Ertegun, Holzman

Talk on Singles

NEW YORK—Two key record executives, Nesuhi Ertegun, vice-president of Atlantic Records, and Joe Holzman, president of Elektra Records, analyze the singles problem in this week's Bill- 
board. Ertegun terms the singles, "the most important promotional tool"; Holzman urges more emphasis by rock jobbers on singles in secondary markets. An elaboration of their views follows.

BY MIKE HENNESSY

LONDON—The greater purchasing power of the record buying public has finally improved all-round quality of albums were cited by Atlantic vice president Nesuhi Ertegun as important factors in the de-
cline of the singles market. "But," said Ertegun, "I don't think the situation is as alarming as some people think. Cer-
tainly the overall percentage of LP sales has increased in the last year or so, and tapes are becoming bigger and bigger, but I think singles can continue to survive. Certainly they are an essen-
tial part of the industry," said Ertegun.

Ambassador

in $4.98 LP Line

NEW YORK — Ambassador Records, one of the top manu-
facturers of budget records and children's records, is moving into the re-
lated-priced album field. The new $4.98 Swampliner line will be sold directly to records. Marty Kasen, president of 
Ambassador, has also initiated a talent hunt for the company's $4.98 Red Smash premium line.

Firm Playlist

Here to Stay

BY CLAUDE HALL

NEW YORK — The tight playlist is here to stay, accord-
ing to a vast majority of the nation's leading program and music directors. But nearly to a man they all believe that the tight playlist has boosted re-
cord sales.

A tight playlist, reports WAKY program director Bob Tod, Louisville, allows more exposure to a good record, thus increasing its sales. "Besides, the records that sell in any volume are probably those in the top 10 anyway. The long play-

British Move in on U.S. Scene; Groups Click With Live Shows

New York — British acts are surging in the U.S. in unprecedented numbers this week. Money through the record
number of festivals this season plus greater number of dates a week is the big here. Many of these artists have developed into big draws re-
tionally through their strong per-
formances in America.

An example of the scope of the British invasion was one re-
cent New York weekend when the attractions performing here included Blind Faith, Ten Years After, Joe Cocker, John May-
all, Spooky Tooth, Jeff Beck Group, and Free. That week-
end members of Led Zeppelin and Jethro Tull joined in a jam session following a Jeff Beck set.

Among the other British artists here this summer are the Who, 
Procol Harum, Incredible String Band, Savoy Brown, Crazy World of Arthur Brown, Nice, Terry Reid, Pentangle, Colos-
seum, Taste, Tyrannosaurus Rex, Keef Harley, and the Spencer Davis Group.

Frank Barsalona, president of Premier Talent which books several of these attractions, ex-

Label Set by Pappalardi,

Prager; Bell Distributes?

New York — Felix Pappalardi and Bud Prager, who head the Windfall Music Enter-
prises complex, are forming an independent label to be known as Windfall Records. Bell Re-
cords will handle domestic and

* * * * * *

By Fred Kirby

NEW YORK — British acts are surging in the U.S. in unprecedented numbers this week. Money through the record
number of festivals this season plus greater number of dates a week is the big here. Many of these artists have developed into big draws re-
tionally through their strong per-
formances in America.

An example of the scope of the British invasion was one re-
cent New York weekend when the attractions performing here included Blind Faith, Ten Years After, Joe Cocker, John May-
all, Spooky Tooth, Jeff Beck Group, and Free. That week-
end members of Led Zeppelin and Jethro Tull joined in a jam session following a Jeff Beck set.

Among the other British artists here this summer are the Who, 
Procol Harum, Incredible String Band, Savoy Brown, Crazy World of Arthur Brown, Nice, Terry Reid, Pentangle, Colos-
seum, Taste, Tyrannosaurus Rex, Keef Harley, and the Spencer Davis Group.

Frank Barsalona, president of Premier Talent which books several of these attractions, ex-

plained that the underground, which stressed musical ability, has spread to the South and Mid-
west, opening up new areas for these acts to perform. The re-
cent Atlanta Pop Festival was a good example of this wider acceptance.

He pointed out that foreign performers, whose appearances in the U.S. are limited by im-
migration regulations to a maxi-
mum of six months a year, can make the greatest use of this time during the summer when attractive dates are available in midwest since schools are closed.

While the more than 20 major festivals around the coun-
try are a major lure, Barsalona noted that many acts planned their visits here before many

The distribution deal is said to be one of the biggest ever

in the U.S. Scene; Groups Click With Live Shows

By Fred Kirby

(Continued on page 5)

(Continued on page 3)

(Continued on page 70)

(Continued on page 22)
José Feliciano.
This is his time and his audience.
He has the perception, the persuasion,
the strength to breathe life into a lyric
and melody and make them his own.

José Feliciano’s new single
“She’s a Woman”
℗ “Rain.” #47-9757.

Both from
his latest hit album
“10 to 23” LSP-4185.
CBS International's World Reps At Meet

NEW YORK—CBS International during the three-day meeting (July 28-30) at the Century Plaza Hotel, Los Angeles, prior to Columbia Records sales convention which attracted 1,000 representatives of the world's record business.

The purpose of the meeting was to discuss developments in their local markets.

The meeting featured presentations by the convention's executive vice-president, Larry Maxwell, with an emphasis on the importance of making the new RCA product available in all countries.

In addition to Maxwell's presentation, other speakers included representatives from various record companies, including EMI, Philips, and PolyGram.

One of the key discussions was the importance of digital distribution and streaming services.

The meeting also included a panel discussion on the future of vinyl and the resurgence of interest in the format.

The final day of the meeting featured a presentation on the launch of a new CBS International label, with a focus on the importance of international co-production agreements.

In conclusion, the meeting underscored the importance of collaboration and innovation in the global music industry.

Earth Records Sets First LP, 45 Disks

NEW YORK — Earth Records introduced its first product at the convention, a limited edition of 1,000 copies on a 7" 45 rpm disk. The label, which is part of the newly established Earth and Wind label, will feature a variety of artists, including new and established talent.

Buddah Sales Cont' Rolls at Laurels, N.Y.


The convention will feature presentations and seminars on product, promotion, and marketing strategies. The event will be held at the Goya Club and is open to all Buddah affiliates.

British Record Production Up

LONDON—The British record industry pulled back strongly in April with a 15 percent increase in production over April last year. Total output was 8,392,000 records including 4,299,000 singles and 4,093,000 albums.

This 27 percent jump in album production for April was a result of a significant increase in singles output, which was down 2 percent for the month.

April sales were up 25 percent and exports increased 18 percent. The British industry brought a total sales increase for the first four months of the year of 30 percent, compared with a previous period in 1968, while exports were up 25 percent.

Executive Turntable

Barney Ales, sales vice-president of Motown Records, named executive vice-president and general manager of the record operation. This newly created post was established to ensure a more streamlined and effective management of Motown's operations.

Executive Turntable

Barney Ales, sales vice-president of Motown Records, named executive vice-president and general manager of the record operation. This newly created post was established to ensure a more streamlined and effective management of Motown's operations.
Viva Names Decca In Distributor Switch

LOS ANGELES—Snuff Garrett's Viva Records has revamped its distributing alignment, with Decca replacing Paramount/Dot as the label's distributor.

The new arrangement moves Viva and its companion label, Bravo, into a manufacturers' role, rather than a "royalty distributed label," said Ed Silvers, Viva's executive vice-president. "With Decca and Paramount/Dot, we now have the benefits of branch distribution and nationally-recognized advertising programs.\"
The Decca arrangement covers both labels and spans one year with two one-year options.

Singer/crooner supervise all music production for both labels, for artists and recordmakers. The deal is for an additional year, and the company's own North Hollywood studio.

Two artists already on the roster—Sunny Curris on Viva and Gary Groover on Bravo—are expected to receive new release dates and additional major promotion in the rock, pop and country areas. The company will continue with its concept LP packages.

Viva/Bravo will release about 15 albums and between 15-20 singles this year, with "Themes Like Viva." The first major collection of nostalgic radio program themes, as the label's initial project for Decca distribution.

The new distribution arrangement also includes 25 branches except Nashville and Fort Worth, plus Music Sales in Nashville and Big State Record Distributing in California will handle the Viva/Bravo line.

Paramount/Dot will continue to collaborate on catalog rights on all vintage Viva/Bravo product through June, 1979, when catalog rights revert to Bravo.

"These rights will continue to be with North American Licensee (1-track and cassette) and recording studios, and one reel-to-reel) on non-exclusive contracts. Both have rights to 45s, which will be released under the old Viva/Bravo product in that configuration.\"

Muddy Waters Draws All-Star Chess Album

CHICAGO—Chess Records is releasing a special two-record album that combines artists from Columbia Records, Elektra Records, Mercury Records, Stax/Volt Records, its own label and two artists managed by Albert Grossman. The project involved several innovations and resulted from Grossman wanting to record a session with Muddy Waters, the Chess blues artist. The package is unsubdued, the artists' names appear only on the back cover and will not be used in advertisements, and a special label to be used only on this package has been designed. It will also be released on all tape configurations.

Discussing the package, "Prophet of the Soul," set for Aug. 18 release, Chess Producing Corp. vice-president Marshall Chess said, "We have all the labels for cooperation on this one.\" It could be part of a growing trend and it's the kind of thing that was happening a lot for the creation for the consumer.\"
The album involved three nights in a row at the New Port, a famous concert area, the Chicago Blues Festival, and a live performance at the new Metro Center, a new auditorium, humanitarians, University of Chicago, produced the package.

Perceived on the package are Bloomfield, guitar (Columbia); Paul Butterfield, harmonica (Columbia); Paul Butterfield's Electric Band (Columbia); John Mayall, drums (Mercury); Duck Dunn, bass (BSL/Volt); Otis Spanol, piano; Sammy Law, drums; and Muddy Waters. There are 16 tunes, only 4 of which will be released as singles.

Holzman Urges Racks to Check Secondary Markets

NEW YORK—Kapp Records has instructed the dealers, "One Stop at a Time" and "Shirley, Shirley." Dick was negotiating a new and different, and not Kapp's president and general manager Sydney Grossman and Kapp's vice president of national sales, Dennis Sherr.

"W. Mitchell Hi Recs. V.P.

MEMPHIS—W. Mitchell Hi Recs. has acquired stock in the label and has been named executive vice-president by Hi Records chief executive officer, John Hiatt.

Commonwealth has toured in Europe recently and has been successful in a number of countries. In the USA, he will be doing the same thing that he has done in other countries.\"

Holzman also believes that the importance of the secondary markets, where dealers have to go to market, to be developed even further with trade paper charts specifically directed to secondary markets.\"

"Such a regional chart," he said, "would encourage rack interest in the singles business.\"

The problem, Holzman feels, is that the racks have an old-fashioned feel of what's happening in the singles business and they have got to be made to change from the viewpoint and try to make thecarrying and the selling of singles more exciting.\"

It's also Holzman's opinion that the record manufacturer can help the singles business by concentrating on regional testing and making sure that only a good product is put into national release.\"

Once a record has proven itself in a specific area, he said, the record company should pull a record moving on a national level.\"

Even though Elektra and its artists are the record label with which Holzman doesn't do the importance of the single to his company and artists.\"

Singles are used to enhance our product, he explained, and to introduce our LP artists to a new audience so a healthy single can be used to emphasize an important to an 'album company, too.'\"

Muddy Waters Draws All-Star Chess Album

CHICAGO—U.S. players will compete in the Festival of Modern Music, sponsored by the National Academy of Arts and Science, on Aug. 28-Sept. 15, 1970, at the University of Chicago. The festival will feature a variety of musical performances, including chamber music, orchestral concerts, and piano recitals. The festival will also include a special event, the "Festival of the Americas," which will showcase music from Latin America and the Caribbean.

The festival is organized by the University of Chicago and is supported by a grant from the National Endowment for the Arts. The festival will be held at the University of Chicago's Rockefeller Chapel and other venues on campus.

The festival is open to the public and tickets can be purchased at the box office located at 5801 S. University Ave. The festival runs from Aug. 28 to Sept. 15, 1970, and admission prices vary depending on the event.

For more information, please visit the festival's website at www.americanradiohistory.com.
The 30 Billion Dollar Album contains the exciting single
Journey to the Moon BDA 132

The Original Version
Journey to the Moon
Recorded live on Earth, in Space, on the Moon

LISTEN as the astronauts are rocketed upward from Cape Kennedy on their way to land on the moon. LISTEN as Apollo 11 actually lands on the surface of the moon. LISTEN as astronauts Neil Armstrong and Edwin "Buzz" Aldrin describe how it feels to be the first men to walk the surface of the moon. LISTEN as the astronauts blast off from the moon in their two-man spacecraft. LISTEN as Apollo 11 rockets through the searing heat of re-entry, at 25,000 miles per hour, in a successful return to earth, after a journey of half a million miles through space.
Roulette's Stepped-Up College Try

NEW YORK—In a stepped-up all-out宣传 effort, Roulette Records will concentrate all promotion in the college field. Label president Jack Ochs said the company had just completed an extensive survey of college radio stations and college newspapers. "The survey took a look at five schools in one area," he said. "It gives us data on the stations and record review editors, and advertising rates for the newspapers."

As part of the LP drive, Leon Boyce, the new 5-track recording facility at his farm near Ghent, N. Y., complete in July, has been designed to cook. The reason is to give artists to Leon Cooper and his executives will help Roulette get it into the college music scene, according to Levy. "We're already negotiating with a full-time engineer, while the facility will be available day or night at the studio. In other words, the group will have a complete recording facility when they feel productive and not to have to produce on demand."

Because of the dollar volume of sales, Roulette has not only put a great deal of the future of the record business on the LP and 45 rpm, the record company is not about to ignore the single. In the past year, Tommy James and the Shondells have sold a count of more than four million singles around the world. "Crimson & Clovers" hit 2.5 million in the U. S. So, naturally I don't feel that singles sales are falling off. We had to be lucky in the old days to come up with a million seller; we still have to be lucky. But the hit singles of today actually sell more copies than did 10 years ago. So, I can't see why the record business men are complaining about."

Roulette is having one of its greatest periods of business in the history of the company. The label specializes in foreign language product, that is doing quite well and in the process of expanding. The company's volume is based on the tire, to being a Pan-American concern. Nell Galligan, director of Roulette's sales and marketing, has sent a list of such valuable world hits as "Crimson & Clover," "Sweet Cherry Wine" and "Red, White and Blue Persuasion" — all hits by Tommy James and the Shondells. The company has a lot of good new products coming out to do quite well here and abroad as well. Nell has had many record covers, and "I Was Dancing."

Planetary Now, the Big Seven office, has picked up the story of the cover art, which is in the process of being designed for the new album. Mike Pettisloe, director of Planetary, has some interesting ideas regarding the cover art, according to Levy. "I was looking for something which might have a greater impact, and I was looking for a cover record. ""It's no surprise to me they should be so well advertised!"" He added, "They pay so much money for record records."

By the way, Rogers has been in the business for a year and a half, and he told the magazine about his good fortune. "I was looking for something which might have a greater impact, and I was looking for a cover record. ""It's no surprise to me they should be so well advertised!"" He added, "They pay so much money for record records."

Boyle Hart Mark Anni

NEW YORK—Tommy Boyle and Bobby Hart marked their 5th anniversary as a team at special party on Friday, October 22, at the Lenox Hotel. The evening featured a concert in the World in the Lenox Ballroom. The duo gave four concerts in those cities.

During the celebration, the duo released a new album, "The Birth of the Voice," with receptions and key-note-to-theory presentations. In addition to Boyle and Hart, Alabama,亮点 Pat Paulsen, the Cowills and Paul Rever and the Radiants. Film crew covered the entire event, incorporating the concert in the upcoming "Main Event" on the Grand Teton Televisio series. Special interviews with Boyle and Hart and publicists ideas were conducted with Columbia Pictures Industries, which provided the treatment for the film. Boyle and Hart's new album will be released by Bell Records.

Robert Mirchin, Palmer

NEW YORK—Allan Mirchin and Roger Palmer, owners and presidents of the production company called the Goodtime People Music production co., have announced a new distribution deal with Columbia Pictures Industries. The deal will involve the distribution of the company's releases on the Roulette label. The duo has completed production of a single by Tommy Vaz and the New England Sound, and a new album by the Baltimore group. The single, a "Qui's Mama Know About Me?" and "I'm So Alone," will be released on the Roulette label. An album has also been completed for upcoming production of a single and a new album by the Baltimore group. The single, a "Qui's Mama Know About Me?" and "I'm So Alone," will be released on the Roulette label. An album has also been completed for upcoming production of a single and a new album by the Baltimore group.

Track, Atlantic Labels Renew Distribution Deal

NEW YORK — Track Records, the English label owned by Chris Stump, Kit Lambert and Peter Mottola, has signed its agreement with Atlantic Records to distribute Track's releases in the U. S. The new agreement, Atlantic is distributing the best-selling English single, "Something in the Air" with Thunderclap Newman, which has been a hit in the U. S. for the past three weeks. The deal was signed by Pete Townsend of the Who and Townshend is now working on an American release of the group's new single, "I Am Free." The album will be released in the U. S.

Atlantic will also be distributing the new LP by The Crazy World of Arthur Brown, which is due for release in the fall. Atlantic sold over a million copies of the debut LP by The Crazy World of Arthur Brown in the fall. The label's first single, "Fire," and "The Crazy World of Arthur Brown" LP are both selling well.

Both Brown and Newman are expected to appear on the label's next year.
We tried... but we can’t cut it!

“MISS GEORGIA”
DON COOPER
Roulette R-7057

6:13 means...
Some D.J.’s won’t play it.
Some stations may not program it.
But no one will be able to stop its success.
We’re releasing it by popular demand.
The buying market may know something we don’t.

...from his hit album...

DON COOPER
SR-42025
MGM Setting Up Open-End Licensing Deal in Britain

LONDON—MGM will revert to releasing its records under license in Britain but will maintain its own offices and employ a nucleus staff. The company will center its British activities on production. The licensing deal is open-ended and gives MGM the right to switch to a distribution deal at any time it wishes to go fully independent again during the next three years.

The new moves were revealed to Billboard by MGM Records President Ron Kass in London. Kass is in the city working on a number of long-range objectives including publishing expansion and recorders to take six to 12 months to get MGM operating in the way he wants.

MGM is distributed here by EMI pending a court case brought by Pye, which is due to be heard next February. Kass hopes that the legal dispute concerning the distribution of the label in Britain will be resolved amicably out of court within the next few months.

---

Tiger Tale to Audio Fidelity

NEW YORK—Audio Fidelity Records has bought a children's LP catalog, which will be marketed as a Tiger Tale Records imprint. Books and cassettes were shipped last week. Herman D. Gimbel, chairman of the board of Audio Fidelity, said the new line was part of the firm's expansion.

---

Which Will Be No. 1 First?

4) My Cherio Amour
   Stevie Wonder, Tamla S 4180
2) What Does It Take To Win Your Love
   Jr. Walker & The All Stars, Soul 35062

---

British Groups Move In

---

Aff Exec Team Line Up, Record Acts in Sweden

STOCKHOLM—Herman D. Gimbel, chairman of the board of Audio Fidelity Records, and Eddie Newmark, Audio Fidelity's A&R director, recorded Bob Azuma and the Great Expectations after flying to Sweden to complete negotiations for the acts. The label plans to issue an album by the artists in September, with singles to be culled from the L.P. Audio Fidelity has rights for Azuma's material in the Western Hemisphere.

Berger, Ross and Steinman have been named to handle personal appearances for the group during the forthcoming U.S. tour. Mott Howard, Audio Fidelity's sales vice-president, plans extensive promotions, including trade and consumer advertising.

---

Woodstock Fest Shifts Site to White Lake, N.Y.

WHITE LAKE, N.Y.—Faced with legal problems and local opposition at Woodstock, N.Y., the Woodstock Music and Art Fair, planned for Aug. 15-17, has changed its location site to this Sullivan County resort area in the Town of Bethel, about 30 miles from Woodstock.

Among the top artists scheduled for the three-day fair are Jefferson Airplane, The Band, Janis Joplin, Joan Baez, Creedence Clearwater Revival, Ravi Shankar, The Who, the Grateful Dead, Johnny Winter, Incredible String Band, Arlo Guthrie, Joe Cocker, Jimi Hendrix, Youngbloods, John Sebastian, and Bob Dylan. A total of 50,000 tickets are on sale.

---

Club Reviews

Little Anthony ‘Turns On’ Copacabana First-Nighters

NEW YORK—Not many artists, especially on opening night, are required to “turn on” the usually bland audience which frequents the Copacabana. Yet, Little Anthony and the Imperials not only achieved this task but did it on and after only the first couple numbers, creating a full-stand ovation at the end of the show.

The group, fresh from a successful stint at the Flamborough Cabot and Asey Post in Sundi Deal

NEW YORK—Gilbert A. Cabot, President of Sundi Records, label part of the Tamla family of companies, has formed a partnership with Mike Asey, producer of the label's recent million seller “Love (Can Make You Happy)” by Mott The Hoople. The organization will continue as Sundi Records and will maintain offices and studios in New York.

Caboit will head the entire production, administration and promotion end of the operation, with Asey taking full responsibility for the studio product.

