIGHT**

**DAVID RUFFIN— I'VE LOST EVERYTHING I'VE EVER LOVED**


**THE GUESS WHO—LAUGHING**

(Prod. Jack Richardson) (Writer: Bengtson-Cunningham) (Beaver, BMI) Black-and-white follow-up to their million seller "These Eyes" is in the same commercial ballad groove, and with the Canadian group. Flip: "Under" (Friends of Mine/Dundie/Cross, BMI) RCA 74-0195

**THE WHO— I'M FREE**

(Prod. Kit Lambert) (Writer: Townsend, Track) (Beechwood) Following up their #1 hit, "Get Happy," his group goes for a change of pace in this easy beat rocker culled from their hot LP "Tommy." Much sales potential here. Epic 72239

**TOMMY ROE & JACK JILL**


**BROOKLYN BRIDGE— YOUR MOTHER & MY WIFE**


**SIR DOUGLAS QUINTET— DYNAMITE WOMAN**

(Prod. Arigo de Masi (Writer: Santi) (Southern Cross, BMI) Interstellar crossover to the kooky side, rock & roll group offering offbeat more sales appeal than their hit. Flip: "I Am Here For You" (Westwood, BMI) Warner Bros. March 7232

**ASSOCIATION— YES, I WILL**


**WILLIAM BELL & CARLA THOMAS— I NEED YOU WOMAN**

(Prod. Abe Laboriel) (Writer: Floyd-Cropper (East-Memphis, BMI)) From the new LP: "Boy Meets Girl," this Faye-Dove Cropper number is marked with a high sound. The flip, "Can't Stop" (Kordim, BMI) Discos 3004

**DEE DEE WARWICK— RING OF BRIGHT WATER**

(Prod. Jack McAllister & Ed Townsend) (Writer: Gospel-Stofen & Camp) (BMI) as it stands in the soundtrack of the new film "Ring of Bright Water," this film theme from the new film "Ring of Bright Water" scores high and strong hit potential. Flip: "Next Time You Fall In Love" (Chess, ASCAP) Mercury 79549

**TIM HARDIN— SIMPLE SONG OF FREEDOM**


**LOU CHRISTIE— I'LL MAKE YOU MINE**

(Prod. Stan Vincent & Mike Duback) (Writer: Lopez) (Pocket Full of Tunes) Rock & roll group taking its first turn at an artist inspired pop follow-up to their hit "Juke Box Hero." This rock & roll smash. Motown 309

**BRENTWOOD WOOD— WHOP IT ON ME**

(Prod. Norman Whitfield) (Writer: Stax) (Stax, BMI) The" Bossom" group has another driving soul smash with much of the same sound that made the "Bosnian" group a hit. The flip, "Take A Chance" (Big Shot, ASCAP) Double Shot 142

**HORATIO— AGE (Where I Started Again)**

(Prod. Casnave, Pastile & West) (Writer: Casnave) (Belleview, ASCAP) Producer, Combs, Polio and West have come up with a winner in this fast sound that should fast establish the group on the charts. Well produced from start to finish, this commercial appeal. "Summertime" (Sundays, ASCAP) Event 3204

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**TOP 20 COUNTRY SPOTLIGHT**

**WYNN STEWART & TOURISTS— WORLD-WIDE TRAVELIN' MAN**


**DOLLY PARTON— IN THE Ghetto**

(Prod. Bob Ferguson) (Writer: Davis) (Browne, ASCAP) Although climbing the chart via the Presley version, "I'll Be Me" material delivered with a country feel to establish her high on country chart. Flip: "The Bridge" (Columbia) (BMI) Columbia 44616

**DEBBIE TAYLOR & HESITATIONS— MAMMA, LOOK SHARP!**

(Prod. Paul Balon) (Writer: Edwards) (Music 20, ASCAP)—A blockbuster cool read of the meeting ballad from Baw's "I've been." With equal potential for pop and R&B, this one has it to go all the way. (No information available) GNP 512

**MARVA WHITNEY— THINGS GOT TO GET BETTER**

(Prod. James Brown) (Writer: Brown-Ellis) (Gamb, BMI) She hit the chart with impact vs. "It's My Thing," and this likely back-slder has the sales, both pop and R&B. (No information available) King 6289