---

Britain Groups Move In

---

Monument Sets Latin Licenses

LOS ANGELES—Monument Records has signed licenses with Tachuela in Venezuela, Brazil, Argentina, Chile, Uruguay, Peru, and Panama. Among the new licenses which will handle product under the Monument imprint are: Compañía Brasileira de Discos de Brasil; Predios de Argentina in behalf of Argentina; and Industria Sonora of Uruguay, which latinizes the Imperial de Bolivia; Discos Istemos of Panama.

The Tachuela organization will handle the label's music catalogs in Brazil, Argentina, Uruguay, and Panama. All of the company's product on its new Stage 7 and Riving Sons labels will be released on the Monument brand in South and Central America, reports Bobby Wells, international president, who lined up the distribution pact.

P.A. Tour for Bar-Kays Set

MIAMI—The Bar-Kays play their final show of their current tour (30) and Thursday (31) before leaving for a four-day stay at Nassau, the group's second go-around performs at Broadway and Augusta, Ga., on Friday (2) and Saturday (3) with the Bar-Kays

Other August dates are Los Angeles' Whiskey Au Go Go (19-24), San Francisco's Fillmore West (26-28), Jackson- ville, Fla. (29), and Mississippi State University (30). The group returns to Memphis before a series of week-long dates in the fall. A European tour also is being lined up for November.

The act's new membership consists of James Alexander, Ben Carter, Duane Henderson, Michael Toles, Ronnie Gordon, Rick Baker, Alan Hardin, and Willie Hall. They appeared at Shea Stadium in New York on Monday; followed in New London, Conn. and Sam & Dave, Carla Thom- sons, the Moments, Johnny Nash, King Curtis, and Roy Ayers. They performed with Sly & the Family Stone in Paterson on Friday (25).

AF Buys Master

PHILADELPHIA—Audio Fidelity has purchased the master of “A Lonely Girl” by Donny. Arden's, a track that will be released on the Parasol label. The deal was set up by Capital Door Productions for John Mad-
Jimmy Miller (the Rolling Stones, Traffic) produced, Spooky Tooth performed. The result: a recently widening gulf in English hard rock is bridged. The new album is called Spooky Two, SP 4194.

England's Zig Zag magazine couldn't say enough about them. "When you go and see the Fairport Convention, you can't go wrong—they always impress... They're like a growing city... a sense of locality if you like... Everything is steeped in imagination... They don't put a foot wrong—lavishing care on each song so that each is a superbly arranged and polished entity."

You get the idea. In their auspicious American debut, Fairport Convention, SP 4185.

FAIRPORT CONVENTION

GOOD SHOW!
INSIDER'S REPORT

By MILDRED HALL

WASHINGTON — The Securities and Exchange Commission's June official summary of "insider" transactions reports dealing by officers and directors and other holders of stock in the following companies of direct or related interest to Bill- board subscribers. (Unless otherwise noted, transactions are in common stock, and Exchange stocks are reported first, followed by over-the-counter deals.)

American Broadcasting Co.—James C. Hagner sold 1,000 shares, leaving 1,031.

Ampex Corp.—The following exercise options to buy: Thomas E. Davis 2,200 shares, giving him 3,950; D. Flanagan 1,120 shares, giving him 18,055; and Arthur H. Haslum 6,625 shares, giving him 10,035; Ron Narmo 1,700 shares, for a total of 1,803; B. A. Olerich 2,300 shares, giving him 3,100; John L. Porter 1,150, giving him 1,473 shares; and E. S. Stover 1,400 shares, giving him this amount.

Capital Industries—Glenn E. Wallchi sold 3,000 shares, leaving him 47,000. L. W. Dunn sold 5,000 shares, leaving him 5,635.

Commonwealth United—B. F. P. Gordon exercised option to buy 1,100 shares, giving him 15,000; Robert Gething sold 1,549 shares, leaving him 116,494.

Cull & Western—C. G. Blanden bought 23,000 shares (formerly reported as a sale in May Insider report, SEC notes), plus 3,100, making June month-end holdings 345,617 shares held personally, 472,892 as corporation. J. F. Levin bought 22,000 shares, for wife, giving her 303,012 shares, and Levin had 279,949, plus acquisition of warrants in the amount of 50,000, for a total of 55,000 warrants. O. C. Carmichael Jr. sold 5,075,455 of 5% convertible debentures as family trust (erroneously reported in SEC's May Insider reports as common stock). He also disposed of $1,077,000 in the 5% convertible debentures held as trust, leaving $1,087,400 in the debentures held as trust, $1,057,300 as foundation; $376,400 of the debentures held personally, plus $4,011,700 by wife. Handler Co.—David Stimpson sold 1,100 shares, leaving him 6,620.

MCA—Max Adler sold 5,000 shares, leaving 156,750 held personally, 1,900 by wife, 4,051 as trusts and 2,259 as foundation. F. E. Witt sold 2,765 shares, leaving him only 10 shares.

JM—William L. McKnight sold 10,000 shares leaving him 91,017; Robert W. Musler sold 6,000 shares, giving him 25,056. C. P. Pease exercised option to buy 4,500 shares, giving him 25,714. W. S. Meyers exercised option to buy 2,000 shares, giving him 5,912.

Command Into Moon Race With ABC News Assist

NEW YORK—A major entry in the Apollo 11 moon race that sweepstakes is Command Records' documentary, titled "Footsteps on the Moon—The Epic Flight of Apollo 11." ABC has commissioned Command to produce the disk. Joe Carlton, Command-Frisbee chief, who will make the disk in conjunction with the astronauts, told Billboard there will be the LP in the hands of dealers within 10 days.

Carlton added that racks jobbers have requested the album. He predicted it would be a collector's item comparable to the New York Times special issue on the moonshot. Meanwhile, MGM Merchandising Corp. has announced that its single, "First Man on the Moon," featuring the voices of the astronauts, has passed the million and one-half mark.

Other documentaries are being produced by Time-Life, the Columbia Record Club, Capitol, Bell, Buddah and Intrepid. Intrepid Records will release a collection of EP in a 12-page foldout sleeve (Billboard, July 26).

Another major space-oriented release is "Space Oddity" on Mercury. The disk, by David Bowie, reached the dealers two weeks ago and is regarded by Mercury as one of its most important singles released. It is getting a big drive.

Pickwick's Net Soars by 42%

NEW YORK—Pickwick International, Inc., has a income increase of 42 percent over fiscal year 1968. The increase to $6,374,744 last year as against $4,073,744 last year. The earnings per share were up to $1.75 from $.25, while sales increased 17 percent to $151,874,523 from $128,357,000.

Amos Holden, president of Pickwick International, revealed that the company has signed leases for eight new Metropolis record shops and Pickwick record shop all located in the Midwest. Holden said the new shops will bring an additional six to eight new stores annually for the next three years.

The board of directors of Pickwick International authorized, on July 25, to buy 25 percent stock dividend, giving new owners of record stores of record July 22, 1969.

New Repertoire From Europe For Cap. Prod.

LOS ANGELES—Capitol President McCafferty announced to publishers of grain what material for background purposes, is recording new repertory in Europe.

Ole Georg, national director of the department which serves advertising and broadcasting firms with background music for broadcast use, is presently in Europe on a month's junket to develop new material for the company.

Georg's trip is a forerunner of a series of trips designed to extend Capitol's international repertory of music available to American broadcasters. Gettings said it is seeking to establish overseas representation for the department.

Dome Distributors Adds Labels in N. Y.

NEW YORK—Bennie Block and Stan Drayson of Dome Distributors have set up exclusive distribution deals with the following labels: Fantasy, Galaxy, Summit Clock, Bop, and Dean, a sub-label of the Steve Crowe Group of record labels.

Ed Barsky Returns

LOS ANGELES—Ed Barsky, executive vice-president of Tartanrecordations, returned to his desk Monday (29). He had been away for several months because of a heart attack.

Prestige Repackages Key Artists in 'Best Of' Line

NEW YORK—Prestige Records has added material by some of its major jazz artists to the "Best Of" line. Taken mainly from reissues, the tracks range from 1942 to 1959, featuring saxophone and horn front lines. 12 albums are included in the initial release, which will be available at $11.00. The single is entitled, "The Best Of Prestige's Theme" backed with "I'll Be With You Always".
TWO GREAT HIT SINGLES FROM ONE GREAT ALBUM

CRYSTAL BLUE PERSUASION

CRIMSON AND CLOVER

TOMMY JAMES AND THE SHONDells

ROULETTE SR-42023

ROULETTE RECORDS, 17 WEST 60th ST., NEW YORK CITY (212) 757-9880
A&M Closes Cartridge, Album Release Gap

LOS ANGELES — A&M’s tape department has effected two moves aimed at achieving the ultimate goal of closing the gap between LP and cartridge release. Tape division director Bob Elliott has hired an assistant, Art Leslie, to handle production assignments and the company has signed up with Columbia for custom duplicating. Leslie, formerly with Cetron (which along with ITCC has duplicated A&M’s product), will

Muntz Unveils Cartridge City

SAN FRANCISCO—Muntz fifth company-owned music sales and player installation center. A sixth location is being readied for Burbank in southern California. Sam Piras is the general manager operating with a crew of eight, split evenly between sales and installers. The store at 2790 Van Ness is open seven days. Bob Spoon directs the operation of the company-owned Cartridge Cities from the Van Nuys headquarters.

Gauss & Saki As MCA Wing

LOS ANGELES — Gauss headquarter in Santa Monica, Electrophysics, which develops and manufactures tape duplicating equipment, and Saki Magnetics, which produces magnetic heads, have been merged into a newly formed MCA Technology, Inc., a subsidiary of MCA Inc., has been named majority stockholder in the new company, Engineering vice-president is Kent D. Broadbent. William L. Cam, formerly with Krell Audio and Ampex, has been appointed marketing vice-president. Ritchie said MCA contemplated additional acquisitions in the technology field, with emphasis on venture capital financing of such concerns.

Saftech Launches Tape Player Line

LOS ANGELES — Saftech Corp., an auto accessory specialty, is moving into the tape player market with a line of cassette and tape players. The company will market its line four 8-track units and four cassette models—under the Soundtech brand—with all in the Gemini series, said Harry Monetech, western sales manager for Saftech. The line was introduced last week at the National Show in Chicago. The Soundtech products are manufactured in Japan. Soundtech’s line includes a cassette-AM radio combination at $29.95; a stereo cassette player/recorder (G-I); a stereo cassette player/recorder -AM/FM radio combination (G-II); and an 8-track stereo cassette player/recorder ($32.95). The line will be handled through Saftech’s regular auto specialty outlets and newly formed distribution points.

500G Duplicating Firm Formed in N. Y. by Ligator

NEW YORK—A new New York City cartridge and cassette duplicating firm has been formed here. Allison Audio, headed by Louis Ligator, will go into production immediately and will turn out blank and pre-recorded tapes in the cassette and 8-track formats. Ligator, formerly in the design and manufacturing business, said that his company believes there is a room for improvement in the quality of cartridges and cassettes being produced today. “As a result,” he boasted, “we’re going to make 8-track and cassette players with better fidelity and quality than anything else now available. Our deliveries too are going to be a lot better than what is currently offered.”

Ligator stated that his company had hired the best engineering staff available to the audio industry, to ensure that the quality of his product would be second to none. "We have also been joined by several top-flight business men who recognize the tremendous potential of the tape industry and who have shown their confidence in us by investing their money in the company," he said.

To ensure the highest possible fidelity and quality control, the companies manufacturing facilities located on 25,000 square feet of space at Bridge Road, Hauppauge, Long Island, are completely air-conditioned. Allison Audio has purchased for its plant a complete line of Gauss duplicators, and their auxiliary equipment has been custom designed to specific specifications. In addition, the company has full mastering facilities.

MS Sales Sets Display Series for New Lines

CLEVELAND—MS Sales Corp., manufacturers’ representatives in Ohio for Pan-O-Matic and SuperScope, will hold a series of "Roadshow" stops to display new product and discuss new marketing and merchandising ideas.

MS Sales will display equipment from seven companies it represents at the five major cities in Ohio. On display will be equipment from Belair Enterprises, portable 8-track players and home entertainment equipment; Sandy & Associates’ tape recorders; Marnitz, hi-fi components; ATD (American Tape Duplicators) who have opened its second factory facility and added a cassette duplicating line to the operation at 5272 W. Jefferson, Kansas City, which covers six cassettes on moulded plastic containers centered to the standard cassette configuration. Each container has ten stops to keep the tape from going slack. The covers measure 0.4 inches and 10% inches.

ATD Opens 2d Factory Facility

LOS ANGELES—American Tape Duplicators has opened its second factory facility and added a cassette duplicating line to the operation at 5272 W. Jefferson, Kansas City. The firm’s first factory at 5272 W. Jefferson, Kansas City, which covers six cassettes on moulded plastic containers centered to the standard cassette configuration. Each container has ten stops to keep the tape from going slack. The covers measure 0.4 inches and 10% inches.
TWO HITS ON ONE SINGLE!

MAH-NA MAH-NA

and

YOU TRIED TO WARN ME

(Theme)

Both from the film—

Sweden HEAVEN AND HELL

Written and directed by LUIGI SCATTINI — Photographed by
CLAUDIA RACCA — Music by PIERO UMILIANI. Narrated by
EDMUND PURDOM. AN AVCO EMBASSY FILM IN COLOR.

Persons under 17 not admitted

Back to Back (AR-500) and also Featured on the Original Soundtrack Album (ARSY 1010 A&B—1011 A&B)

Exclusively on ARIEL RECORDS
A Div. of Progressive Media, Inc., 300 West 55th St., NEW YORK, NEW YORK 10019

EDWARD B. MARKS MUSIC CORP.
136 West 52nd St., NEW YORK, NEW YORK 10019
**GRT Introducing Incentive Program**

LOS ANGELES — GRT is kicking off a major tape incentive program in August aimed at its more than 200 distributors.

The company revealed its "Mission Impossible" sales program to distributors through a taped-recorded message reminiscent of TV's "Mission Impossible" series.

"Through their sales performance, individual distributors can determine what—and how many—prizes they win," said Herb Hershfield, GRT distribution sales division manager. "We have assigned sales quotas, and for every dollar sold above that quota, the distributor earns an extra point.

The prizes include Casseona 150's, Continental Mark III's, Clark fork lifts or Samsonite attache cases. Hershfield said that contest participants can either

accumulate points for bigger prizes, or cash them in for smaller ones during the five-month program.

Follow-up bulletins to distributors, carrying news of additional prizes, high-point savers and redemption trends, will be issued regularly by GRT. Newsletters will carry the "Mission Impossible" logo.

**Happy Tiger Line to GRT**

LOS ANGELES — Newly formed Happy Tiger Records has given its 8-track and cassette rights to GRT. Happy Tiger will also provide GRT with product from Era Records, with which it recently worked out a distribution agreement.

Among the acts on Happy Tiger are the Lovin' Spoonful, the Grassroots, the Greatful Dead and the John Fogerty Band.

Happy Tiger's executive team includes president Ron Reiter and J. D. Pemble, vice-president. Herb Newman operates Era.

**A&M Close Gap**

*Continued from page 13*

envisages an improved releasing program by to September. A&M has begun duplicating some of its new releases, with full coverage for A&M to become effective by early September.

**Add Teton Nat'l Park To Pre-Taped Tours**

NEW YORK — Auto Tape Tours, Inc. in cooperation with the National Park Service, has added Wyoming's Grand Teton National Park to its growing list of pre-taped guided tours of the nation's federal wildlife sanctuaries.

The new visitor service which went into operation on July 10, enables sightseers driving through Teton to hear about interesting aspects of the region while viewing them.

The entire service involves a simple to operate tape recorder and slip-in cassettes with commentary produced jointly by Auto Tape Tours and the National Park Service.

The portable guide directs the gaze to sights that should not be missed, and provides facts relating to the human and natural history of the park's 310,000 acres.

Sound effects of the wildlife, information about park facilities and managerial instructions are also included in the presentation.

The cassette along with rental recorders on which to play them, are available in the park at four locations of the Grand Teton Lodge Company, as well as at the Jackson Hole Resort Association, Jackson, Wyo.

Other national parks in the U. S. presently offering this unique way of exploring are Great Smoky Mountains and Rocky Mountain. They are also in Canada at Banff and Jasper.
VERY SIMPLY STATED

3 DOG NIGHT
DUNHILL'S NEWEST SUPREME SUPERSINGULAR

HAVE A NEW SINGLE
EASY TO BE HARD
D 4203
ANOTHER GREAT SONG FROM "HAIR"

WE SUGGEST YOU GET IT QUICK!

EXCLUSIVELY ON
DUNHILL RECORDS

www.americanradiohistory.com
New Tape CARtridge Releases

MUNTZ
Motown
DIANA ROSS & THE SUPREMES—Let the Sunshine In (3) PT 1099

Playtape
JOHN STUART—California Deadlines; (2) PT 1043
BRUCE BERNHARD—My Whole World Ended; (2) PT 1042

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

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

STAN'S
728 Tuxon, Shreveport, La.
(318) 432-7182

WHY PAY MORE?
Get Pfanziehl's CASSETTES AT NEW LOW PRICES!

Pfanziehl CHEMICAL CORPORATION
330 WASHINGTON ST. • ROCHESTER, NEW YORK 14608

AN 8-TRACK RECORDER AND PLAYBACK DECK

SUGGESTED RETAIL PRICE $179.95

CHECK THESE FEATURES:
• Records Off—Phone-Mike Radio-Tape Player
• Vu Meters for Left & Right Channels Record Level
• Channel Selector
• Microphone Inputs (Mike-Phone Auxiliary)
• Balance & Volume Controls
• Record Lock-Out Switch
• Dual Gap Combination (Erase-Record-Play head) ELIMINATES ANY CHANCE OF TRACKING ERROR OR POOR ERASURE: DIMENSIONS: 16 1/2" Wide x 6 1/4" High x 9" Deep. SHIPPING WEIGHT: 15 1/4 lbs.

Pfanziehl CHEMICAL CORPORATION
300 WASHINGTON ST. • ROCHESTER, NEW YORK 14608

NEW! Compact Cassette Tape Recorder and Playback Deck

SUGGESTED RETAIL PRICE $179.95

CHECK THESE FEATURES:
• Records Off—Phone-Mike Radio-Tape Player
• Vu Meters for Left & Right Channels Record Level
• Channel Selector
• Microphone Inputs (Mike-Phone Auxiliary)
• Balance & Volume Controls
• Record Lock-Out Switch
• Dual Gap Combination (Erase-Record-Play head) ELIMINATES ANY CHANCE OF TRACKING ERROR OR POOR ERASURE: DIMENSIONS: 16 1/2" Wide x 6 1/4" High x 9" Deep. SHIPPING WEIGHT: 15 1/4 lbs.

BEST SELLING TAPE CARTRIDGES

8-TRACK

This Week Last Week TITLE Artist Label
1 BLOOD SWEAT & TEARS Columbia
2 IN A-GADD-A-DIVA Iron Butterfly, Atco
3 MAGIC COUNTRY Columbia
4 HICH WOMAN Original Cast, RCA Victor
5 3 DOG NIGHT Dunch
6 7 ACE OF AQUARIUS Five, Siren City
7 8 GALVESTON Glen Campbell, Capitol
8 10 JOHNNY CASH AT FOLSOM PRISON Columbia
9 9 LED ZEPPELIN Atlantic
10 15 ASSOCIATION'S GREATEST HITS Warner Bros, Seven Arts
11 13 ELECTRIC TOM JONES Parrot
12 13 GREATEST HITS Genesis, Epic
13 6 RAVENSHIRE SKYLINE Bob Dylan, Columbia
14 14 FROM ELVIS IN MEMPHIS Elvis Presley, RCA Victor
15 18 ROMEO & JULIET Soundtrack, Capital
16 18 CLOUD NINE Beatles, Apple
17 17 WORM SHADE OF IVORY The Monkees, RCA Victor
18 10 HAWAI Five-O Ventures, Liberty
19 20 BONNIE Apple
20 20 TOMMY The Who, Decca

CASSETTE

This Week Last Week TITLE Artist Label
1 1968 A.M. Country Dimension, Siren City
2 2040 KANSAS DUNHILL, Coral
3 1060 SOUL OF A MAN AMERICA, A&M
4 1045 SHE'S ON MY MIND A. L. ODYSSEY, A&M
5 1978 WHATEVER WILL BE WILL BE ELVIS PRESLEY, RCA Victor
6 1034 ALL THE BEST Petula Clark, Gold Star
7 1051 IN THE GULF OF CALIFORNIA PATRICK JUDD, Unified
8 1035 WHERE DO WE GO FROM HERE? GEORGE BENSON, Atlantic
9 1054 SONG OF THE SOUTH FOLK SINGERS, Columbia
10 1079 LADY SING THE BLUES STEPHEN STILLS, CBS
11 1030 SERENADE THE CARSON DAKOTA FIVE, Imperial
12 1058 MADONNA JOHNSON STEVENSON, Atlantic
13 1028 THIS IS MY LORD THE MONKEES, RCA Victor
14 1018 GIANT STRIDE THE WRIGHTS, Columbia
15 1014 MAGIC TRICKS RAY CHARLES, Atlantic
16 1012 LADY SINGS THE BLUES NAT KING COLE, Capitol
17 1008 THIS IS MY LORD THE MONKEES, RCA Victor
18 1005 ALL THE BEST Petula Clark, Gold Star
19 1004 SONG OF THE SOUTH FOLK SINGERS, Columbia
20 1003 WHERE DO WE GO FROM HERE? GEORGE BENSON, Atlantic

4-TRACK

This Week Last Week TITLE Artist Label
1 1048 BLOOD SWEAT & TEARS Columbia
2 1047 GREAT WOMAN Original Cast, RCA Victor
3 1046 MAGIC COUNTRY Columbia
4 1045 SHE'S ON MY MIND A. L. ODYSSEY, A&M
5 1044 ALL THE BEST Petula Clark, Gold Star
6 1043 WHERE DO WE GO FROM HERE? GEORGE BENSON, Atlantic
7 1042 SONG OF THE SOUTH FOLK SINGERS, Columbia
8 1041 THIS IS MY LORD THE MONKEES, RCA Victor
9 1039 GIANT STRIDE THE WRIGHTS, Columbia
10 1038 MAGIC TRICKS RAY CHARLES, Atlantic
11 1037 LADY SINGS THE BLUES NAT KING COLE, Capitol
12 1036 THIS IS MY LORD THE MONKEES, RCA Victor
13 1035 WHERE DO WE GO FROM HERE? GEORGE BENSON, Atlantic
14 1034 ALL THE BEST Petula Clark, Gold Star
15 1033 SONG OF THE SOUTH FOLK SINGERS, Columbia
16 1032 THIS IS MY LORD THE MONKEES, RCA Victor
17 1031 GIANT STRIDE THE WRIGHTS, Columbia
18 1029 MAGIC TRICKS RAY CHARLES, Atlantic
19 1028 LADY SINGS THE BLUES NAT KING COLE, Capitol
20 1027 WHERE DO WE GO FROM HERE? GEORGE BENSON, Atlantic

BILLBOARD SPECIAL SURVEY FOR WEEK ENDING 2/3/69

AUGUST 2, 1969, BILLBOARD
Packard Bell Promo Pack

LOS ANGELES — Packard Bell is introducing a stereo cassette tape promotion pack to help merchants feature its new cassette recorder/player (model TRA-145).

The promotion package consists of six prerecorded cassettes and six 60-minute blank stereo cassettes. It's the company's initial cassette promotion effort previously being involved only in 8-track merchandising.

Saul Birari's Crown is duplicating Packard Bell's cassettes, with dealers receiving banners, counter cards, and other point-of-sale background material to promote the $99.95 unit.

The company also ties in its tape promotion with its line of stereo consoles, said C. J. Foster, Packard Bell sales promotion manager. "Tape players, records, and other accessories are available at discounts to dealers purchasing stereo consoles," he said.


Complex 3, Ampex Deal

NEW YORK—Paul Jonali’s Complex 3 has entered a three-year agreement with the Ampex Corp. to supply that company with six albums a year.

The artist-management-record production-music publishing company, produces the children of God — an underground group — for A&M Records.

Complex 3's publishing and management divisions are purchasing masters, tapes and other properties to be used for Ampex, as well as for other deals being negotiated. The company has also been building a record and publishing catalog during the past year and a half in anticipation of the Ampex agreement.

Ampex product manager, Jack Woodman, said that his firm will embark on a strict promotional effort to promote the new releases through its distributors and promotional people. He further stated that he felt his company had an obligation to assist its independent producers and record companies.

Jonali, who said that Complex 3 is in the market for new and undiscovered talent, is producing a musical TV variety series for a major network.

MS New Lines

* Continued from page 12 *

The "Scotch" Brand Cassettes prevent tape hangups

Here's the inside story.

"Scotch" Brand builds in trouble-free performance with exclusive features:

Famous "Dynarange" Magnetic Tape provides highest possible fidelity at slow recording speed. A slick, tough coating affords smooth-tape travel, resists oxide rubout, assures long tape life.

Precision-molded case is high-impact plastic featuring permanent ultrasonic sealing, large integral window. Color coded for recording time.

Anti-friction shields combat tape hangups. Exclusive, ultra-smooth material reduces roll marks. Bowed shape guards against uneven tape wind.

Fixed tape guides help prevent "wow" and "flutter" often caused by imperfect roller guides. Splined design cuts friction and drag.

Profit extras: Full "Scotch" Brand line includes 30, 60, 90-minute cassettes in album-style or postal-approved plastic containers. Priced at $120 in album only. See your "Scotch" Recording Tape Representative for details on free sales-promoting merchandisers and the new 1969 reseller "Profit."
Creedence Clearwater, Aum
Big Fillmore East Successes

NEW YORK—Aum proved an exciting surprise as the West Coast trio opened the Fillmore East’s first show July 19, the third of four weekend appearances. The excitement sur-

rounded through the closing Creedence Clearwater Revival, one of America’s top groups.

While Aum’s debut album

on Sire stressed blues, the group’s performance also supplied good rock and an exceptional number

in “God’s Back in Town,” which has strong rhythmic sec-

tions with all three members on vocals plus strong guitar to pro-

duce a meaningful number.

Spencer Davis Group Offers
Unpretentious Musical Rock

NEW YORK — The English invasion continued as two first-rate bands of the British sub-

jects played at the Schaefer Festival in Central Park on Aug. 2.

The Spencer Davis Group, now on Columbia, who have never been here before, were the first to perform, and despite some personnel changes, they continue to be one of the most unpretentious, and one of the most successful British groups. They are kind of a soft

hard rock group, seducing the audience with song rather than with intensity. Their whole approach to performing is refreshing.

In an interview with Davis himself, he gives the impression that he is just a long-haired English fellow who does not know how to stage-set, and that he just discovered that other people like music. This approach to music is electric but continuous.

The real musical star of the group is Ray Fenwick, lead gui-

tarist and vocalist. He seems to have an affinity with his guitar whereby it will do any-

thing he wants. His solo interpretation of “Season of the Witch” kept the usual notes flowing stately and appreciative silence. The group’s best number is still “I Wash My Hands in Muddy Water,” country material. The over-zone excess had really come to see Ten Years after. This blues quartet has had such a remarkable string of New York successes that they received a standing ovation ever since. They also played. There was no trace of self-doubt here, they were here at home. An intense feeling of confidence, a real rock band, like a lover, is the most effective kind.

Some of the more spectacular moments included Ric Lee’s drum solo which would have made Ginger Baker blink, with saxo. Leo Lyons’ bass was hard to say it was in control, and of course Alvin Lee’s guitar and vocals which made him a genuine superstar.

DANIEL GOLDBERG

Miss Kazan’s Talent Flashes
With Sophisticated Flair

LOS ANGELES — Laurei Kazan made her impact at the Century Plaza’s Westroom as a star. The superior singer immediately com-

mands your attention. Fine draw. She doesn’t bother with all the razzmatazz. Here are songs which flow directly from the singer’s inner self to the audience. All of it punctuated with so-

phisticated flair. Kazan’s repertoire doesn’t get buried in the clutter of excess.

Kazan’s voice, with her voice ranging from low-key to lofty, enables Miss Kazan to vary the mood from upbeat to melancholy. The readings are compelling, sometimes startling. John Hammond’s arrange-

ments are as effective as they are simple. Miss Kazan great latitude with “Both Sides Now,” “Summer

Time,” and “Rainy.” It was difficult to improve “If You Go Away” and “Goodbye, My Love” with freshness and zest.

Kazan’s excellent side support from Hammond, piano; Lloyd Morales, drums; Malcolm Smith, bass; An-

thony, guitar, and Al Pellegrin’s house orchestra.

BRUCE WEBER

Cocker Shakes, Rocks
& Souls; ‘Dead’ Alive

NEW YORK — The Pavilion, an outdoor rock club in the East’s "Carnival of the World’s", with a large crowd cheering through several hours of heavy rock played by Tribe, Joe Cocker and the Grease Band, and the Grateful Dead.

The former Deep State Pavilion is a unique place to listen to music, with the multi-

million-dollar view and a huge map of New York State painted on sides of the "ballroom" creating a sur-

realistic atmosphere. Despite the problem in the beginning, the pavilion is moving around, dancing, or hanging out, making it a kind of East Coast, outdoor Fillmore West. The music highlighted of the evening was the Grease Band. Cocker is one of the top personalists around today. With his voice and a voice that can really wall, he goes through the ever-changing well-

known material, leaving the listener stunned with the freshness and with the fine return.

The A&M artist takes Dyl-

un singing, Beatles songs and Ray Charles songs and makes them all sound like they were written by him. With his arms, it seems every time he’s turned, the crowd goes wild.

Joe Cocker, the hard act to fol-

loy, but the Grateful Dead were up to the task. Fronting the crowd were the under-

ground favorites who were at their best when playing their recent covers. They included "Doppe's Diamond Blues," which is from the Grease Band, "You're a Mean One," L.P. "Akonnos." They also did quite a bit of their old stuff, like "Hard to Handle," and, of course, "Sittin' on Top of the World," which are compared with their newer work.

Also on the bill, a three-band group from the Bronx. Tom Miller on sax, Creach Grandey on piano and Lenny Brooks on bass, they produced a good sound, which will undoubtedly attract a record company.

DAN GOLDBERG

Zeppelin Lands
To Big Cheers At Musicanimal

CLEVELAND — The Led Zeppelin group, landing at Musicanimal here during the Eagle movement on the move. The British quartet had a sell-out audience of 2,576. Tom, drum-

ning and dancing with their five song set.

Jimmy Page, former anchor drummer, received a standing ovation for his blues solo. One of the group hit their highest stride in the last part of their 10-minute performance when Page, singer Robert Plant, drum-

mer John Bonham and bassist John Paul Jones played in a tight, together jam.

Plant sings changes like a burlesque leadline, swings the mike like a lariat, comes across a well-rehearsed man in his prime. Janis Joplin.

The Atlantic group scored with encore "Communications Breakdown." A local group, the group, received a standing ovation.

JANE SCOTT

Coast Fest to Feature Jazz

LOS ANGELES — Jazz will be specially featured at the first annual Concord Summer Festival, Aug. 26-31 in the Northern California community. Acts announced for the outdoor event in Concord Boulevard Park are Erroll Garner, Barney Kessel, Joe Pass, George Duke Trio, John Lewis, George Shearing, Bob Bly, Gary Barone, Lala Schifrin, Don Ellis Band, Carmen McRae, Buddy Rich Band, the Amici Della Mucca, Oakland Sym-

phonic Group.

LOS ANGELES — Jazz will be specially featured at the first annual Concord Summer Festival, Aug. 26-31 in the Northern California community. Acts announced for the outdoor event in Concord Boulevard Park are Erroll Garner, Barney Kessel, Joe Pass, George Duke Trio, John Lewis, George Shearing, Bob Bly, Gary Barone, Lala Schifrin, Don Ellis Band, Carmen McRae, Buddy Rich Band, the Amici Della Mucca, Oakland Sym-

phonic Group.

Les McCann Trio Scores
Impressive Debut in Britain

LONDON—Making its first appearance in Britain, the Les McCann Trio opened at Ronnie Scott’s Club on July 14 for two weeks and although a heat wave cut attendance on the opening night, the Trio scored with an audience that was literally laced with the "tunescor," also received a standing ovation.

"McCann’s music, strongly rhythm and combined with blues, gospel and rock elements, is homely, marvellous, and generally happy jazz-rock which bristles with personal traits — a machine gun type semi-quavers on the key-

note in the left hand — and is followed up by the majestic dark brown bass of Larry Vinegar and the right drumming of Donald Dean.

It makes no demands on the intellect but becomes an adrenalin. For the first time ever in the club, people were dancing while the trio played "The Shampoo." McCann’s music is that of a man who knows where he wants to be and heads straight for it. The Trio is very much together and although the prevailing musical framework is a steady, funky, 4-bar-to-4-bar

minute lope, McCann plays ballad "You’re My Heart’s Delight" with great sensitivity and soul.

He also has an appealing voice which came across well on "With These Hands" and the compelling protest song "Compared to What."

With the exception of the Trio is a very fine British group, the Affinity, who play a lively com-

(Continued on page 29)

Tyrannosaurus
Sets U. S. Tour

SAN FRANCISCO — Blue Thumb’s Tyrannosaurus Rex begins its first U. S. tour at Family Dog in Fillmore West, Friday (Aug. 19) through Sunday (Aug. 21). Other August dates are Los An-

geles (Aug. 15); New York’s Cafe Au Go Go (Aug. 15); Chicago’s Kinetic Play-

ground (Aug. 12-22) and the San Antonio Pop Festival in Houston (Aug. 15).

The duo also plays the Bos-

ton Tea Party, Sept. 4th. Phila-

delphia’s Electric Factory, 9-11; Detroit’s Grande Ballroom, 12-13, and Seattle’s Eagles Audi-
EXACTLY 40 YEARS AGO

the National Broadcasting Company observed moments of radio silence over the entire network to signal the passing that day of the man who started the recording industry & made voice & music broadcasting possible

EMILE BERLINER

20 MAY 1851 - 3 AUGUST 1929

inventor of the

★ MICROPHONE ★ DISC RECORD ★ GRAMOPHONE
★ METHOD OF MASS-PRODUCING RECORDS FROM ONE MASTER
and
★ CREATED THE TRADE MARK, “His Master’s Voice”
★ COINED THE WORD, gramophone, USED FOR DISC RECORDS AND DISC PLAYERS THROUGHOUT THE WORLD, EXCEPT IN FRANCE AND THE AMERICAS

MILESTONES IN YOUR INDUSTRY’S HISTORY

1851 • Emile Berliner is born in Hanover, Germany.
1870 • The Hammonia arrives in New York harbor carrying Mr. Berliner.
1876 • Emile Berliner invents the microphone, which passed the limits of scientific credibility at the time.
1877 • On April 14 Mr. Berliner files his caveat in the patent office for the battery-operated voice-contact microphone, still used in every telephone in the world today. Being penniless, he prepares his own application, later to be deemed unrivaled for its accuracy and completeness.
1879 • T. A. Watson, representing Dr. Alexander Graham Bell, tells Mr. Berliner, “We will want that: you will hear from us in a few days,” signaling the acquisition of the Berliner microphone by the Bell Telephone Company.
1879 • Francis Blake develops carbon button microphone improvement but is unable to make it perform properly. Bell System calls Emile Berliner who succeeds in making it commercially reliable. Today’s telephones use Bell-Berliner-Blake system...telephone’s “Three Fs.”
1879 • Then—powerful Western Union Telegraph Co., relying on a worthless Edison microphone and patent, concedes validity of fledgling Bell-Berliner patents and abandons its telephone activities, paving the way for the Bell System’s becoming the world’s largest corporation.
1887 • Emile Berliner invents the disc record and coins the word, gramophone. He invents the disc player and the method of mass producing records from metal stampers. Our disc record business is born.
1890 • Germany’s Dr. Werner von Siemens, Excellence Heinrich von Helmholtz, Berlin Electro-Technical Society, Imperial Patent Office salute Emile Berliner and declare the gramophone superior to Edison’s cylinder phonograph, as published in the New York World newspaper on February 5th.
1897 • United States Supreme Court, Mr. Justice Brewer presiding, sweeps aside patent interferences and declares the former immigrant boy the true and sole inventor of the microphone.
1898 • Mr. Berliner forms the now giant Deutsche Grammophon Gesellschaft mbH (Polydor).
1899 • Emile Berliner registers painter Francis Barraud’s design of his dog, “Nipper,” listening to “His Master’s Voice” on a Berliner gramophone. It later becomes world’s second most famous trade mark.
1902 • The great Enrico Caruso agrees to make disc records and all other name artists follow. The doom of the cylinder is sealed. Discs become the leading home entertainment medium.
1907 • Mr. Berliner brings pure milk laws to Washington, D.C.
1913 • Franklin Institute, Philadelphia, awards its highest honor, the Elliott Cresson gold medal, to Emile Berliner in May, exactly 25 years after the disc’s birth.
1918 • AT&T president Theodore N. Vail, (and 1924 president H. B. Thayer) proclaims that the Bell System recognizes only Emile Berliner as the inventor of the telephone transmitter. The Berliner name actually appears on many German and French telephones.
1929 • Radio Corporation of America acquires Victor.
1929 • Emile Berliner passes.

The MAKER OF THE MICROPHONE AWARD is presented annually in memory of EMILE BERLINER, to recognize “an outstanding contribution to the world of sound.” Any person or firm making any significant contribution to audio is eligible. The trophy will be presented only 25 times. Winners are:

1963 ★ ROLAND GELATT 1967 ★ AUDIO MAGAZINE
1964 ★ GODDARD LIEBERSON 1968 ★ KTBV RADIO
1965 ★ DR. HARRY F. OLSON 1969 ★ TELAUDIO CENTRE
1966 ★ BELL SYSTEM

MAKER OF THE MICROPHONE AWARD • OLIVER BERLINER, Director • BOX 921 • BEVERLY HILLS, CALIFORNIA 90213
Tom Jones Appeals With Romantic & Sexy Show

LOS ANGELES—The combination of screaming teen and applause from appreciative adults marked the Greek Theatre debut of Tom Jones Monday (7). The Welsh singer, stars of a successful engagement in Las Vegas, ex- 

posed his full-voiced romantic vocal style, punctuated with sexy dance body-movements for an audience that included many of the starry-eyed adulation of young girls with the reserved enthusiasm of their parents.

Jones worked very hard at maintaining the image of England's newest sex symbol and he romped through 15 songs which often sounded like a jukebox replay of his patented hits.

His own British rhythm section included a violinist for George and Tessie Calderon, with some real banding by Tessie.

"Smile" was the old standard, had the couple alternating vocals. Tessie's singing was outstanding in her rich, firm voice, while George was good and bluesy. A cool Latin insti- 
tion, "My Father," the only number in the first set not from the album, gave wonderful leads by lead guitarist Billy Soto and organist Carlos Garcia.

Tessie's husband, who played bass and rhythm guitar during the set, also had a good guitar section. Tessie and George were on conga drums, Bob Puras on bass guitar, and Amory Lopez on drums, supplied steady rhythm support.

Zodiac, which plans to show off its new dancing seems to be off on a good start.

BRITISH QUARTET GIVES PROMISING SET AT UNGANO'S

NEW YORK—Free, a promising young British blues rock quartet, has been performing at Ungano's on July 17. The A&M group, which is playing some dates with Blind Faith, has a fine vocalist in Paul Rodgers and a impressive rhythm section of bass-guitarist Andy Fraser and drummer Simon Kirk. Paul Kosoff plays lead guitar in good blues style.

"Moonshine" was a fine slow blues, while the performance was toned down from his recent Madison Square Gar- den performance. He also added "B. B. King's 'It's a Mean Old World' for a blues instrumental and showed ample opportunity to display their wares as the best of the group. The latter's "Trouble on Double Time" was another good effort. When we described the individual, the group could go places.

FILLMORE SUCCESSES

Continued from page 18

But, it was John Feggey, as he belted "Proud Man" and gave his inimitable interpretations of Screamin' Sid Vicious and Howlin' Wolf's "I Put a Spell on You," who propelled the group. He developed his distinctive proficiency in the extended "Keep On Choppin'," which synthesizes, like a basic, dynami- 
cally. But, the dynamic con- 
trast of "Goodbye Miss Molly." 185 FRIDAY

Elektra's Major Push on Stougos

NEW YORK—Elektra Records has set a major promotion to begin with the release of the Single Album of the popular hard rock band from the Midwest:

Stevie Harris, Elektra's "feature of special projects," will conduct a promotion in conjunction with Mol Pennan, Elektra's sales manager; Working with Harris, Dennis Murphy, publicity director, and Josephine Moore, fan liaison person, will also work closely with Danny Fields, the Stones' national repre- 
sentative.

The Single Stougos' "I Wanna Be Your Dog" and "1969," and of the founders of the band are due for release this month.

FRIED KIRBY

BETTYE BLAIR

While, they were play- 
sing under the dancing atmosphere, which added to the atmosphere the dancing that they do during the act. They are sure to cause a sensation wherever they play.

DANIEL GOLDBERG

Les McCann Trio

Continued from page 18

And the rhythm section was as tight as ever, with the result that the group has been well received wherever they have appeared.

"The package" is the most popular act of the year and is certain to be one of the highlights of the year.

JAMES KINGSLEY

(Continued on page 32)

FABULOUS 50'S BROUGHT BACK BY SHA NA NA

NEW YORK—The latest sensation to reach the public is Sha Na Na, an amazing 12- member band who just finished a two week appearance there.

They perform in a slightly off-key but completely delightful and authentic style about a dozen rock hits from the fabulous 50's. (Their name came from their own composition, a Silhouettes' song "Get a Job" which is often the group's opening and closing number.)

Unlike the Mothers of Invention, Sha Na Na is not a satire of rock and roll, but a tribute. They offer to countless teenagers who thought they would never hear a music performance of songs like "The Boogaloo" that "Sha Na Na" was heretofore lost to them, and invariably get applause from the audience, which is as enthusiastic as the nostalgic.

A great deal of the group's appeal is musical. With sleeked down hair, sunglasses and teeshirts, they are part of the music they play, while adding to the atmosphere the dancing that they do during the act.