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**CHART**

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

JOHNNY CASH—"That's My Ring Up (Lost, BMI) IMPERIAL 60309

LINDA MARTIN—" Cubs Hit (Beechwood, BMI) IMPERIAL 60308

PENNY BERRICK—"Mama (Heart) (Prestige, BMI) IMPERIAL 60449

TEX RITTER—"Don't Be" (BMI/Cendora Ltd./Glasier, BMI) COLUMBIA 5251

TOMMY FLOYD—"Blue Moon (Centaur, BMI) CELEBRITY CIRCLE 6090

BOB WILLIS—"What Trouble Left Behind (Northern, Sr. of WCA Distributors, BMI) ASCAP 2015

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**R&B SPOTLIGHT**

**SPOTLIGHTS Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart**

THERE ARE NO R&B SPOTLIGHTS THIS WEEK

---

**CHART**

**SPOTLIGHTS Predicted to reach the top 20 of the R&B SINGLES Chart**

ESTHA THE TRICKY MAN & THE AGENTS—"Get Away (Catalouge, BMI) DYNADISC 551

THE MOMENT—"De (Gamba, BMI) STANG 5005

THE FLAMINGOS—"Sucher (Groupies with the Follies) (Bellavie/Berry, BMI)

SOU SOUL BROS. - "Brother (Collins, BMI) ATLANTIC 3465

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All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N.Y. 10036.

July 5, 1969, BILLBOARD
Is it a hit, is it a smash, or is it a monster? Don't ask me, ask Marvin Jacobs at Music Merchants Record Distributor, Detroit, Michigan. And ask the people in Detroit.

Ask Paul Glass at Allstate Record Distributors, Chicago, Illinois. And ask the people of Chicago.


Ask Al Hirsch and Joe Gripp at Matvern in New York. And ask the people in N.Y. They'll tell you it's the biggest selling album to date.

"HOT BUTTERED SOUL" / ISAAC HAYES / ENTERPRISE ENS 1001

We will not run another ad next week, because it will be impossible to list the names and locations of all the people who attest to these statements. But, we thank you for all of your support.

God bless,

Enterprise Records, A Division of Stax Records, A Division of Paramount Pictures Corporation
Also Available on 8-Track & Cassette Tape Cartridges
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<tr>
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<th>Title</th>
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<td>BOBBY GIN</td>
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<td>概况 1105 (S)</td>
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<td>BOBBY ROSS</td>
<td>Adios</td>
<td>概况 1105 (S)</td>
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<td>BOBBY ROSS</td>
<td>I'll Fix You</td>
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<td>BOBBY ROSS</td>
<td>That's How It Goes</td>
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<td>BOBBY ROSS</td>
<td>Drive Me Crazy</td>
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<tr>
<td>BOBBY ROSS</td>
<td>Southbound Train</td>
<td>概况 1105 (S)</td>
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**TOP LPS**

FOR WEEK ENDING JULY 5, 1969

**ARTIST** - Title - Label & Number

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<th>Title</th>
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<td>COUNTRY JOE &amp; THE FISH</td>
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<td>JOHNNY CASH</td>
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<td>IRON BUTTERFLY</td>
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<td>19</td>
<td>49</td>
<td>IRON BUTTERFLY</td>
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</tbody>
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| 19 | 50 | LESLIE CONN 
*Continued on Page 84*
you tarzan - me jane!!

THE HUNTER / SMASH SINGLE / BLU 102
This is the only place you get the original score from T.V.'s DARK SHADOWS.

Here's what Philips gives 6,900,000 Dark Shadows fans no one else can:
16 original songs from the T.V. show.
Exclusive readings by Jonathan Frid (Barnabas) and David Selby (Quentin).

Here's what Philips gives you:
A complete advertising program

PHS 600-314 featuring T.V. commercials adjacent to the Dark Shadows program.
Plus. Special co-op newspaper ads.
Plus. A publicity program with real bite in it.
It's the album and program other labels would give their eye-teeth for.