They are sure to cause a sensation wherever they play.

DANIEL GOLDBERG

28-day tour of the Southwest.

Tony Joe White returned to Ly- nwood, California, for a recording session engineered by Lon Rosen, manager and engi- neer for Lyn-Lou, Billy Swan, and John Phillips of Combine Music Co., and Monument Record Co.

The record is for Goldwax Records, and has an amazing 12-member band with 13 Seattle sessions. The tracks have been reviewed by Stann Kelmers' Sonof Marsh Studios. He was also the lead arranger for this recording, with a set several years ago.

JAMES KINGSLEY

(Continued on page 32)

when answering ads . . .

Do You Saw It in

Billboard

AUGUST 2, 1969, BILLBOARD 20
Walker Scored Double Notes In Continental’s ‘Bird’ Spot

By EARL PAGE

CHICAGO — While hosts of record producers rush into commercials production, Bill Walker hops into a hole-in-the-wall studio producing regular recordings. Considered the dean of jazz writers and musical arrangers for commercials here, his “Proud Bird with the Golden Tail” has now become a “Top 10 Record” at KSSL, Lubbock, Tex., convincing Walker that he has other hits among the 88-hour-hours of taped spots, jingles, and sound effects positions in his Custom Music Inc. library. Two musical dramas, including one for the Broadway production, and a children’s feature film, scored with a Moog synthesizer, are other projects Walker’s currently involved with.

Walker’s “Proud Bird” was a musical for the “Billboard Bird” written by Hal Kaufman, creative director, West Coast office, Needham, Hammill & Stern, New York. It ended up in sixth position on KSSL’s list and was played to 10,000 times a day, compared to its regularly scheduled time air. It took Walker about 30 minutes to create, 25 different arrangements of the tune and such artists as Sarah Vaughan, Ed Ames, Louis Armstrong, Lou Rawls, Joanie Sommers, and others performed it. The version by Chicago’s Dick Noel and Bonnie Herman is still on the air. Walker, a native Chicagoan, has a musical background dating back further than he cares to remember, with such orchestras as Wayne King, Ted Weems, and Louis Prima, which has several unique aspects in his operation. For one thing, in Mrs. Nan Kinsey, he has two female engineers in Chicago. For another, he has over 75 years of performing as a trombonist, including a 1768 English Zephyr theme, he claims is the second ever manufactured—he uses these instruments on commercials.

What’s a Clittere? Also among the odd collection of instruments is an old cello, which Walker describes as having seven melody strings and six Harmony strings. Of the instruments, one is a single-level, 12-foot xylophone, another is a bamboo flute, another is a pair of tuned Siamese temple bells, another is a 1980 vintage accordion, another is a Koto, and dozens of others.

PRODUCING A SERIES of 60-second and 30-second spots for the new video campaign are, from left: Mercury Records artist Jerry Butler, producer Herman Edel, president of Herman Edel Associates, and Horace Ott, arranger.

Block Drug Spots Aimed At Soul Radio Market

NEW YORK — Block Drug Co. has expanded its drive to expand the soul market and Herman Edel Associates has just produced music on a series of 60- and 30-second spots featuring several major recording artists who are not well known in this market. Joe Tex, the lead singer of the soul spots, is reported to have come as the result of the success of HED’S Headaches Power radio campaign in 1968. Horace Ott wrote the words and music. Velour Records, a new series of firsts were by the Swept Inspirations.

Ascher Acquires 30 Hours Music

NEW YORK—Emil Ascher Inc., largest music house in the world, has acquired 30 music spots from the compositions of Leonard, Milan, Italy, and Ryg Music, Frankfurt, Germany, for a total of 30 new hours of music. Everett Ascher, secretary-treasurer of Emil Ascher Inc., and head of the West Coast branch, recently signed contracts with several of the new artists including Franz Leonard, head of Emil Ascher Inc., and head of Ryg Music. In both cases, Emil Ascher Inc. will represent the music of these two firms in the U.S. The Edizioni Leonardi arrangement starts Oct. 1 and includes about 10 hours of music, most written by Mario Nastrombertini, a well-known composer of Italian film scores. Many of his films have been approved in the U.S. Ascher said that the “work of his that I have looked to were incredibly good.”

Emil Ascher Inc. now has nearly 400 hours of music available. The largest users are the producers of TV shows, but radio stations and record labels rank a very high second. Through a series of agreements with the most major British publishing firms—Emil Ascher Inc. now has music available from nearly every major country in the world—the firm has acquired the first spot in the Iron Curtain. Ascher said this is not necessarily a gap; “two or 30 years ago, you couldn’t buy music in the Iron Curtain countries. Now it’s available everywhere.”

Ascher, for the British, they are strictly hire. “One of the interesting things is how similar the musical tastes of Americans are to the British. Their music is almost identical to ours in concept. As for the French, they really dig Simon & Garfunkel. The Scandinavians like rock bands, but with a little more melody in the melody. The Germans are a little more conservative. But basically the music produced in those countries is perfect for our market here.”

WPAZ Format Digs the Oldies

POTTSTOWN, Pa.—WPAZ, 1,000-watt Great Scott station, has just introduced a new “Tavern ‘Oldies’” format featuring a wide range of smooth favorites.

Music director Robert Clark said that oldies are alternated with some of their listeners’ favorites.

Ascher, a leader in the field of music, has introduced a standard middle-of-the-road format. Vince Carr is program director, Chart Whitcomb is morning personality.

Commercials

Selling Sounds

What’s doing among the major music houses. Items should be sent to Debra Kenzlik, c/o Billboard Magazine, 165 W. 46th St., New York, N. Y. 10036.

WEEK OF 6-10 AUGUST

CHARLES E. STERN AGENCY, INC., California—273-6890


ELIOT-FUGGSON, INC., Studio City, Calif.—(213) 980-3800

- Bwomen for beer. (Patterson Alexis) written and produced by Bob Frank. The ad is 15 seconds.
- Sung by Alan King. Written and produced by Bob Frank. The ad is 30 seconds.

MBA MUSIC, New York—MU B 2847 (Richard Simon reporting)

- Toni Pinnock, vocals. Written and arranged by Bob Frank. The ad is a 30-second film spot.

GRANT & MURTAUGH, New York—581-4000

- Pat Gesinger, Administrative Assistant, reporting.

AMERICAN Airlines (demo) for Duco, Dune & Bernard. David Fries was the producer.

- Simon Mattresses for Young & Rubicam. Bob Naud was the producer. It will be a TV spot and will be recorded at Fireline.

LATIN SOUND, New York (Marco Rosales reporting)

- The series of Latin recording media spots, now expanding New York’s Latin community in the use of Spanish out in the Yellow Pages, was produced by John Leonti, the eponymously named studio of which Jon Leonti is the president.

- Simon Mattresses for Young & Rubicam. Bob Naud was the producer. It will be a TV spot and will be recorded at Fireline.

August 2, 1969, Billboard
Radio-TV programming

Tight Playlist Here to Stay Says Key U.S. Programmers

- Continued from page 1

list only exposes those records that don’t sell that well.”

Much the same opinion was expressed by such leading pro-
gramming executives as WIFE program director Perry Murphy, Indianapolis; WXZQ program director George Brewer, Pitts-
burgh; WNOH program director Ed Waddell, Nashville; and WCAO music director Frank McClusky, Baltimore.

Brewer, who kicked off the new WXZQ recently with a long
playlist, said he had to cut it back. “People keep talking about adapting their playlist, but never take into consideration the load of commercial spots,” he said. “With a heavy schedule of commercials, a station playing a long list of rec-
dords is bound to be able to give any of them much expo-
sure, so simply found that we
were not getting enough con-
tinuous records as much exposure as they should. We have cut back to between 40 and 50 records... and this includes the new records coming in per week. He said he personally preferred a medium format and that the radio station sounds better with 40 records than it does with 50.”

WXOK Gets
Play Warning

WASHINGTON — Radio
station WXOK, Baton Rouge, has been warned by the Federal
Commission to keep closer watch on its pro-
gram selection. The FCC has written to station
executives to keep notes on the
station, and to alert them to
possible infusions. This was to
keep the station from being liable
for exposure of programming in an American Radio History.

Radio-TV Programming

The value of the tight playlist in programming is that it “elim-
ininates records that are not the most-programmed records in
the market.”

Advantages letting the small market stations break the new
records. Major market Top 40 stations have to watch their
small market stations carefully, as well as the records being
played on the local radio sta-
tions. “You can’t go offbeat on a tight playlist, because you
have to keep your sound fresh, but you can go to the heavy
spots. This is especially true if there is no Director of Straight.
That is where the tight playlist sounds better on radio.

At Top 20 stations can expand its playlist at night because
young people want to hear new records. The station might add four or five new records at night.

But the mass audience does not even recognize a tune until it is
played three to five times. For a record to be a hit, it has to be accepted by everybody.

A record in the top 20 of Billboard Chart is a hit... “the rest are playing games,” he said.

Avco Ohio Fair Telecast

COLUMBUS — Avco Broad-
casting will televise most of its
original live music-variety shows
remote from the annual Ohio state Fair here, according to
Avco Broadcasting’s president Bob Braun.

“50-50 Club,” the “Paul Dixon Show,” and the “Phil Donald Show” will originate at the Columbus Fairground the week of Aug. 23-29. “Western Hayride,” hosted by Eamon Cargill, will televise from the
grandstand Aug. 23 and 30. An “Avco Hour of Stars” will again be a special prime time telecast from the site. In addi-
tion, WLWC-TV in Columbus will originate additional pro-
grams (Continued on page 2)

THE ALBUM QUESTION

Single—a Programming Tool?

EDITOR’S NOTE: How
would program directors and
radio stations adjust to the album for
programming if there were no singles?

For many years, we have heard about a
series of articles discussing the
problems involved in “programming an album.” These are the view-
points of program director Dan Clay, WJZ, Baltimore; Ed Waddell, WNOH, Ann Arbor, Mich.; and Frank McClusky, WCAO, Hartford, Conn. Others who’ve written ar-
ticles for this series include WJZ program director Dan Clay, WJZ, Baltimore; Broussard, Knoxville, and KTHO program director Mike King, King Features, South Lake Tahoe.

One of the reasons for the success of format is its
brand. Another is its ability to
reach the audience in a variety of sizes. A single station, the
WCAO uses a very long playlist,
comparisons to most Top
40 stations—a printed list
in distributed in record stores that features a single.

One of the characteristics of
single records is its long
record list of about 40 records. How-

One of the deciding factors in our current system of program-
ning is the single record. Striving for a “familiarity” sound, many pro-
grammers have given up the
use of singles, but have adopted the
playlist, and this has helped build
sales.” She con-
cluded that the single is so
rather long and personally felt
that, for radio in general, the
longer a record is, the better it
sounds.

Ron Fraiser, program director
of WXOK, also felt that a “playlist
is a better way to build records more exposure,” and thus build
record sales. The prob-
lem is that singles only give
exposure to two records per week, and that might mean that
the playlist will even get
tougher. We have to use a play-
list, but there are only so many
records. Now we have, plus one. However, we are adding a new record each Monday, Wednesday, and Friday instead of only one for the end of the week.”

Tod on WAKY is playing album, she added, “I do four records new each week.

WMMA PROGRAM DIRECTOR Joe Sullivan receives a plaque for breaking the No. 1 AC single from Warner Bros.-7 Arts and Acuff-Rose Music. From left: Tupper Saussy and WMMA general manager, Don Johnson, BMI’s Stann, and Genes Kennedy and Bob McClusky of Acuff-Rose.

of the tracks on all of the
albums, and cut auditioning time
counterparts. However, it would
counterparts. Therefore, it would
have to be done, and there
therefore would open up a few
cannot be done. But, we can do it.
the playlist is not popular,
30. An “Avco Hour of Stars” will
gives a piece of music we didn’t like:
ry. Therefore, to play music
music will be familiar (and desirable) we must make sure that we do not
as well. One of the biggest things going for singles is the
research on popularity can be
we are enough to make the
usually more long-term, whereas,
certainly spaced out. Also, the mobility of the single is advantageous
of the adaptability of demograph-
ically programming a particular
data. For example, if you have
every cut on the 200 albums
they will probably come out in
play every week in order to pick
out a good middweek selection?
The question, of course, that
must arise from the flood of LP’s and the potential depth
of the single, is one of selection
and programming. It would be
easiest to make an organization
many, especially the smaller
will have to be more cautious than ever before. Music direc-
tors will be happy to hear, no
that, I believe the job of the
music director will be more
certainly spaced out. Also, the mobility of the single is advantageous
to stations of all sizes in the

Mechanically and physically, LP’s are going to present more
problems. They are bulkier than singles, so new tracks will have
to be built up. They will
scratch just as easily as a single
(Continued on page 2)
The Stereo 8 Story
(Year round best sellers)

Manufactured and Distributed by RCA Records
Billboard’s Buyer’s Guide 
Communicates
Your message travels directly throughout the world, throughout the industry, throughout the year to all the major music capitals, to all your major buying influentials.

A decade in print, Billboard’s BUYER’S GUIDE continues to be the most comprehensive, authoritative business directory touching every phase of this multi-million dollar market.

Portable, Reliable, Concise—Billboard’s BUYER’S GUIDE is your direct line to the ever widening world of music in one handy volume

Communicate to your industry. Be represented in BUYER’S GUIDE 1969-70... schedule your ad now.

Deadlines: International—July 21
Domestic—July 31

Yes, I am interested in advertising in Billboard’s BUYER’S GUIDE. Please have your salesman contact me immediately.

Name______________________________________
Title_______________________________________
Address____________________________________
Telephone__________________________________
But "Ain't No More Cane," Columbia.

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)

San Luis Obispo, Calif. (KATY AM-FM)
### Soul Sauce

**By ED OCHS**

Soul slices Hi Records celebrated its tenth anniversary in March, its last week with its biggest album release (7) ever. Hi's product included: "The Greatest Hits From Memphis," with cuts by Bill Black's Combo, Willie Mitchell, Ace Cannon and Jumpin' Gene Simmons, as well as "Soul Bag," by Willie Mitchell; "Ace of Sax," by Ace Cannon; and "Soul and Raunchy the 3rd," by Bill Black's Combo. New LP's featured "This Is Anne Peebles, "Green Is Blue," by Al Green; and "Precious Soul," by Don Byrant. Scepter has bought Eddie "Rock and Sling" on the screen label, which Scepter will also distribute. Bluesman Percy Mayfield has signed with Andy Stroud's Stroud Productions. He will also write for the label's other artists. New Delphonics: "You Got Yours and I'll Get Mine," on Philly Groove. Mercury has issued a special album by Big Mama Thornton. The LP, "Stronger Than Dirt," features her version of "Hound Dog" and her own composition of "Ball and Chain," popularized by Janis Joplin.

### BEST SELLING

**Rhythm & Blues Singles**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Chart Week</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Chart Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>3</td>
<td>MOTHER POPCORN</td>
<td>Jason Brown, King 60437 (Dynatone, BMI)</td>
<td>7</td>
<td>2</td>
<td>I WHAT DO IT TO WIN YOUR LOVE</td>
<td>J. Pointer, All Star, Soul 50062 (Soul)</td>
</tr>
<tr>
<td>2</td>
<td>1</td>
<td>CHOICE OF COLORS</td>
<td>Impression, Detroit 1045 (Apollo, BMI)</td>
<td>6</td>
<td>4</td>
<td>COLOR HIM FATHER</td>
<td>Winston, Multiscwaite 117 (Daily, BMI)</td>
</tr>
<tr>
<td>3</td>
<td>2</td>
<td>MY CHICHE ANGIE</td>
<td>Black Specials, Minit 40817 (Apollo, BMI)</td>
<td>5</td>
<td>5</td>
<td>LOVE IS BLUE (I Can Sing It Rainbows)</td>
<td>J. Davis, Davis 9464 (Davis, A&amp;M)</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>MODERN WOMAN</td>
<td>Jerry Butler, Mercury 79199 (Gold Arrow/Park), BMI</td>
<td>9</td>
<td>8</td>
<td>RECONSIDER ME</td>
<td>Johnny Adams, SSS International 710 (Singletone, BMI)</td>
</tr>
<tr>
<td>5</td>
<td>7</td>
<td>THE FEELING IS RIGHT</td>
<td>Clarence Carter, Atlantic 3648 (Fame, BMI)</td>
<td>5</td>
<td>10</td>
<td>I TURNED YOU ON</td>
<td>Otis Brothers, J. 20027 (Vogue, BMI)</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>I'D RATHER BE AN OLD MAN'S SWEETHEART</td>
<td>Condell Stone, Fame 1426 (Fame, BMI)</td>
<td>8</td>
<td>11</td>
<td>TOO BUSY THINKING ABOUT MY BABY</td>
<td>M. King, Special Voice, Atlantic 2464 (World War Three, BMI)</td>
</tr>
<tr>
<td>7</td>
<td>9</td>
<td>GIRL, YOU'RE TOO YOUNG</td>
<td>Archie Brown &amp; His Band, Atlantic 2464 (World War Three, BMI)</td>
<td>6</td>
<td>12</td>
<td>DOGGONE RIGHT</td>
<td>Blackwood Minstrels, &amp; the Minstrels, Time 54113 (Jobete, BMI)</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>ONE RIGHT AFFAIR</td>
<td>O.J. Baker &amp; the Doo-Wop Band, Time 54114 (Renowne, BMI)</td>
<td>5</td>
<td>13</td>
<td>BABY DON'T BE LOOKING IN MY MIND</td>
<td>J. Davis, Davis 9117 (Soul, BMI)</td>
</tr>
<tr>
<td>9</td>
<td>10</td>
<td>ABRAHIM, MARTIN &amp; JOHN</td>
<td>James Brown, King 64240 (Golden, BMI)</td>
<td>9</td>
<td>14</td>
<td>ABRAHAM, MARTIN &amp; JOHN</td>
<td>Moss Money, Mercury 72925 (Moonlight, BMI)</td>
</tr>
<tr>
<td>10</td>
<td>7</td>
<td>THE POPCORN</td>
<td>James Brown, King 64240 (Golden, BMI)</td>
<td>9</td>
<td>15</td>
<td>THE PRECIOUS</td>
<td>Marky Mark, Time 54120 (Diminish, BMI)</td>
</tr>
<tr>
<td>11</td>
<td>12</td>
<td>BLACK PEARL</td>
<td>Sonny Rayner with the Checkmates, Ltd, AMG 1623 (Srying, BMI)</td>
<td>12</td>
<td>16</td>
<td>LET THE UNIVERSES GET YOU DOWN</td>
<td>Tennessee Smokey, J. 2006 (Scepter, BMI)</td>
</tr>
<tr>
<td>12</td>
<td>17</td>
<td>TILL YOU GET ENOUGH</td>
<td>Bill Withers, Record People, Time 54122 (Blackwood/Tenneco, BMI)</td>
<td>2</td>
<td>17</td>
<td>I'VE LOST EVERYTHING I'VE EVER LOVED</td>
<td>David Rudoff, Marvel 111 (Jobete, BMI)</td>
</tr>
<tr>
<td>13</td>
<td>20</td>
<td>RELENTLESS</td>
<td>Eddie Floyd, Exc Mole (Val-Heritage, BMI)</td>
<td>3</td>
<td>18</td>
<td>NEVER TELL YOUR MAMA</td>
<td>(Where You've Been)</td>
</tr>
<tr>
<td>14</td>
<td>19</td>
<td>SOMETHING CAN TAKE THE PLACE OF YOU</td>
<td>Brook Benton, Cotillion 44034 (Soul, BMI)</td>
<td>4</td>
<td>20</td>
<td>I LOVE YOU</td>
<td>Eddie Holland, ABC 1149 (Duane/Teena/Beachboy, BMI)</td>
</tr>
</tbody>
</table>

### "I ALMOST CALLED YOUR NAME"

Johnny Soul #763

### "RECONSIDER ME"

Johnny Adams #770

### "TIL HE CALLS MY NAME"

Georgie Boy #771

### "BREAKING UP IS HARD TO DO"

Big John Hamilton #M143

### "KAY"

Billy Lee Riley #1100

### "COLOR HIM FATHER"

Linda Martell #24

For extra deejay copies
contact
Henry O'Neal

SBS INTERNATIONAL RECORDS
430 South Broadway
Cincinnati, OH 45215
Telephone: (513) 981-7175
Telex: 85-500230
Fax: (513) 524-1055

AUGUST 2, 1969, BILLBOARD

"Thanks from Henry O'Neal and all the gang"
Rhythm & Blues

**BEST SELLING RHYTHM & BLUES LP's**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label, No. &amp; Pubs.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ARETHA'S GOLD, Aretha Franklin, Atlantic SD 9227 (2)</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>MEMPHIS UNDERGROUND, Sam &amp; Dave, Stax SR 8007 (1)</td>
<td>9</td>
</tr>
<tr>
<td>3</td>
<td>STAND, Etta James, Roulette 504 (3)</td>
<td>14</td>
</tr>
<tr>
<td>4</td>
<td>IT'S OUR THING, Isley Brothers, King THS 20011 (1)</td>
<td>15</td>
</tr>
<tr>
<td>5</td>
<td>MY WHOLE WORLD ENDED, David Ruffin, Motown M 865 (4)</td>
<td>7</td>
</tr>
<tr>
<td>6</td>
<td>AGE OF AQUARIUS, Fifth Dimension, Soul City SC 92016 (4)</td>
<td>9</td>
</tr>
<tr>
<td>7</td>
<td>HOT BUTTERED SOUL, Isaac Hayes, Enterprise ZS 1061 (7)</td>
<td>8</td>
</tr>
<tr>
<td>8</td>
<td>LET THE SUN SHINE IN, Diana Ross &amp; The Supremes, Motown MS 699 (2)</td>
<td>21</td>
</tr>
<tr>
<td>9</td>
<td>CLOUD NINE, Impala, Gary UPS 109 (5)</td>
<td>10</td>
</tr>
<tr>
<td>10</td>
<td>BOOCKER T. SET, Booker T. &amp; The M.G.'s, Stax STS 2009 (8)</td>
<td>8</td>
</tr>
<tr>
<td>11</td>
<td>THE WAY IT WAS/WEST IS THE WAY IT IS, Otis Redding, Stax 2015 (2)</td>
<td>9</td>
</tr>
<tr>
<td>12</td>
<td>ICE MAN COMETH, Jerry Butler, Mercury SR 40188 (2)</td>
<td>30</td>
</tr>
<tr>
<td>13</td>
<td>M.P.O., Jerry Butler, Tamla T 210 (2)</td>
<td>3</td>
</tr>
<tr>
<td>14</td>
<td>GETTIN' DOWN TO IT, James Brown, King KDO 51651 (3)</td>
<td>11</td>
</tr>
<tr>
<td>15</td>
<td>FELICIANO/10 TO 23, Felix Cavaliere, Folk FVR 4193 (3)</td>
<td>16</td>
</tr>
<tr>
<td>16</td>
<td>MARVIN GAYE &amp; HIS GIRLS, Marvin Gaye, Tamla T 192 (2)</td>
<td>12</td>
</tr>
<tr>
<td>17</td>
<td>SOULFIRE, Diana Washington, Stereo SRS 370 (5)</td>
<td>18</td>
</tr>
<tr>
<td>18</td>
<td>LET US GO INTO THE HOUSE OF THE LORD TOGETHER, James Brown, Tamla T 205 (2)</td>
<td>12</td>
</tr>
<tr>
<td>19</td>
<td>MOTHER NATURE'S SON, Joe Jackson, Volt VTS 0001 (3)</td>
<td>20</td>
</tr>
<tr>
<td>20</td>
<td>GIVE US ANKE STARS' GREATEST HITS, Various Artists, Soul SA 711 (8)</td>
<td>5</td>
</tr>
<tr>
<td>21</td>
<td>MOTHER NATURE'S SONG, Joe Jackson, Volt VTS 0001 (3)</td>
<td>22</td>
</tr>
<tr>
<td>22</td>
<td>GIVE US ANKE GREATEST HITS, Various Artists, Soul SA 711 (8)</td>
<td>27</td>
</tr>
<tr>
<td>23</td>
<td>SAY IT LOUD-I'M BLACK AND I'M PROUD, James Brown, King 51047 (8)</td>
<td>17</td>
</tr>
<tr>
<td>24</td>
<td>JAMMED TOGETHER, Copper/King/Singles, Stax STS 2005 (10)</td>
<td>23</td>
</tr>
<tr>
<td>25</td>
<td>SOUL '69, Marvin Gaye, Atlantic 39 8212 (2)</td>
<td>25</td>
</tr>
<tr>
<td>26</td>
<td>LIVE AND WELL, B. B. King, Blue Note BLP 6031 (6)</td>
<td>6</td>
</tr>
</tbody>
</table>

**Soul Sauce**

**BEST NEW RECORD OF THE WEEK**

"AIN'T THAT PECULIAR"

GEORGE TINDLEY

(WAND)

**Continued from page 97**

Tyrene Davis: "All the Waiting Is Not in vain," on Lak... The Ann Arbor Blues Festival opens Friday (1) in Ann Arbor, Mich., for three days. Among the acts appearing on the four-concert program are B.B. King, Muddy Waters, John Lee Hooker, Clifton Chienier, Howlin' Wolf and the great Lightnin' Hopkins. Now B. B. King: "I want You So Bad." on Blueways... Tyrene Davis' brother, Roy, who acted as the singer's chauffeur-road manager, was seriously hurt in a car crash in Bowling Green, Ky. Davis' guitarist, L. V. Johnson, was also involved, but only slightly injured. Stax will have shipped over 1,000,000 LP's before their latest sales program ends Thursday (31). Plugged-in saxophonist Eddie (High Voltage) Harris, recently returned from the Monterey Jazz Festival, has been signed by Columbia Pictures to write the music score for "Why America," which will be filmed in Paris. ... At the Copacabana till Friday (8) are Little Anthony & the Imperials... Isaac Hayes' "Hot Buttered Soul" LP has hit on the pop, r&b and jazz charts, as his single "By the Time I Get to Phoenix" bids for a breakthrough on the singles chart... Stax's Carla Thomas will headline her own show at Mr. Kelly's in Chicago starting Dec. 8. Clarence Carter just finished up at the night spot... Earl Cathe, who heads Fame Records' Memphis office, is writing material for Candil Staton's debut album and for Wilson Pickett and Clarence Carter. Mercury will issue butter "Cold Water" next month.

**ON THE CHARTS:** Aretha Franklin is back top again as her gold hits album jumped to the lead in r&b after only two weeks and streaks for the top 10 in pop. Her latest single, due to hit with impact this week, will re-establish her chart credentials.

Six different companies have singles in the top 10, even though Motown has three representatives, Stax two and Atlantic two.

Artists with two LP's on the r&b charts include Aretha Franklin, Marvin Gaye, Johnnie Taylor and Lou Rawls. Out of the top 100 albums, 19 are rhythm & blues, while a total of 38 r&b LP's have registered on Billboard's top 200. ... With Stax's sales campaign for its latest releases over, the company has landed 10 LP's on the r&b charts. ... Otis Redding's new album, "Love Man," is talked about as one of his best. Visitors to the soul charts include the jazz sounds of Gene Harris, Mongo Santamaria, Dick Hyman and Jimmy Smith, as well as comedy from Bill Cosby, middle-of-the-road soul from Joe Feeniciano, Lou Rawls, Nancy Wilson and the Fifth Dimension, blues from B.B. King, Little Milton and Ray Charles, gospel from the Edwin Hawkins Singers, and instrumentalists from the Miles, Bar Kays, Markays and Junior Walker.
NASHVILLE—What is described as a “totally new concept” in country television programming has been announced by WMCV, this city’s UHF channel.

“It is an effort to draw the city of Nashville and the music community together,” said Skip Rogers, who will produce the show for Channel 17, “Nashville has never really understood the music industry, nor has the industry understood the city. Hopefully this will be an opportunity for them to get to know each other.”

The new show, which goes on the air Aug. 5, is basically a talk format interviewing four to six country artists each week. They will be interviewed by Doc Holliday, WENO radio personality, who formerly programmed a series of country formatted stations.

“Artists will occasionally sing current releases, and the show will feature filmed or taped visits of Music Row,” Rogers said. “The tours will highlight visits to different recording studios, talent agencies, record companies, publishing companies, and record pressing plants. There will be interviews with the staff and the artists on hand.”

The show will also do a weekly salute to one of the major record labels and its artists, the publishers or agencies for their work in supporting and promoting the country music industry in Nashville.

For the first time, the companies have become involved in the sponsorship of such a TV show. Among those who have bought prime time are Columbia Records, which will plug its current releases: Jim Reeves Enterprises, World Wide Records (pressing plant), Sho-Bud Guitars, WMTS Radio, an all-country station in nearby Murfreesboro, and Hank Williams Jr., who will advertise his food franchise.

Paradoxically one of the guests on the first show will be Tex Ritter, who also sells food franchises. Also on the initial program will be John Wesley Ryles I, Skeeter Davis, Stonewall Jackson and Nat Stuckey.

The show will be titled “Holiday Country.” Holliday, formerly a top 40 disc jockey, long has been associated with Acuff Rose as a writer. Rogers has been active in local theater work and radio for some 12 years here.

NASHVILLE — A simmering feud of more than a decade was rekindled this week with the announcement by Al Gannoway of the formation of “Ozarkland Jamboree,” a proposed network television show.

The trouble began when Gannoway, long-time film producer, came here to secure talent for his new show. This was part of a chain-reaction which included the following:

1. Granting of a series of union contracts to Gannoway by the American Federation of Musicians in New York despite opposition of the Nashville local AFM president, George Cooper.
2. Payment by Gannoway to the union of a “token” $5,000 to erase any “rancor, ill will or scrapes” about his alleged non-payment of fees to musicians in the past.
3. The tie-in of Gannoway’s Ozark operation with Diriee Records, a relatively new firm operating here, co-ordinated by Hillis Buttram, once one of the “Drifting Cowboys” of Hank Williams, later a “talent coordinator” for low-budget films, including some of those made by Gannoway.
4. A charge by WSM president Irving Waugh that Gannoway had been “cheated” of the people in the Nashville music community of their just money during that same length of time.
5. An announcement by Lester Varadour, business partner of Decca artist Webb Pierce, that Pierce was in accord with Gannoway, and would sign a contract to do dramatic films for him.
6. A claim by Cooper that Gannoway once offered to pay the union $10,000 and to pay him personally $300 to intercede on his behalf with WSM to “get them off his back.”

Gannoway contends that his payment to the union in New York was a “final payment in full for any and all rights, titles and interest of all AFM members who appeared in a film called ‘Start of the Grand Ole Opry.’

Started in ’50’s

The problems actually began in the 1950’s when Gannoway and others, representing Flamingo Films, signed an agreement with the union and with WSM to do a series of ‘opry’ films.” Cooper claims the films were for television only. Gannoway claims the agreement made no stipulation against movies, and therefore he filmed them in 35mm, distributing to motion picture theaters. The 16mm versions were sold to more than 120 television stations, well before the days of widespread TV syndications.

Waugh said the artists were so anxious to make film appearances that they agreed to do the films for minimum scale. WSM, however, forced Flamingo to agree to pay residuals, he says.

“We were looking out for our artists, all of whom were members of our ‘Grand Ole Opry,’ because they were in no position of looking out for themselves,” Waugh recalls.

“They paid for one year,” he continued, “under the agreement that 10 per cent of all net profits would come to WSM, and 80 per cent of that money would be distributed to the artists and musicians. After one year the money slowed to a trickle, and then stopped. We have tried, unsuccessfully, over all these years to get Gannoway to pay the rest.”

Gannoway claims he gave WSM $80,000 (which Waugh denies) and said he would like to see the money again.

Later he said the money probably was passed on to the union local, and wants an accounting from them. Cooper said neither

(Continued on page 33)
Singles People Play

That's the kind of song that Freddy Weller records. And he's done it again with his new single, "These Are Not My People." The logical successor to his last monster hit.
WICKED CALIFORNIA is more of the now sound you expect from Tompall and the Glaser Brothers.

WICKED CALIFORNIA is upbeat excitement, a song with all the soul of contemporary country music.

Forget yesterday's sadness and bathe your mind in the sunshine of WICKED CALIFORNIA.

Tompall and the Glaser Brothers

Written and Produced by Jack Clement
Published by Jack Music, Inc.
EXCLUSIVELY ON MGM RECORDS
"Selling Summer Sounds"

"PICKIN' ON THE PLANTATION"
Plantation #21
Jim & Jenny

"THE RIB"
Plantation #22
Jeanne C. Riley

"RECONSIDER ME"
Plantation #23
Ray Pillow

"THE DAY AFTER FOREVER"
Decca #732495
Mike Douglas

"THAT'S A NO NO"
Chart CH5021
Lynn Anderson

"THE CIRCLE OF FRIENDS"
Hickory #1544
Leona Williams

"MEN"
Metromedia #MMS-137
Edna Lee

SUMMER'S MOST RECORDED SONG
"SAN FRANCISCO IS A LONELY TOWN"
Liberty #56114
Ben Peters
Amos #120
Mel Carter
Happy Tiger #HT 513A
Rozetta Sherwood

For Deejay copies contact
Dave Olson or John A. Singleton

SHLEY SINGLETON MUSIC, INC.
3105 Shiloh Boulevard • Nashville, Tennessee 37209
(615) 248-8529

SUMMER'S MOST RECORDED SONG
"SAN FRANCISCO IS A LONELY TOWN"
Liberty #56114
Ben Peters
Amos #120
Mel Carter
Happy Tiger #HT 513A
Rozetta Sherwood

For Deejay copies contact
Dave Olson or John A. Singleton

SHLEY SINGLETON MUSIC, INC.
3105 Shiloh Boulevard • Nashville, Tennessee 37209
(615) 248-8529

AUGUST 2, 1969, BILLBOARD
The local nor WSM ever received that kind of money.

Gannoway said the past should be forgotten, now that he has his union contracts and has agreed to pay the union $5,000 spread over two years of monthly payments, and concentrate on the future. That future, he insists, includes his film star days, but more directly his new plans in the Ozarks.

"The Ozarkland Jamboree," he said, "will be nothing but a different version for our Radio City at Horseshoe Bend, Ark., where a land development firm is making good on its words they are making good on their words in the Ozarks." Gannoway noted that a cultural center now is going up headed by Gov. Winthrop Rockefeller, and that a full-scale western movie set has been built. He said he had a prepared script called "Starr Brand" which he hopes will star Faron Young, Carl Smith, Marty Robbins and Pierce. He admitted he had none of these under contract at this time. The Horse Bros property also has a golf club, a country club and a theater, and would host a folk festival.

"To add interest I have brought in NBC's David Dorner, who has been acting in producing many of the network success," Gannoway said. "We also plan to have Frank Lane in a dramatic role, and eventually Johnny Cash and Glen Campbell.

The controversial producer said he received the old "gun" films, which he admitted are "over-digested and no longer palatable." However, he said he had distributed them until about three years ago. And he

Nashville Scene

Joyce Brown, who has spent the past 10 years with Nuggett Records, now has established her own booking agency, All Star Talent. Located at 602 2nd Avenue South, she is booking Louie & Oscar exclusively and is doing some work for Bill Carlisle and Del Wood. She plans to add offices in the near future. Mrs. Brown says she has the comedy team booked solidly through next March.

Bob Stuckey, associate agent at Aec-Rose, announced that Columbia artist Claude King will be handled exclusively through the Aec-Rose agency. Hoty Forester, manager of this firm, said the agency is in a position to put special emphasis on King as well as newcomers Jim Ander, Billy Mundy and Glenn Barber since headliners Tex Ritter, George Hamilton IV and Roy Acuff are booked almost solidly into 1970. Roy Acuff Jr. and Sherwin Linson

releases of Ohio Records include another by Rudy Deloney, the 10-year-oldfavorite, and a new artist, 15-year-old Diana Hiet. Linda Martell, the exciting new Flamenco singer, has been booked by the Hubert Long Talent Agency. Long's growing roster now puts an accent on new talent, after years of helping other young artists. The list of those whose career he has built is impressive, . . . Bill Anderson and Jan Howard were hit performers at the big international Banjo Festival in Fulton, Ky.

Archie Campbell reports that he has sold so many prints of his paintings at the Smoky Mountain Fair that he's had to re-order 4,000 of them to sell to the tourists. Junior Samples into Nashville for Chart Records session. . . . Warner Mack, Whena Burgess and Buck Owens will be featured at the WMBD Baltimore, Shower of Stars show Sept. 17. . . . Ray Pillow recently moved to WSM and took the move seriously. He bought a plantation.

The Oak Ridge boys

releases of Ohio Records include another by Rudy Deloney, the 10-year-old favorite, and a new artist, 15-year-old Diana Hiet. Linda Martell, the exciting new Flamenco singer, has been booked by the Hubert Long Talent Agency. Long's growing roster now puts an accent on new talent, after years of helping other young artists. The list of those whose career he has built is impressive, . . . Bill Anderson and Jan Howard were hit performers at the big international Banjo Festival in Fulton, Ky. . . . Archie Campbell reports that he has sold so many prints of his paintings at the Smoky Mountain Fair that he's had to re-order 4,000 of them to sell to the tourists. Junior Samples into Nashville for Chart Records session. . . . Warner Mack, Whena Burgess and Buck Owens will be featured at the WMBD Baltimore, Shower of Stars show Sept. 17. . . . Ray Pillow recently moved to WSM and took the move seriously. He bought a plantation.

The Oak Ridge boys

releases of Ohio Records include another by Rudy Deloney, the 10-year-old favorite, and a new artist, 15-year-old Diana Hiet. Linda Martell, the exciting new Flamenco singer, has been booked by the Hubert Long Talent Agency. Long's growing roster now puts an accent on new talent, after years of helping other young artists. The list of those whose career he has built is impressive, . . . Bill Anderson and Jan Howard were hit performers at the big international Banjo Festival in Fulton, Ky. . . . Archie Campbell reports that he has sold so many prints of his paintings at the Smoky Mountain Fair that he's had to re-order 4,000 of them to sell to the tourists. Junior Samples into Nashville for Chart Records session. . . . Warner Mack, Whena Burgess and Buck Owens will be featured at the WMBD Baltimore, Shower of Stars show Sept. 17. . . . Ray Pillow recently moved to WSM and took the move seriously. He bought a plantation.

The Oak Ridge boys

releases of Ohio Records include another by Rudy Deloney, the 10-year-old favorite, and a new artist, 15-year-old Diana Hiet. Linda Martell, the exciting new Flamenco singer, has been booked by the Hubert Long Talent Agency. Long's growing roster now puts an accent on new talent, after years of helping other young artists. The list of those whose career he has built is impressive, . . . Bill Anderson and Jan Howard were hit performers at the big international Banjo Festival in Fulton, Ky. . . . Archie Campbell reports that he has sold so many prints of his paintings at the Smoky Mountain Fair that he's had to re-order 4,000 of them to sell to the tourists. Junior Samples into Nashville for Chart Records session. . . . Warner Mack, Whena Burgess and Buck Owens will be featured at the WMBD Baltimore, Shower of Stars show Sept. 17. . . . Ray Pillow recently moved to WSM and took the move seriously. He bought a plantation.

The Oak Ridge boys

releases of Ohio Records include another by Rudy Deloney, the 10-year-old favorite, and a new artist, 15-year-old Diana Hiet. Linda Martell, the exciting new Flamenco singer, has been booked by the Hubert Long Talent Agency. Long's growing roster now puts an accent on new talent, after years of helping other young artists. The list of those whose career he has built is impressive, . . . Bill Anderson and Jan Howard were hit performers at the big international Banjo Festival in Fulton, Ky. . . . Archie Campbell reports that he has sold so many prints of his paintings at the Smoky Mountain Fair that he's had to re-order 4,000 of them to sell to the tourists. Junior Samples into Nashville for Chart Records session. . . . Warner Mack, Whena Burgess and Buck Owens will be featured at the WMBD Baltimore, Shower of Stars show Sept. 17. . . . Ray Pillow recently moved to WSM and took the move seriously. He bought a plantation.
Country Music’s Biggest Duet!!!

Nashville Scene

Continued from page 33

into business by Howard & Son Sales in Dallas, managed by Howard Bethal Jr. The first release by Paula is already out. Next is Debbie Reiner... One of the most successful Jamboree shows ever presented was held at WVWA, Wheeling, as part of the city’s bicentennial celebration... Don Jarrells & Donna Darlene have a new release on the Spot label... Bill Jack and to New York to discuss a show for Gretsch, to be taped live by the NBC... Bar- bora Allen is looking for a drum- mer and lead singer so she can form an all-girl band... "Paintings of the Week" is the title of the first annual art exhibit to be presented by KBBQ in the month of July. Bill Ward says the ex- hibit features more than 40 oil paintings reflecting life in the Golden West. Admission is free, and another example of this station’s efforts to operate above and beyond for the good of its country listeners.

Jim Preddy, among other performances, has done shows recently for civic groups in Nash- ville, where he is in much demand... Ronnie Barth, a recent visitor from her New Jersey home, has signed a contract with Aline Ent- erprises. Consequently his records on Aline’s Challenge Rec- ords, is booked through the fast- growing Challenge Talent agency, a division of Aline, and records in Nashville under Carter’s di- rection. She and her Cattlemen’s Association now are regulars on the Jamboree. Most of her book- ings are in the Northeast, near home, but she brightens up this city wherever she appears.

Darrell & Shirley Shafer, now billed themselves as Mr. and Mrs. "Colored Country Music," appeared in the Bobby Reed show at the Rodeo of the Ozarks. The entire show was re-booked for next year. Also on hand was a popular regional favorite, one Eggart, WMDE, one of the more powerful country music stations of the South, now programs country 24 hours a day. It’s a 100,000 watt outlet. Tex Clark of Britte Star Promotions made a visit to Pittsburgh to set up Cumko Records. The firm also will handle the new records of Junior Shaw, Ray Crowder, Virgil Pittman & Billy Marlin. Ray Sanders, whose "Beer Drinking Music" is high on many station charts, has returned to Phoenix following a West Coast tour. Bud Bunch, who has fre- quented in country music broadcast- ing, radio and television 25 years, has added programs on radio stations WVWA, WABC, and WCBQ, Chambersburg, to his multistation broadcast operation. He has been heard daily for 18 years on Eastern stations.