From the Mercury Record Corporation family of labels
Mercury • Philips • Smash • Fontana • Limelight • Blue Rock • Wing
"National Nielsen T.V. Index—Week of 3/10."
Calvin to Address Forum

tronics Industries Association as president.

Calvin is the son of V. Calvin of Motora, Illinois, and the man who first de-
volved the tape recorder. When T. V. Calvin brought his son into Motora, he was deter-
mind to make public all the fac-
ets of the firm's operation. Robert Calvin was in the ship-
ing department, but he had worked in all the areas of the com-
pany before joining the executive ranks.

The forthcoming Tape Car-
tridge Forum marks the third even-
t of its kind sponsored by Bilbo-
vard. It will be produced for Billboard by James O. Rice Associates, Inc., the firm which has handled the previous tape conferences for the publishing company.

Registration and inquiries for the conference should be ad-
dressed to the Tape Cartridge Forum, Ninth Floor, 300 Madison
Avenue, New York, N. Y. 10017.

Greatest Soul Band Tours U. S. in Fall

NEW YORK — The

Great Sent Soul Band in the Land, English band signed to the Con-

gress record label, has just

put out for a tour of the U. S. this fall. The Band’s first Congress release, recorded in England by Lew Palmore for his own Concert House production com-

pany, is entitled “Something

for My People.” A debut Congress I. P. will be released shortly.

Woodstock Studios Set

WOODSTOCK, N. Y. — A recording center is being estab-
lished here by Woodstock Ven-

ture, Ltd., who have leased a 30-acre site near the Wood-

tock. Mr. Daniels will work a 16-track recording studio and hotel complex.

Joel Rosenman, vice-president of Woodstock Ventures, said the Woodstock Sound Studios will allow producers and artists to create in a pleasant atmosphere where accurate recording time is easy to secure. The studio will provide housing, rehearsal studios, 24-hour kitchen, and recreational facilities, including a swimming pool and tennis court. Stan Goldstein, formerly of Criterion Studios in Miami, is consulting on construction of the studio and will be an en-

gineer there.

Woodstock Ventures is headed by John Roberts with Artie Kornfeld, Mike Lang, and Joel Rosenman serving as vice-presi-

dents.

Record Sales in Tie With Electra

MEMPHIS — Record Sales Company, Inc., the distributor for the Memphis area, has been working with Bill Biggs, Record Sales president, on Electra promotion here.

Arl’s $2,500 To Jazzmobile

Continued from page 1

Jazzmobile already is getting financial sup-
port for its expanded program of entertainment concerts on the streets of New York from Col-
gate-Palmolive, Coca-Cola Boi-

t, and Chemical Bank of New

York.

Jazzmobile’s fifth year of op-

erations, with a budget of $125,000 (24) in Harlem. Jazzmobile has scheduled 15 concerts this sum-

mer and 40 others out of town. The concerts are designed to bring the best of New York’s ghettos.

According to Paul West, the Jaz-
mobile Executive Director, a Jazzmobile Workshop pilot city program will be developed with local musicians who will work with local youngsters who was being planned for 1,201 during the next school year.

A series of lecture concerts by jazz groups in school auditoriums, Negun last year, will be continued.

The concerts will be given Mondays through Friday’s throughout July and August. The concerts cost $1 in op-

eration each night. The cost of operating the two wagons comes to about $5,000.

Righteous Prod.

Into TV, Films

LOS ANGELES—Righteous Productions is moving into TV via a deal with Bobbi Hatfield and Guy Mc-
Elwaine are preparing a TV special and have signed record

Brothers, and will do a TV feature on recording a duet plus footballing in a Down town. In the feature film area Hat-

tfield will be released, which he has purchased Albert Dekker’s novel, "Temptations in a Private Zoo-

one night this year with David Hemmings, who is managed by McElwaine.

Righteous Brothers Music, operated by Hatfield, is now producing the Verve LP "Re-

birth” with Hatfield and his partner, the late Jimmy Walker. Recently signed to the publishing company is Righteous Brothers, London headquarters is Ian Rail-

flint,（guitar）, and Terry Stan-

ley (financial controller), Mike Easter (marketing man-

ager), Dennis De Carlo, and Tony Roberts (professional man-

ager). "Soldiers of the Seven Arts Music," Mike Will's (promotion) and Frank Shau (copyright).