Johnny James has been con- tracted for a giant appearance on the "Johnny Durante-Letterman Su- perstar" which will be a regular feature on ABC TV this fall. The show marks its sixth major network guest spot for Sonny this year... The previously an- nounced opening of the London and the Continental by Conway Twitty and Lorettta Lynn has been delayed indefi- nitely. Available dates of the two did not coincide. Ray Sanders reports that his production company and recording studio business is up 200 per cent since moving from Hawthorne to Phoenix, where the studio is listed as Phoenix Sound. Sanders says the increased income is due to a lesser demand of competition, better working facili- ties, the addition of partners Billy Williams and Bob Si- korski... All Urban has moved from KCTJ, Gonzales, Tex., to de- vote full time to other fates of music. His first release since his move is "The First Day of June."

Country Music

Billy Edd Wheeler’s ‘Woods Colt’ Termed ‘Sheer Poetry’

NASHVILLE — Many of the Billy Edd Wheeler followers have insisted that the lyrics to his songs are sheer poetry. As if to accentuate the point, "Song of a Woods Colt" (Drooke House, $3.95), which is poetry so powerful it might be called sheer music. "Song of a Woods Colt" has, as the jacket states, "popping muscles and sweat, sophistication and cosmic humor." The book also has the quality of being intellectual and common at the same time, and more than anything else it is an out- pouring of the inner man.

Wheeler happens to be quite a man. A folk singer, and writer, a dramatist (Yale grad- uate school of drama), a coun- try artist and a publisher, his songs have been recorded by such artists as Johnny Cash, Glen Campbell, Bobby Golds- boro, Nancy Sinatra, the King- ston Trio, Pat Boone, June Carter, Judy Collins, Richie Havens, Bobbie Darin and oth- ers.

The author says the poetry involves years of writing, and it indicates stages of de- velopment as well as moods and tempestuations. His "Short History of the United States" is a classic as is his entire chapter on "Playing for Money," dealing with the commercial as- pects of music, all of it in Nashville.

While much of the book centers around music, there is both reverence and irreverence in other matters, and a great deal of reminiscence of things that have really happened, or perhaps some which Billy Edd Wheeler—in his prolific mind—might have thought happened. At any rate, there’s a good deal to which we can all relate.

And it’s sheer poetry.

BILLY WILLIAMS

Buddy Killen Cuts Black Chorus in Country Album

NASHVILLE—A chorus of 40 voices from predominately Negro Tennessee A & I State University were blended under the production of Buddy Kil- len—last week for an LP in country music.

The unique undertaking, described as "genuine country blues," is performed by the A&I University Singers for Dot Records. But through it’s straight move into country with new concepts.

"It’s country music with a song of massive Ray Charles feeling," said Kil- len, who also produces such artists as Joe Tex, Diana Trux and other for Dot. In addition, he is vice-president of Tree Publica- tions and co-owner of Dial Records.


The recording was done at Woodland Sound Studio, under the supervision of Glen Shroyer.

Kilien used all of the well known country musicians on the sessions.

Joe Paul NICHOLS

SINGS TWO NEW ONES TO LULL THE GUARDIAN

"These Little Things" reaches down deep where it hurts.

"Victim of Man" is a story of love with it on livin’ a starry-eyed woman.

For promo copy, send this ad to:
TYLER PUBLISHING CO.
Box 231-B
Tyler, Texas 75701

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

Yesterday, When I Was Young—Roy Clark (Dot)  
Excedin Headache No. 99—Roy Anderson (RCA)  
Here Comes Heaven—Jack Hunt (Northlane)  
I'll Lay Me Down—Bill C Joplin (Dot)  
Ladder of Love—Jack Nelson (Kajex)  
I Will Have You Dance for Yourself Joe (Raswood)  
Thing of the Past—The Unwanted Children (Murbo)  
Kaleidoscope—Shivap’s Head Band (RCA)  
Donna Have to Put You Down—Oscar Bishop (Maxine)  
I Won’t Let You Go—Lee Wilson (RCA-Rock-Ah)  
Instillation of the Bottle—Ray Crowder (Dot)  
Why Are They Taking Me Home—Joe Foster (AOK)  
I Can Remember—(Capitol)  
And Then Forever—Bobby Helm (FMM)  
Individual of Society—Sisters of the Secret Chi-Line (FMM)  
For Promotion, Distributors: Topper Co., Press Release Service, Music Library  
Brite Star’s Pick Hits... Brite Star’s Pick Hits...

Brite Star’s Pick Hits...

AUGUST 2, 1969, BILLBOARD
**Country Power**

**Special Program July 20 Thru Sept. 1, 1969**

- **41 Powerful Country & Western Albums**
- **Big 7.7% Extra Discount—Extra Profits**
- **Outstanding Country & Western Artists**
- **Powerful Merchandising Support**

**Mercury/Smash/Wayside Country Power** extends from July 20 to Sept. 1, 1969, with a discount of 7.7%.

**Mercury/Smash/Wayside Country Power** features the best names in C&W music, including Roger Miller, Dave Dudley, Jerry Lee Lewis, Tom T. Hall, Roy Drusky, Darrell McCall, George Jones, Linda Gail Lewis, Faron Young, Leroy Van Dyke.

**Mercury/Smash/Wayside Country Power** offers a great big 7.7% Extra Discount representing a big savings on product stocked and sold away.

**Colorful U.S.27 Display Poster** featuring award-winning, plaque-like illustrations of C&W artists.

**Let Mercury Smash/Wayside Country Power Work For You!** Use the order form below.

---

**Mercury**

<table>
<thead>
<tr>
<th>Inventory No.</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>SR 60621</td>
<td>George Jones Greatest Hits</td>
</tr>
<tr>
<td>SR 60622</td>
<td>Walk On By / Leroy Van Dyke</td>
</tr>
<tr>
<td>SR 60623</td>
<td>The Great Hits of Jerry Lee Lewis</td>
</tr>
<tr>
<td>SR 61022</td>
<td>Truck Driving Somewhere / Dave Dudley</td>
</tr>
<tr>
<td>SR 61049</td>
<td>Faron Young's Greatest Hits</td>
</tr>
<tr>
<td>SR 61050</td>
<td>Country Soul Express / Roy Drusky</td>
</tr>
<tr>
<td>SR 61052</td>
<td>Roy Drusky's Greatest Hits</td>
</tr>
<tr>
<td>SR 61058</td>
<td>Country Young / The Best of Sam Reeves</td>
</tr>
<tr>
<td>SR 61062</td>
<td>Country Song Express / Roy Drusky</td>
</tr>
<tr>
<td>SR 61063</td>
<td>In A New Dimension / Roy Drusky</td>
</tr>
<tr>
<td>SR 61097</td>
<td>Of The Whole World Stopped crying / Roy Drusky</td>
</tr>
<tr>
<td>SR 61108</td>
<td>I'm The Only One / Roy Drusky</td>
</tr>
<tr>
<td>SR 61129</td>
<td>Almost Forty Dollars and His Dog / Roy Drusky</td>
</tr>
<tr>
<td>SR 61129</td>
<td>Big Country / Roy Drusky</td>
</tr>
<tr>
<td>SR 61134</td>
<td>In The Big Country / Roy Drusky</td>
</tr>
<tr>
<td>SM 62125</td>
<td>Day Minn / Dave Dudley</td>
</tr>
<tr>
<td>SM 62125</td>
<td>The Big Country / Roy Drusky</td>
</tr>
<tr>
<td>SM 62126</td>
<td>Country and Western Artists</td>
</tr>
</tbody>
</table>

**Smash**

<table>
<thead>
<tr>
<th>Inventory No.</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>SR 61134</td>
<td>My Kind Of Love / Dave Dudley</td>
</tr>
<tr>
<td>SR 61138</td>
<td>Now's The Time / Roy Drusky</td>
</tr>
<tr>
<td>SR 61143</td>
<td>Faron Young's Greatest Hits / Vol. 2</td>
</tr>
<tr>
<td>SR 61144</td>
<td>Dave Dudley's Greatest Hits / Vol. 2</td>
</tr>
<tr>
<td>SR 61145</td>
<td>Roy Drusky's Greatest Hits / Vol. 2</td>
</tr>
<tr>
<td>SR 61172</td>
<td>Thanks For All The Love / Dave Dudley</td>
</tr>
<tr>
<td>SR 61173</td>
<td>Judy, Not The Kid / Roy Drusky</td>
</tr>
<tr>
<td>SR 61174</td>
<td>Hank's Faron Young</td>
</tr>
<tr>
<td>SR 61199</td>
<td>Touch Of Forty Dollars And His Dog / Roy Drusky</td>
</tr>
<tr>
<td>SR 61210</td>
<td>Roy Drusky's Greatest Hits / Vol. 2</td>
</tr>
<tr>
<td>SR 61211</td>
<td>Now I'm Going To Be A Country Musician / Vol. 2</td>
</tr>
<tr>
<td>SR 61212</td>
<td>The Big Country / Roy Drusky</td>
</tr>
<tr>
<td>SR 61215</td>
<td>Big Country / Roy Drusky</td>
</tr>
</tbody>
</table>

**Wayside**

<table>
<thead>
<tr>
<th>Inventory No.</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>WS 61122</td>
<td>The Two Ships / Linda Gail Lewis</td>
</tr>
</tbody>
</table>

**Mercury/Smash/Wayside Country Power**

- Roger Miller
- Roy Drusky
- George Jones
- Jerry Lee Lewis
- Faron Young
- Darrell McCall
- Linda Gail Lewis
- Larry Van Dyke

**From the Mercury/Smash/Wayside Country Power family of labels**

Mercury • Smash • Wayside • Limelight • Blue Rock • Wiring
COMPLETE PROGRAM AND SPEAKER LIST

The greatest array of speakers ever assembled from all facets of the Tape industry.
Every manufacturer, distributor and retailer concerned with the changes, trends and successful practices in this bourgeoning industry will want to attend this significant forum.

TWO WEEKS LEFT TO REGISTER
Fill in the attached coupon and mail it today!

SUNDAY, AUGUST 3
3:00 p.m. - 8:00 p.m. — REGISTRATION
MONDAY, AUGUST 4
9:00 a.m. - 12:00 noon
SESSION 1 THE FUTURE OF THE INDUSTRY—HOW CAN IT BEST REACH ITS GROWTH POTENTIAL
The Manufacturer's Point of View
Edward Reney
Vice-President & General Manager
Consumer Products Division
Motorola, Inc., Franklin Park, Illinois
The Wholesaler’s Point of View
William E. Goetz
Chairman and Chief Executive Officer
Music West, Daly City, California
The Retailer’s Point of View
Harvey S. Laner, President
Reco Inc., Kansas City, Missouri
SESSION 2 RESOLVING THE PACKAGING DILEMMA
Frederick H. Rice
National Merchandising Development Manager
Capitol Records Distributing Corporation
Hollywood, California
LUNCH
2:00 p.m. - 5:15 p.m. — CONCURRENT 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 NEW OPPORTUNITIES FOR SALES WITH ELECTRONIC VIDEO RECORDING (EVR)—A TALK AND DEMONSTRATION
John W. Mort, Director
Western Regional Sales
CBS Electronic Video Recording Division
San Rafael, California
SESSION 4 THE VALUE OF TAPE CLUBS IN EXPANDING TAPE SALES
The Contribution of National Clubs to the Growth of Tape Sales
Cornellius F. Keating, President
CBS Direct Marketing Services
A Division of Columbia Broadcasting System, Inc., New York, New York
Profit Potential in Developing a Local Club
Alan Pierce, Account Executive
Jonathan, James, & Alan, Inc.
Huntington Woods, Michigan
SESSION 5 PINPOINTING THE TAPE AND EQUIPMENT MARKET
The Consumer—Who is He? What Does He Buy?
Where Does He Buy It?
Andrew Csida
General Manager, Special Projects Division
Billboard Magazine, New York, New York
Forecasting Equipment Sales — Portables, Home, Automotive
James R. Gall, Vice-President, Marketing
Lear Jet Stereo, Inc., Detroit, Michigan
SESSION 6 ADVERTISING APPROACHES TO DEVELOP CONSUMER TRAFFIC
When is Broadcasting Advertising Effective
James W. Johnson,
Advertising & Sales Promotion Manager
Ampex Stereo Tapes (Ampex Corporation)
New York, New York
Getting Greater Mileage from Print Advertising
James Toland, Director, Magazine Division
Los Angeles Times, Los Angeles, California
SESSION 7 CHANGES IN STORE LAYOUT, DISPLAY AND SELLING THAT IMPROVE TURNOVER
Setting Up a Self-Service Section for Pre-Recorded Tape
Hal Rothberg
Merchandising Manager for Special Markets
Capitol Records Inc., Hollywood, California
Effectively Displaying, Demonstrating and Selling Equipment
Herman E. Platt, President
Platt Music Corporation, Torrance, California
Training the Dealer in the Basics of Selling Equipment
George R. Simkowski
Marketing Manager—Audio Products
Bell & Howell Video and Audio Products Division
Skokie, Illinois
SESSION 8 TRENDS IN INTERNATIONAL MARKETING OF TAPE AND EQUIPMENT
Market Growth in Far East
Robert Mitcham, Vice-President
C. J. Brady Company, Honolulu, Hawaii
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
Henry Fogel, President
Car Radio Tape Center
San Bruno, California

SESSION 10  HOW AN AUTO ACCESSORY STORE SELLS AND DISPLAYS TAPE AND TAPE EQUIPMENT
Merv Levin
Grand Auto Stores, San Mateo, California

TRIP B

SESSION 11  A TEST STORE FOR TRYING NEW MARKETING IDEAS FOR TAPE AND EQUIPMENT
Larry Finn, Manager Retail Operations
Tape Deck, Los Atos, California

SESSION 12  THE TAPE CARTRIDGE MANUFACTURING PROCESS—EVOLUTION OF THE FINISHED QUALITY PRODUCT
Harry Stern, Vice-President Operations
GRT Corporation, Sunnyvale, California

TRIP C

SESSION 13  OPERATION OF A RETAIL RECORD AND TAPE STORE
Russ Solomon, President
Tower Records, San Francisco, California

SESSION 14  AN INSIDE LOOK AT A SUCCESSFUL DISTRIBUTOR
Music West, Daly City, California

WEDNESDAY, AUGUST 6  9:00 a.m. - 12:00 noon—CONCURRENT SESSIONS

These sessions are concurrent. Each session will be held in a separate room and repeated. Each 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
Rack Jobbers' Role in Setting Up and Servicing the New Dealer
William Hall, Vice-President
Transcontinental Music
Burlingame, California

The Camera Store as a Tape and Equipment Retailer
Ronald W. Inkley, President
Inkley's, Ogden, Utah

The Experience of a Jewelry Chain Entering the Tape Field
Leon Bauman, Vice-President
Millers' Jewelers, Oakland, California

SESSION 16  IMPORTANCE OF SERVICING FOR BUILDING SALES OF EQUIPMENT AND TAPE
Responsibility of Manufacturer, Distributor, Retailer in Setting Policies on Returns and Defectives
Jack K. Sauter, President
Caletron, San Francisco, California

Profit Opportunities in Equipment Servicing
Joseph V. Loioco
Manager, Field Product Service
General Electric Company
Syracuse, New York

SESSION 17  NEW TECHNIQUES FOR SELLING PRE-RECORDED TAPES AND EQUIPMENT
Finding Prospects Through Participation in Exhibits in Local Area
Philip Costanzo, Manager
Jet Stereo Distributors, Inc.
Montebello, California

Using Vending Machines to Sell Tape
Robert H. Breither, Vice-President
Vendor Sales
Seeburg Sales Corporation
Chicago, Illinois

SESSION 18  SELLING TO KEY TAPE MARKETS
Selling to the Teen-Age Market
James Muntz, National Sales Manager
Muntz Stereo-Pak, Inc.
Van Nuys, California

How the Affluent Market Affects Tape Sales in Cars
James P. McClory
Operations Program Manager
Ford Motor Co., Dearborn, Michigan

SESSION 19  PROMOTIONS THAT PAY OFF
Developing In-Store Promotions That Make Sales
Donald M. Roun
Manager, Electronic Sales Operation
Consumer Electronic Division
General Electric Company
Syracuse, New York

Off-Site Promotions That Build Sales
Donald L. Bohan, Sales Manager
Muntz Stereo-Pak, Inc., Van Nuys, California

SESSION 20  TRENDS IN INTERNATIONAL MARKETING OF TAPES AND EQUIPMENT
The Future in Canada
Gary Salter, Vice-President
International Tape Cartridge of Canada, Ltd.
Downsvie, Ontario, Canada

Growth in Latin America
Manuel Camaro, President
Tape Car Gravacies, Guanabara, Brazil

12:30 p.m. - 1:30 p.m.

LUNCH

Protecting Performer's Rights on Tape
Stan Kenton
National Committee for the Recording Arts
Los Angeles, California

---

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.

---

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)

---

Company Name

---

Address

---

Mail: Yes No

We are: manufacturers wholesalers retailers
distributors
different other

We are associated with the music-record industry automotive field other

We are now in the tape cartridge field Yes No

---

Your signature and title

---

Copyrighted material
ATLANTA—The musical instrument's importance in the leisure market was stressed. Dealers attending the Thomas Organ Co. road show here July 15-19, at the Regency House. The show, "A Fair to Remember," was the second in a series of presentations for the company which is holding across the country this summer. Speaking at a seminar, Zeb Billings, president of Zeb Billings Music Publishing Co. (Sunsounds), told dealers: 

"We are part of the great leisure market—not just the music market. We are competing for the leisure dollar. The snow mobile dealer is just as much a competitor as the organ dealer down the street.

"To sell more organs in the leisure market, you have to appeal to the people. Many people don't know how easy it is to play the organ. We are appealing to the fun, enjoyment and pleasure.

"Zeb Billings has developed a musical instrument instruction package for Thomas called "Musical Magic, New." This is a new brand of "Music Magic, New," the program coordinates paired instruction on cassette and vinyl, which can be played at home, and even signals on the tape for practice periods. With Thomas' Color Glove, the player can easily distinguish the correct key or keys.

"This gives constant guidance to the player," added Zeb Billings. The person plays along with the tape and can tell instantly whether he is on the right key or not. The tape can also be used in classroom situations with the use of earphones.

"Zeb Billings has also developed a "You Are the Star," which provides paired instructions.

"Zeb Billings, along with Zeb Billings, Music Publishing Co., has written the only program that can teach the beginner to play the organ.

"Chicago is the best centrally located convention place in the world," said Zeb Billings. "This is the best centrally located convention place in the world."
SPRINGFIELD, Ill. — Down to everyday friendliness, an aggressive buying pattern and modern tech- 
iques of merchandising and display have helped Paul Salvaggio and Irv Karpman build their Music Shop, one of the most successful record retailing operations in the Midwest. Part- 
ers for more than 16 years, Karpman, Salvaggio said, "we both remember the record busi- 
ses as they used to be, but we know it has changed fundamentally, and we believe we have kept pace with the changes."

The two men have reason to be satisfied. Their store, Wyoming and Main St., has been estab- 
lished in the heart of a heavily populated area, and it has always been one of the most varied and popular in the city. The store is located in the center of the business district, and its reaches extend into the residential areas nearby. The store is well-known for its wide selection of records and tapes, and its knowledgeable staff.

The upper level of the store provides space for over 1,200 individual long plays, a stock of over 2,500 singles and tape CAR- 
tridges and cassettes. "We order three times a week, twice from St. Louis and once from Chi- 
cago," Karpman said. "We never let distributors in, or one-stop back order mer- 
chandise. We simply order the items and stock them on it until we get it."

"Staying on records, especially one-of-a-kind orders, has en- 
dered us a lot of business. We have actually had a record on constant order for over a year and fi- 
nally obtained it. In some cases, when we have called a customer after this time of the year, he is excited that we have maintained the order on an active 

(An order book on the main counter is referred to as a "b."
It is laced with orders for records and is well worn. A
loose leaf binder type book, it is constantly up-dated and
an order is always being constantly reviewed.

Constant check of the inven-
tory is the heart of the Music Shop's growing buying prac-
tices. "We check the stock twice a day. Our system is very sim-
ple, one order needs to be re-

the stock on a "catalog" basis, meaning, Salvaggio said, that in the ease of the

Robins, there would be 15 different titles under Robbins alone.

In short, the two men have

a high demand for popular music and are always ready to meet the needs of their customers.

DEMONSTRATION of records is important in the Music Shop, but the area is closely supervised. A check card system is used to disturb customers in other parts of the store.

MORE SINGLES and an important and growing segment of the Mus-

ic Shop's business are the taped tape recordings. Partners Paul Salvaggio and Irv Karpman expect tape to become increasingly important in the store's display space at any time. The store's recent move to a new location expands its display area.

RHYTHM AND BLUES

Columbus, Ohio (WOR)

Edward M. Mims, Director of

BP: "Tina, Tina, Tina," Blue Oyster Cult, Columbia.


PL: "I'll Be Me," Art Garfunkel, A
c Capitol.


AP: "Can't Help Myself," The Four Tops, Motown.