Licensee of Decca

Continued from page 76

A magnificent success of the U. S. in-

dependent, in the K. & K. in-

dependent and breaking new local talent. Although MCA had be-


gn to do this, the company’s build-up of local talent appears to have been insufficient to un-

wind some problematic back catalog, including country material in the United States. MCA has

tried hard to stimulate interest.

Part of this hook catalog was to have corrected the book of a planned British budget label called Contemporary repertoire co-ordinat-

or, Alan Crowder, had already listed 25 albums for the launching, in

cluding material by Buddy Holly and Johnny Burnette but a final release date has not been made known.

MCA source releases, begin-

ning Sept. 1, will be handled from the London Records office at British Decca’s head office.

Jazz Band 50th Yr.

Continued from page 76

Palais in 1919—and apart from its association with various circus' con-
verted for use as an ice rink—

is now being exploited as a dance hall and has featured almost every British band of the last 30 years. Ober Rabin, Ted Heath, Lou Preager, Phil Tate and Joe Loss.

The 50th anniversary jazz jubilee was held at the Royal Albert Hall, which included interviews with band leader Sid Phillips and with artist manager with the Original Dixieland Jazz Band.

Labels Name Dome

NEW YORK — Dome Dis-

tributing Corp. of Long Island City has announced a new New York area distributor for Roulette, Tico, Mardi Gras, Ale-

ger and Calla Records.

July 5, 1969, BILLBOARD
WE HAVE A PROBLEM...
(But It's a Nice Problem)

"TOMMY"
A Complete Rock Opera
THE WHO
DXSW 7205
A deluxe, two-record set with a fantastic triple cover and a full-color twelve-page book enclosed.

In its first week of release, it hit every chart!
In the second week, it jumped at least 60 positions on every chart!
By the third week, it earned the RIAA Gold Record Award for selling over one million dollars at retail!
By the fourth week, it broke in the top ten of every chart and began closing on the number one position.

NOW, HERE'S OUR PROBLEM...
THE ALBUM IS LITERALLY EXPLODING WITH POTENTIAL SMASH SINGLES!
(S! That's plural, meaning more than one.)

Many radio stations are programming the complete two-record set; many cuts are being played; one song has actually made a station's chart based solely on LP play; and requests have been pouring in to release single sides.

We had a problem, and there was only one way to solve it.

We proudly announce the release of the two most programmed bands of the most fantastic album of the decade . . . It's being referred to as the first $10.98 single . . . It's the album of which The New York Times (Sunday, May 18) said "... This might just be the first pop masterpiece."

"I'M FREE"
"WE'RE NOT GONNA TAKE IT"
732519

THANKS FOR THE PROBLEM ...
WE'LL TAKE ALL THE "HIT" PROBLEMS WE CAN GET!

INcredible NEW EXCITEMENT ON DECCA RECORDS
Variety is the spice of MUSICOR'S life

EXCITING NEW ALBUMS IN POP, COUNTRY, UNDERGROUND AND R&B

HUGO WINTERHALTER  YOUR FAVORITE MOTION PICTURE MUSIC /
GEORGE JONES  I’LL SHARE MY WORLD WITH YOU / PAPER
GARDEN  •  REBECCA AND THE SUNNY BROOK FARMERS
UNDERGROUND  /  INEZ & CHARLIE FOXX’S MOCKIN’ BIRD
BAND  FANTASTIC R & B SWINGER  /  XAVIER CUGAT  THE BEAUTIFUL
NEW SOUNDS OF STRINGS.

PLUS A CATALOG OF CONSISTENT TOP ALBUM SELLERS
PITNEY, GEORGE JONES, THE PLAGLERTS, THE MASK MAN, WINTER-
HALTER AND FAMOUS LATIN ARTISTS.

AND DYNAMO RECORDS, DIVISIONS OF TALMADGE PRODUCTIONS, NEW YORK
AVAILABLE ON 8 TRACK CARTRIDGES ITCC • CASSETTES GRT