MORE: "I'm Feeling Fine," The Beach Boys, Capitol.

PROGRAMMING AIDS

- Continued from page 25

"Yesterday When I Was Young," Roy Clark, BLFP: "Bliss," The Stat-
ars, ABC/Dot.

Atlantic, Ga. (WES-Red)

Chris Fortner, Music Librarian

BP: "Dreams of Love," Janis Joplin, At-

lantic.

DF: "5:15 in the After- 

noon," The Byrds, Capitol.

AM: "Hang 'Em High," The Byrds, 

Columbia.

UK: "Time," Barbra Streisand, Mile-

ton.

UK: "Takin' Care of Business," The 

Doents, Columbia.

UK: "Ain't That Just Like a Man," 

Aretha Franklin, Atlantic.

UK: "This Is Your Life," The Par- 

kmen, Atlantic.

UK: "Born to Be Wild," Steppenwolf, Epic.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.

UK: "Hey Jude," The Beatles, Apple.
CHICAGO—Bally Manufacturing Corp. in March 1969, the 37-year-old company set a sales record last year, and through acquisitions and expansion, will soon offer every type of coin-operated amusement equipment in principal to acquire Midway Manufacturing Co., and Lenc-Smith, Chicago, cabinet maker, were announced last week. The growth potential of Bally's expansion by national vending firms, and the growing leisure market were particularly attractive to Sam Stern, who last week explained why he agreed to join Bally and what Bally's expansion means.

The agreement to acquire Midway, negotiations of which were reported exclusively (Billboard, Sept. 17, 1968), will significantly to Bally's expansion plans. Founded in 1938 by Henry (Hank) Ross and Marlene Ilgoy) Wolverton, Midway has developed a wide range of amusement equipment, complementing and not directly competitive with Bally's present line of coin-operated amusement equipment. In Illinois, there is a plant employing 100,000 square feet of space and employing 200 people.

Lenc-Smith makes cabinets and other components for all types of coin-operated amusement equipment, including pool tables. In a separate release, Bally President Bill O'Dell said both purchase agreements involved undisclosed amounts of stock.

Stern's 'Retirement'

"The purchase of this well-known quality woodworking company will be an excellent fit for Bally, not only helping us to meet our current need for the equipment," said Bill O'Dell, "but also helping us to strengthen our relationships with them in the past.

(Continued on page 42)

INTERSTATE UNITED

Music Best Growth Area for Vendor, States Operator Who Sold 9 Routes

DALLAS—Large, publicly owned vending service firms such as Brinck Machine, Interstate United, American Vending Service, American Automatic Vending, Automatic Merchandising, and United Vending, who are acquiring music routes primarily because this represents the only logical avenue of expansion and an avenue relatively free from competition. This is the view of B. H. Williams, who, with his brother, Raymond, has been in business here since August, 1948. In 1962 B & B Vending, the original Williams' vending name, sold a full line operation to Interstate United, which the latter still owns. In 1968 B & B purchased from Interstate five branch vending operations in the cities of Minneapolis, Dakota, Wichita, Kan.; Oklahoma City, and here, the latter firm dealing only in pool tables.

The Houston operation was sold off separately. Williams said, "When Interstate expressed interest in music routes, we decided to sell to them because we had enjoyed such a good relationship with them in the past."

(Continued on page 47)

All-Tech to Make Tables for Rowe

WHIPPANY, N. J.—Effective Friday (1), All-Tech Industries, Inc., Hackensack, N. J., will produce pool tables for Rowe International, Inc., a division of Tri-angle Industries, Inc., as part of a manufacture and distribution agreement reached between the two companies.

According to Joe Barton, vice-president of distribution, the Rowe name will be on the tables. While the Rowe executive declined to comment on the distribution setup, he did say, "The combination of All-Tech has granted us distribution rights of coin-operated and pool tables in the United States, the Philippines, and the Virgin Islands. The agreement does not give us total distribution rights of coin-operated and pool tables in the Virgin Islands. All-Tech's operations are now going forward with an aggressive marketing policy."

For All-Tech, it has been our intention to constantly explore and aggressively pursue any worthwhile opportunity to strengthen our distribution network, as well as the equipment we distribute. We feel that the All-Tech program completely satisfies this criteria."

Barton added that the pool tables will be treated as another Rowe product and will be promoted as one.

NAMA Event To Anaheim

CHICAGO—The board of directors of the National Automatic Merchandising Association (NAMA) has elected a new slate of officers and directors who will assume their posts on January 1, 1969.

The election of the NAMA has been granted it as distribution rights of coin-operated and pool tables in the United States, the Philippines, and the Virgin Islands. The agreement does not give us total distribution rights of coin-operated and pool tables in the Virgin Islands. All-Tech's operations are now going forward with an aggressive marketing policy.

For All-Tech, it has been our intention to constantly explore and aggressively pursue any worthwhile opportunity to strengthen our distribution network, as well as the equipment we distribute. We feel that the All-Tech program completely satisfies this criteria."

Barton added that the pool tables will be treated as another Rowe product and will be promoted as one.

(Continued on page 48)

Montana Hears Ellis Talk

WHITEFISH, Mont.—Members of the Montana Coin Machine Operators Association (MCMA), at their summer meeting here on July 12 at the Vincinn Lodge, heard Music Operators of America (MOA) President Howard Ellis give a rundown on the national association's public relations program. "I think it has been very successful so far, but we haven't gone far enough," said Ellis. "I would like to see more members using the materials—especially the speech."

"A number of members have given the speech and they have all praised it. And they have all been pleasantly surprised at how well it was received. I have given it to several times to business groups, and I can tell you that it was very well received. It isn't as difficult as you might think, if you will just follow the same directions in the front of it.

"We are going to give recognition to those that have taken the speech. I hope someone from Montana might be one of them."

In other business, the MCMA presented Harry Montooth, owner of Montooth Machine Co., Butte, Mont., a life membership for all of his years of faithful service to the association. Due to the absence of President Elmer Ely, there was no election of officers.

(Continued on page 48)
New Law Bans Listing IRS Stamp Purchaser

Vendor's Will Operate All Kinds of Equipment

requirements. The courts have never questioned the legal right of IRS to impose these taxes. But the question is whether the tax, or the knowledge of its payment, by the public, constitutes self-incrimination. (Local police resent the loss of the IRS listings.)

Three major court decisions have affirmed the legal right to impose such taxes, but have said use of the information in prosecutions goes counter to the privilege of protection against self-incrimination. These findings have been made in the case of a firearms buyer, another in the Timothy Leary decision involving narcotics, and a third, the Grosso and马切蒂 case, involving gaming devices. The 1968 Gun Control law, with the tied-on tax on public lists of occupational tax stamp holders by IRS, became effective in December, 1968.

**SPECIALS! COMPLETE, AS IS**

- ROWE 137 HOT FOOD COINMASTER $79
- ROWE 137 PASTRY $79
- ROWE 147 ALL-PURPOSE (3/4 H.P.) $100
- ROWE 14 AMBASSADOR, COINMASTER, 465-466 $49
- ROWE 14 AMBASSADOR, ALL COIN $79
- ROWE 77 CANDY, COINMASTER $90
- ROWE 77 CANDY, 24c CHANGER $125
- ROWE 889 Single Cup COFFEE 425

Write for complete 1968 Catalog of Phonographs, Vending and Games.

Established 1924

**ATLAS MUSIC COMPANY**

2122 N. WESTERN AVE., CHICAGO, ILL. 60647. Atlasline 6-5005

Bag Big Profits with the Sensational New Jungle Rifle!

Chicago Coin's SAFARI RIFLE GALLERY

HIGH SCORE FEATURE!

EXTRA SCORE WHEN FRONT 4 TARGETS AND 4 MOVING TARGETS ARE HIT

ERIE REALISTIC ANIMAL SOUNDS ON TAPE

Adjustable for Volume

HIGH FLASHING MOON

TARGETS WHEN UP.

SCORES 300 OR SPECIAL!

- BURSTING FLASHES OF LIGHT WHEN TARGETS ARE HIT
- SPECTACULAR DUAL BLACK LIGHTS FOR BRILLIANT JUNGLE EFFECT

10c-25c

PLAY

Adjustable Speed or Replay

NON-TIP CABINET

Also in Production:

- DRIVE MASTER
- YANKEE BASEBALL
- GALAXY

Chicago Coin Machine Div.

Chicago Dynamic Industries, Inc.

1735 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60614

42

Rocks-Out

TARGETS

SCORES

HIT!

REALISTIC RECOIL IN RIFLE

25 Shots per Game

RECORDING STARS, such as Miss Kawana above (Continued on page 43)
Try a Wurlitzer 160

To make
Your 160 Selection
Wall box locations
more
profitable

Wurlitzer is now offering a 160 selection version of its fabulous, high-earning AMERICANA III phonograph. While the 200 selection AMERICANA III will out-earn any phonograph on the market, the 160 selection version offers its own distinct, economic values to the operator with 160 selection wall box locations.

No need to remove the present wall boxes. No rewiring. No investment in new wall boxes. And no question that the superior beauty and sound of this Wurlitzer AMERICANA III will make it a Blue Chip Investment for YOU.

WURLITZER

INVESTMENT IN AUTOMATIC MUSIC

THE WURLITZER COMPANY
114 Years of Musical Experience
North Tonawanda, N.Y.
Operators Explain Control of Sound

*Continued from page 4*

double channel, or stereo speakers. He agreed with Monmouth that 12-inch remote speakers "are not necessary if you have enough good eight-inch auxiliary units.

Brady Distributing Co., Charlotte, N. C., also uses eight-inch speakers "if we use remote speakers at all, according to Blair Norris. In most locations, we let the machine speaker do the work." The company does tend to use more remote speakers in newer locations, however, he added.

"And in some large places we may install a 12-inch auxiliary unit or a box with three speakers," said Norris, who estimated that some 10 percent of Brady's locations use remote volume control systems and that 10 to 15 percent have stereo hookups. "We have amplifiers with outputs of 50 watts per speaker or 25 watts per channel."

Norris also said that some 59 percent of the wallboxes Brady installs allow volume control by the customer in the booth. Schipper's said his company uses two such wallboxes per location and believes these units are important additions to a sound distribution system. "Truck stops are the best places for both wallboxes," said Ellis. Monmouth believes that they are used to better advantage in restaurants than in taverns.

Speaker output has increased from 23 to 40 watts per channel in the last two years, according to John Suppirz, Seeburg Corp., Chicago. "A new system now carries 80-watt output amplifiers," although the manufacturer of 12-inch machine speakers (two 12-inch woofers and two horns or a high-frequency notes) decreases the need for a large number of remote speakers, he said. Seeburg has also improved its auxiliary speaker system.

"The trend in buildings is to..." (Continued on page 46)

---

On the Street

By RON SCHLACHTER

According to Philip Moss, there is considerable concern in Iowa over direct selling of slot machines to locations... Moss also reports that the new Seeburg cigarette machines has increased sales around 15 per cent even though all new machines in that market have a 25 cent limit. Some industries are at 45 cents in... Norma Gilsberg is a new saleswoman with the Philip Moss Co. and..." (Continued on page 47)

---

BRAD Point Fitter

now with cutter sharpener and scuffer

Here is the only and most complete machine for cure tip service in the billiard industry! Profit in time and money — simplify installation of tips with this ingenious, easy-to-operate tool. New cutter design assures better cutting action and lends itself to sharpening on machine with cutter sharpening wheel. There's no costly delay while tips are out for sharpening. Do it yourself in minutes! Cutter accuracy assures new ferrules a secure and permanent fit without adhesives, even with inexperienced operators.

Standardizes Industry Requirements Processes All Cues!

The two cutters on this machine are NOW all you need to process any tips...and just two diameters for greater dowel strength. This precision machine has universal application on 11, 12, 13 and 14 mm cues, for installation of ferrules with BRAD's unique suspended tip, and for ferrules of new material, available from BRAD, for standard leather tips.

*Excepting blanks*

For loopproof point fitting, longer cue life, and professional billiard control, Take a Tip from BRAD! Write for free itemized catalog.

BILLYARD RESEARCH and DEVELOPMENT INC., 31019 Jefferson, St. Clair Shores, Mich. 48082
Distributor's Role Vital In Growth of Games

*Continued from page 42*

it by large, publicly owned vending firms is viewed as much more important by Stern. He does not, however, think there will be less small operators, or that distributors will be threatened by direct purchases of equipment from factories. O’Donnell also remarked about the strengthening of distributors. “The diversified line of popular Midway equipment,” O’Donnell said, “will complement the current Bally line and greatly strengthen the position of distributors.”

“Distributors are absolutely essential in the coin machine field. They fulfill a vital function. The operator, large or small, needs the distributor to handle trade-ins, he looks to the distributor for service and parts, and operators of games especially need to see all the different games displayed on the distributor’s showroom floor. This last point is very important, he said, because the customer is more likely to buy more if he is impressed with what is more than true in music, and certainly more than is true in vending machines.”

The proposed addition of Midway has not reached the point. Stern said, where there has been any marketing direction as to distributor alignment. He also said he knew of no plans to issue more public shares of Bally stock. Bally’s total sales of $19,908,111 in 1968 was a new record, compared with $17,062,340 in 1967. Net income rose to $1,420,924, or $1.06 per share, compared with $1,199,088, or 90 cents a share in 1967. Stern said that plans for expanding Bally’s Irish facilities are also set for completion this year.

Completion of the Lenc-Smith acquisition would be the first since Bally became a publicly owned company and would also add to gross sales. The woodworking factory, located in suburban Clero, Ill., enjoys annual sales of approximately $3 million.

Annual sales for Midway are approximately $4 million. Midway’s plant, now comprising 28,000 square feet, was built on a 78,000-square-foot lot in 1966. Midway has pioneered in the development of various amusement games, and also makes equipment for industrial companies which use Midway printed circuits, switching devices and other electronic components.

No Action in Paramount, Miner Patent Litigation

CHICAGO — Miner Industries, New York, developers of a balloon vending machine, is seeking an injunction against another balloon vending machine manufacturer, Paramount Textile Machinery Co., and is involved in some actions against several other companies stemming from charges of patent infringement. It was inadvertent. Miner had obtained a consent decree against some of Paramount’s distributors. Counsel for Paramount last week said that no enforcement or consent decree action has resulted in the case.

Paramount attorneys also stated that the firm has only one prime distributor, Merchandising Associates, Charlotte, N. C.

GLEN CAMPBELL, Johnny Cash and Tom Jones are among artists competing for the jukebox artist of the year award sponsored by Music Operator of America.

*Continued from page 47*

America (MOA), were a result of a membership poll and selected telephone jingles and jukebox programmers in all sections of the U. S. “Galveston,” by Glen Campbell, and “Aquarius” by The Fifth Dimension, were also picked. Jukebox artist of the year nominees were Glen Campbell, Tom Jones and Johnnie Cash.

Nominees for the top song of the year are normally limited to three titles, said MOA executive vice president Fred Granger. “This year, the voting was so close we decided to choose four titles.” He explained that the voting is under the direction of MOA’s awards committee and that additional efforts were made to make certain voting represented every section of the country. The voting covered a period dating from late 1968 to the present, but Granger pointed out that the showing of “Harper Valley” and “Hey Jude” was a significant reflection of the unusual exposure jukeboxes received.

Jukebox operators will present awards to artists and labels at the MOA banquet Sept. 7, climaxing the three-day annual Jukebox and Amusement Machine Exposition at Chicago’s Sherman House Hotel.

The MOA banquet stage this year will be comprised of more artists than has been the case in other years, Granger said. Lined up so far are: Boots Randolph (Monument); Hank Williams, Jr. and the CHEatin’ Heart Band; Sonny and Cher (Capitol); The Imperials (Columbia); Skeeter Davis (RCA); Peaches and Herb (Dacot); London Lee (Mercury); Walter Oakes, United States Army; Tommy Wills and Sonny Hines (Airtown); Johnnie Wright (厂房); Glee Laws (Columbia); Flair; Johnny Frank; Randall; Don Cornell and Roberta Quinlan (JIB).

Records Exhibitors

Granger said the newest record manufacturer to announce plans to exhibit was Metromedia Records. A conflict of dates between the MOA show and one involving the nation’s rock juggling industry represented by the National Association of Record Merchandisers (NARM) in Dallas, has caused some label executives to decide their time between both shows. "Len Levy of Metromedia said he didn’t want to miss MOA so he will be in both places," Granger said. Other label executives attending both shows include Mort Hoffman of Epic Records, Monument, MGM, Decca and Arteone are signed as MOA exhibitors, too.

MOA’s two business seminars this year will consist of one dealing with all aspects of the jukebox industry. A panel of representatives from Rock-Ola Manufacturing Corp., Seeborg Corp., the Wurlitzer Co., Rowe International, Inc. and ACA Sales will speak for a few minutes and a moderator will invite questions from the floor.

The second seminar will be devoted to MOA’s current public relations program. The national trade group is negotiating for a speaker. An open discussion will follow the speaker and MOA’s public relations kit and promotional material will be given to everyone attending the two seminars.
Bulk Vending News

Bulk Firms Grab Hold of Apollo 11
For Gum and Charm Product Ideas

By BRUCE CORY

CHICAGO—Sales of "Moon Landing Special" bulk vending gum have "taken off like Apollo 11," according to James D'Angelo, Cramer Gum Co., Inc., East Boston, Mass. "My office is swamped with calls for orders. This moon shot really has everybody charged up."

The Moon Landing gum is a 1-cent ball, 2,220 count item, said to be an exclusively low profit margin and is available in six pastel colors. The gum has been in distribution for the last month, "not enough time to put together any precise figures, enough time to know it's doing real well," said D'Angelo.

We were all little bit too low in bringing it out," he admitted. "We held it up so it could come out with some pink lemonade gum we expected to be the big seller. But it has turned out just the other way. It's like cutting a record and having a hit on the side you didn't expect it on."

The sudden build-up in national enthusiasm for the Apollo 11 mission just before the July 16 lift-off has been responsible for the initial success of the Moon Landing Special, according to D'Angelo. "Space fever has just recently hit this country," said D'Angelo. "The kids are really becoming space-oriented."

When we tried to bulk a 1-cent gum for six months, they were pretty lukewarm about it and more interested in the pink lemonade. The response on the Moon Landing Special has shaken us up a little. We found out we had guessed right," D'Angelo estimated that sales of the item might be good some six months after the successful completion of man's first lunar landing and exploration.

Creative House Promotions, Chicago, said it was waiting until the safe return of the three American astronauts before pushing its line of penny "Moon Creep" buttons. "We sold an estimated one-half million of them when we introduced the line at the NVA show this spring," said Ed Jordon. "But our Rowan and Martin Laugh-In buttons took precedent over the 'Moon Creep' items."

10 Creatures

The creeps are 10 funny face creatures of various colors painted on gallon size silver transparent backgrounds "to get color flash in the item," the manufacturer said. "Space products have never been too successful in the past," according to Jordon. "Space flight was too topical a subject for our vending machine."

Our volume column speakers are designed to be mounted either in or on the ceiling, as well as either vertically or horizontally. The volume column speakers play the music across the top of the room and down. We want to get away from the irritation of having a speaker bounce the music right off the top of somebody's head," Steparitz explained.

"Jukeboxes are being played louder and louder. Rock music is meant to be played loud, and that's the way the kids like it on the jukeboxes. Even the adults like music a little louder these days," Steparitz raised machine speakers simulate the sound of a band on a stage, and are encased in individual boxes to cut down on resonant vibration, or mechanical noise. Soft suspended speakers resonate at only 20-30 cycles.

Seeburg uses a 24-inch speaker magnet. "The size of the magnet makes the difference between a good and bad speaker." The low note bass frequencies of rock music are especially hard on the voice coil. A strong permanent magnet means a stronger sound in the lower frequency ranges. Seeburg's newest pickup tracks at two grams pressure. The results are high fidelity, low noises and little wear on the records."

The Beatles or Rolling Stones use 5-6,000 dollar worth of sound equipment when they record," Statoritz explained. "You want to hear the music on the jukebox in the way it was recorded."

Scott Brown, Rowe International, Inc. engineer, Grand Rapids, Mich., said Rowe's pickup tracks at 4 grams. "With all the shoving and bouncing a jukebox gets, any lighter pickup would make the needle skip."

Forty-watt stereo amplifiers are standard equipment, while 100-watt amplifiers are optional. Rowe's latest model photograph has 10-inch flanking speakers on either side of the jukebox to increase volume. The machine uses a 12-inch bass speaker and two 6-inch speakers for mid-range and high frequency sound. We've worked hard to get the smoothest sound from our speakers, and have taken great pains to free them of peaks. Correct placement of the speakers is the best way of cutting down acoustical feedback," he added.

A high frequency remote speakers are the most popular auxiliary units, he said, "but we also manufacture low frequency speakers with high frequency horns." Six-inch speakers use 10-inch magnets, he said, "while the heavier units use 16-inch magnets."

SCHOENBACH CO.

Machines

254 BIG OAKS & TITANS
V-2 CAPSULES IN STOCK

Write for Beautiful Illustrated Circular and Price List. Staple Folders, Lowest Prices, Wills

MEMBER MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN CLASSIC

NORTHERN CLASSIC

BUILT FOR BUSINESS! MARK-BEAVER Bulk Vending Machines

STANDARD CLASSIC

SCHOENBACH CO.

MACHINES

254 BIG OAKS & TITANS
V-2 CAPSULES IN STOCK

Write for Beautiful Illustrated Circular and Price List. Staple Folders, Lowest Prices, Wills

MEMBER MACHINE DISTRIBUTORS, Inc.
Music Best Growth Area for Vendor, States Operator Who Sold 9 Routes

*Continued from page 41*

We sold the four full line companies and our music routes in Odessa, Midland, Amarillo, El Paso, and Lubbock.

Raymond Williams, a Wurlitzer distributor, will continue to head Southwestern Music Distributing here and its music operating branches in Austin, Fort Worth, and San Antonio. Two of which were involved in the bid for the Wurlitzer firm, B. H. is now the manager of the nine Interstate subsidiary firms.

Music Means Growth

Asked why he thinks large vendors haven't expanded more actively in acquiring music routes, he said, "I don't think it's really been a profit center in the profits or discouragement in the future. For one thing, the current music operating in street locations as two different fields. "We never think the same; it's not even in Dallas where we have a different view about the whole vending and music market." Plant vending requires greater maintenance, different route men, different hours of operation and it is in the nature of vending music to reach street music operating. We will continue to offer plant vending at lower prices and different area patterns."

Quarter Pricing

B & B vending, incidentally, is fully diversified. He added the operation includes coin machines for amusement feeding, but there are no mobile division, however; we are currently a two-for-a-quarter pricing on jukeboxes. "We are ready with 80 percent of our coin two-for-a-quarter outlet and we have pushed for this right along." We were one of the first to ship our coin two-for-a-quarter valvators for our jukeboxes. In amusement games we have not hiked our price for the past two-for-a-quarter, because we operate mainly pool tables, which have an established price of a quarter per game.

Establishing the price of routes, according to Williams, it has developed into a fairly set pattern recently. Although he did not disclose the price involved in the sale of his nine routes, he said the formula usually takes the form of offering a price equal to "the average weekly gross." He added that there are various formulas, too. For example, a cigarette route may be priced according to the number of routes he would leave the route.

He also said he plans to arrive at some estimation of the value of the equipment. "Although equipment is twice as high as it used to be," Williams said, "it's not very optimistic about the future of music operation. For one thing, with capital equipment so high, there are few new people getting into the business. As a result, the music operators can't make as many expensive demands or change operators at the drop of a hat as used to be the case."

Bulk Plants Grab Apollo 11

For Gum and Charm Ideas

*Continued from page 46*

he said, "particularly in the 25-cent line. We would like to put out a space ring or something similar after a successful moon landing." Space exploration would not be a profitable theme for the bulk vending industry, according to Wurlitzer president Tyrone G. Novely Corp., Freeport, N. Y. The subject is too far out, he said. "How are you going to talk about the Apollo mission until you have a moon?"

Walde Bolen, Northwestern Corp., Morris, Ill., said his company has added another thing in the space theme and its Saturn 2000 vending machine. The Saturn machine has been on the market for six years, he said.

Left Brands, Chicago, is now shipping a "lunar ball," according to Jane Mason. The surface of the ball is a replica of the moon, according to Miss Mason.

"Anything that is as popular as the public with the space flight is a good base for bulk vending to look into," she said. "Space has been popular for the industry for several years. No one can say how long the interest will last but if necessary, we will be there. It has other space gum merchandise in the works, she added.

Belgium Machines

BRUSSELS—The number of coin-operated amusement machines in Belgium increased from 19,547 last November to 27,000 in 1968, according to information released by the Belgian Automatique (UAB). At the same time, demand for bingo machines dropped but there were no major orders for pinball games. The UAB will participate in the three-day coin machine exhibition in Berlin, Sept. 16-19.
Pillsbury Co. Launches Multi-Flavor Space Food

MINNEAPOLIS, Minn.—Space food sticks may be the first bulk vending merchandise offered by the Pillsbury Co. here, according to marketing executive Judy Halblieb.

The 4-in. sticks, originally produced as contingency or emergency foods for long space flights, is being test marketed in vending machines at Brookfield Zoo near Chicago. The space food comes in three flavors (chocolate, caramel and peanut butter) and is being vended at two sticks for a dime, said Miss Halblieb. The test has been running for three weeks which is "not enough time to say if the product will be marketed in its present form and at that price, or if it will be marketed for bulk vending at all," said Miss Halblieb.

Interest in the space program and the Apollo 11 mission may stimulate initial customer interest in the space food, according to Miss Halblieb, "but the quality of the product takes over from there." The sticks have never been used on any NASA missions to date and were not aboard Apollo 11, she added.

Space food is also being marketed in grocery stores in the following states: Illinois, Missouri, Kansas, Michigan, eastern Wisconsin, all but northeastern Ohio, Colorado, Oklahoma, Arkansas, and parts of Wyoming, South Dakota and Nebraska.

NAMA Event to Anaheim

* Continued from page 41

City as the site of the Association's 1972 national convention and exhibit. The dates will be Oct. 14-17.

This year's national convention is scheduled for New Orleans, Oct. 18-21, while dates for the 1970 event are Nov. 7-10 at Chicago's International Amphitheatre. The 1971 convention is set for Oct. 16-19 at Chicago's McCormick Place.

Concerning the move to Anaheim, NAMA president William Martin said: "NAMA was fortunate to find space at the Anaheim location for our 1970 Western Show, since it offers much better facilities than were obtainable at the Ambassador Hotel, while still maintaining the intimate flavor of our Western conventions."

The annual NAMA Western Conference and Exhibit has been held at the Ambassador Hotel since its beginning in 1960. Meanwhile, the board of directors has also decided to replace the traditional NAMA spring management conferences with greater emphasis on NAMA State Council programs for 1970.

Philippines Raise Tax on Jukeboxes

By OSKAR SALAZAR

MANILA—A higher rate of taxes was imposed here recently on importations of jukeboxes and spare parts. The increase was ordered by Acting Commissioner of Customs, Rolando G. Geotina, following reports of the increasing number of shipments arriving from the United States.

Geotina said, that effective immediately, commercial shippers of used jukeboxes and parts would have to pay advance sales taxes instead of compensating taxes.

This is expected to result in additional income for the Philippine government, he said.

Geotina said only compensating taxes were levied on previous shipments because they were covered by appropriate certificates of authority from the Bureau of Internal Revenue (BIRD). He added the BIRD had already been informed of the step taken by customs to hike collections for the government.

He further said such shipments could not reasonably consist of replacement parts for old units, as claimed by the signees, but were intended for possible sale or barter. Customs records showed that most of the shipments that arrived during the past few years were made by practically the same persons.

Geotina believes that importers of these goods would be willing to pay the higher tax rate without any complaint.
"Trifles make perfection... but perfection is no trifle"
Later Burbank...

This incredible, hit-making machine has scored again. Their sound is so unusual, so slightly unexpected. Their selling - it is near to... featured here is their recent smash "Talkin' to a Nobody," that gets down to King's costs, girls and all.
**THE SKITCH HENDERSON Symphony**

Boris Khaikin, The Bolshoi Orchestra, conducted by Made Khaikin. "The Grand Style and Character"...a complete and substantial recital, including works by Beethoven, Mozart, Beethoven's "Coriolan," and other selections." This recital is a superb performance of a well-known and well-loved selection.

**YE YO POPULATION**

A jazz version of the classic "Ye Yo Population," with the talents of the famous jazz trumpeter, trumpetist, and singer忧虑。 This recording is a unique and enjoyable selection.

**THE BEST OF CARLA THOMAS**

Atsco 10 3322 S

Some of the best hits have been put together for his fun-trip down memory lane. A package can't miss when it contains Carla Thomas' treatment of "Ooh What A Feelin'" "Say, Look What You're Doing," "Honey," and "Terry Bozey." This is a must-have for any fan of Carla Thomas.

**ANITA KEER SINGERS**

Vedett Voices and Bold Brass.

With a driving bass, the Anita Keer Singers take on an entirely new aspect. In a sense, they get soul. It's a hot, gutsy sound with three-million-dollar vocals. Great cuts include "You've Made Me So Very Happy," "Suppers," "Oh, Bluebird," "Cheesecake," and "The Windows of Your Mind." This is a very enjoyable selection.

**POPPY**

AAR A.R.B.

AAR SP 41119

This is a great selection of classic pop music, with hits like "Gipsy," "Caravan," and "Czar of All the Universe," all featuring on standards by standards. Also, making appearances on this album is the great	

**PAUL CHOLDUST**

Birds of Paradise.

This is a great selection of classic pop music, with hits like "Gipsy," "Caravan," and "Czar of All the Universe," all featuring on standards by standards. Also, making appearances on this album is the great	

**POPPY**

AAR A.R.B.

AAR SP 41119

This is a great selection of classic pop music, with hits like "Gipsy," "Caravan," and "Czar of All the Universe," all featuring on standards by standards. Also, making appearances on this album is the great	

**PAUL CHOLDUST**

Birds of Paradise.

This is a great selection of classic pop music, with hits like "Gipsy," "Caravan," and "Czar of All the Universe," all featuring on standards by standards. Also, making appearances on this album is the great	
SPECIAL MERIT PICKS

TOP LEVEL A and R EXECUTIVE (CLASSICAL)

This post involves international A and R activities to be carried out on one's own responsibility.

Those who are interested are kindly requested to write to Mr. P. Hulkes, Philips Phonographic Industries, Box 23, Badhoevedorp, Holland, stating particulars of education, experience, age, knowledge of languages, etc. of course letters will be treated in strictest confidence.

Our rapidly expanding organization, active in all parts of the world, has ambitious plans regarding the expansion of its classical catalogues.

To effect these we wish to contact first class executives with wide experience in record companies, radio organizations or orchestral management, etc. who are interested in a position as a
NEW YORK—RCA is mounting a major drive in Red Seal releases for the Boston Symphony Orchestra as all of its new Red Seal releases for the month feature the orchestra. Included are three multiple set releases and a recording with the Choral Artists and conductor Erich Leinsdorf conducting.

A recording package with the Boston Symphony Chamber Players includes Schubert, Brahms, Poulenc, and first listings for Webern’s “Concertino” Op. 23, and Britten’s “Noye’s” and Dahl “Duettino Concertante.”

A two-LP set conducted by Erich Leinsdorf, the Boston Symphony’s music director, contains Beethoven’s Symphony No. 9 with soprano Jane March, tenor Placido Domingo, mezzo-soprano Josephine Veasey, baritone Sherrill Milnes, the Chorus Pro Musica, and the New England Conservatory Orchestra and Chorus. Beethoven’s Symphony No. 9: Landon Ronald also conducted Haydn’s Requiem” with soprano Montserrat Caballe, Milnes, the Conservatory Chorus. Completing the set is Brahms “Vier Erste Gesange” with Leinsdorf on piano and Milnes.

John Browning completes his Prokofiev concerto cycle with the “Concerto No. 2” under Leinsdorf. Music from Kurt Weill’s “The Three Pianos” will be performed on disc 3. Eid Wild is the soloist in the first listing of Schwarzwälder’s “Piano Concerto No. 1” with Leinsdorf conducting.

Leinsdorf also conducts the Boston in a Mozart symphony and a Beethoven symphony. Completing the Boston release is a Berlin press conducted by Georges Pretre, one of the rare recent recordings of the orchestra conducted by someone other than Leinsdorf.

The low-price Victrola line has a three-LP monaural release of Puccini’s “Manon Lescaut” with soprano Lillian Nordica, tenor Jusli Bjoerling, baritone Robert Merrill, and the Rome Opera House Orchestra and Chorus under Josef Patzak.

Also from Victrola is a C.F. Previn tape featuring Collberg Uranium, a set by the Berlin Philharmonic under Leinsdorf and Rudolf Rajter with music of Smetana, Sinding, Dvorak, Wolf-Ferrari, Kodaly and Reznicek, and a Japanese S. J. Bach tape with Tadashi and Kazue Sawo on koto, Hozan Yamamoto on shamisen, Sunanori Nakamura on shakuhachi, Tatsuro Takimoto on bass, and Takashi Inomata on drums.

2nd Award at Montreux Fest

MONTREUX, Switzerland—The Montreux International Jazz Festival has been organized on an international basis and has maintained its policy of granting only three prizes, the silver, gold, and platinum. This has contributed to the development of the recording of the golden age.

A dozen jurors from all over the world, under the chairman of the recently appointed president of the Jury, Leonard Marcus, (U.S.), editor-in-chief of High Fidelity, will convene in Montreux in September. Marcus replaces the retiring editor of Saturday Review. All jurors are noted critics: James Lyons, United States; Edward Greenfield, England; Gabriel Garabato and Gerald Fierz, Switzerland; Luigi Bellini, Italy; Kurt Blaas, Austria; Carl Heinrich Mann, Germany; Michel Hofmann, France; Erich Schaefer, Sweden; Klaas Poschmann, Holland; Ivan Votch, Czechoslovakia; and Alben E. Glimme, Switzerland.

A preselection committee, composed of other specialized record companies worldwide, has prepared lists of their choices of the 10 best recordings issued in their countries from April 30, 1968, to May 1, 1969. From these lists, Nicolas Hirsch, permanent secretary of the award, the chairman of the pre-selection committee, has, in collaboration with Marcus and other members of the jury, condensed a final list of 25 choices to be submitted to the jury. In addition, each juror has the right to add one title to his or her choice list.

Apart from the award, the Montreux Festival will also be held from Aug. 29 to Oct. 5. Berlin Radio Symphony under Wolfgang Sawallisch, the Cleveland Orchestra, a Bach cycle in Vevey, Bach’s “B Minor Mass,” H. M. Sound, Los Angeles, special candlelight serenades at the Montreux Hills, Schubert recitals at the Montreux Park, a concert of new music from India (Delphina Chaudhuri) and Poland (Fiestaliste and Ludwina Jean-Bonhomme, an ensemble for ancient music).

Montreux Nominees

MONTREUX, Switzerland—The following list of recordings has been submitted to the jury for the Montreux International Jazz Award:

- Bach: "B Minor Mass"—Concertino Musica Viva, dir. Nicholas Harnoncourt
- Berlioz: "Symphonie Fantastique," dir. Charles Dutoit
- Brahms: "Piano Concerto No. 2," dir. Charles Dutoit
- Chopin: "Piano Concerto No. 1," dir. David Benyas
- Dvorak: "Symphony No. 9," dir. Charles Dutoit
- Falla: "Three Iberian Dances," dir. David Benyas
- Grieg: "Piano Concerto," dir. David Benyas
- Mahler: "Symphony No. 9," dir. Charles Dutoit
- Mendelssohn: "Concerto," dir. David Benyas
- Ravel: "Duo," dir. Charles Dutoit
- Schumann: "Symphony No. 4," dir. David Benyas
- Tchaikovsky: "Symphony No. 6," dir. Charles Dutoit
- Vivaldi: "Concerto," dir. David Benyas

Tenor Jan Peerce will appear with contralto Ida Albinov and pianist Richard Bock in a Paris concert on Nov. 10 and with the Camerata Singers under Abravanel Kaplan in Amsterdam Hall on Dec. 7. "The Boston Symphony will play the 1969 meeting of the Music Critics Association at Tanglewood from Aug. 13-14. M. Duchovny will be conference chairman. The agenda will include critical debate on the current state of composition, the problems of the arts, and the state of criticism; a criticism free-for-all discussion, and an introduction into the Critics Institute.

Pierrot Jozefik Polcar will be the soloist with Pierre Boulez and the Cleveland Orchestra at the Cleveland State School on Thursday (11). pianist Gina Fischer will be the soloist with Louis Lennsen at the orchestra on Saturday (2). The Boston Symphony will play the concert on Sunday (3) with pianist Michel de la Roche as soloist. Rodgers and Hammerstein’s "The Sound of Music" will be performed at the Lyceum Hall on Thursday (11). pianist Gina Fischer will be the soloist with Louis Lennsen at the orchestra on Saturday (2).

Classical Notes

Carnegie Hall on date.

FRED FRIED

AUGUST 2, 1969, BILLBOARD

53
BILLBOARD'S WORLD OF SOUL,
the annual editorial special that captures the emotion and vitality of the rhythm and blues field, will be published in Billboard, August 16.
The exciting 3 column format will reach more than 100,000 Billboard readers, plus the all-important disk jockeys attending this year's NATRA convention in Washington, D.C.
If your bag is SOUL then your best ad buy is Billboard's . . .

the world of soul

ADVERTISING DEADLINE: AUGUST 1
Contact Your Nearest Billboard Office Today!
Maple Leaf Network Helps Booming Canadian Talent

By Ritchie Yorke

TORONTO — There is no longer any doubt about it, 1969 will go down as the first year of Canadian music's major success in the U.S., the market that matters most.

Local disk companies are signing up Canadian talent and issuing Canadian singles with abandon, at least when compared with the way it used to be.

Six months ago, Canadian talent meant nothing, either in Canada or anywhere else. Now Canada is being recognized in the U.S. as a major talent source.

Currently there are three Canadian-produced singles either on the Billboard "Hot 100" or "Bubbling Under." They are the Guess Who's follow-up to the million-selling "These Eyes," titled "Laughing" with a claim of 400,000 copies sold; the Polypad release of "Spanish Eyes" by Montreal's Motherlode;

Admittedly, "Laughing" was cut in New York but the producers, Jack Richardson and Ben McPeek, flew in from Toronto for the sessions. The single was cut in Montreal by Neil Eppstein, and the Motherlode single was cut in Toronto by Mort Ross, Terry Brown and Doug Riley, and mixed in the U.K.

Of great assist to the boom in Canadian talent is the formation of the Maple Leaf network, which is a network of key top 40 radio stations across the country which have collaboratively agreed to play at least three local singles weekly. Currently, the network is going strong, "Sunrise to Sunset," first release, and "Ferns and Hushy," a crowd pleaser at the Horseshoe Tavern.

Team Forms Mar-De Prod.

TORONTO — Martin J. Kagan and John Delmage have teamed up to form Mar-De Productions with offices located in Toronto and Waterloo.

Future plans for the new production house include concert productions, radio tours and complete coordination services. Mar-De will even be equipped to fly and set up and operate lighting and sound systems and audio and video taping.


From The Music Capitals of the World

TORONTO

CHUM added the Rolling Stones single, "Honky Tonk Women," to their "forbidden" air play list along with "The Ballad of John and Yoko," says George Leventhal, director of promotions. The group will cut a disc early in August then go on to the Electric Circus beginning August 12.

Capitol's Brian Green's trio drawing good crowds into Sutton Place. Association affiliated with an appearance at the Glastonbury Festival will headline at the Glastonbury Festival.

This Week's Top 10

1. BLOOD, SWEAT & TEARS Columbia $5 9720 (S) 11
2. MCGILLIVRAY SONGS Capri $5 9260 (S) 10
3. BUBBLEGUM CAPTİVES Capri $5 9260 (S) 9
4. BORIS GEDZA Capri $5 9260 (S) 8
5. THE JACQUARS Capri $5 9260 (S) 7
6. THE JIMMY'S Capri $5 9260 (S) 6
7. THE DAVEY GROVES Capri $5 9260 (S) 5
8. THE DAVEY GROVES Capri $5 9260 (S) 4
9. THE JIMMY'S Capri $5 9260 (S) 3
10. THE JACQUARS Capri $5 9260 (S) 2

Baez for Free Fortune Fete

TORONTO — Folk singer Joan Baez, "Hair" composer Galt McInerney and French singer Robert Charlebois are headliners scheduled to appear at the Canadian Broadcasting Corporation's third Camp Fortune Summer Festival, July 28-Aug. 4, in the Gatineau Hills, Quebec.

All 37 open air concerts are free to the public and taped by the CBC for later radio broadcasts. Last year, as many as 17,000 people attended a single performance.

The concert series is a combined effort by French and English sections of the CBC in the Ottawa area. Marv Saumure and Gary Leger from CBC and Ian Fellows (also coordinator) and Peter Shaw from CBC are the year's festival producers.

In sharp contrast to the pop, classical and "light" music featured in the Ottawa concert series, the Camp Fortune concert series in the Toronto area is all classical.

Headliners of this year's Camp Fortune Summer Festival include Joan Baez, originally inked for July 9 but inked for July 28 appearance. Galt McInerney, originally from Ottawa, was inked for July 28.

(Continued on page 60)
global, Africa, launch underground promo

LONDON — Larry Page has sold his 50th percent stake in the British version of the US record company, Gallo Africa, which is represented by Dick James. Page, who has been involved in the music business for over 20 years, has now reduced his stake to 25 percent, leaving Dick James as the sole owner.

Page's decision follows the launch of his new band, Page One, and has put Dennis Berger in charge of production. James's son, David Berger, who is currently the administrator of Page One, has stepped down.

Page Forty will be run as a joint venture between the companies being built up by Page, including his own management, and will have a new publishing company, Page Full One.

In his three years at the helm, Page has built up the Page One catalogue and has taken on the Troggs, averaged on his U.K. hits with Vanity Fare, Plastic Penny and female impersonator Danny La Rue. He has also been involved in the distribution of Penny Farthing in France.

Page One is distributed by Philharmonic in France, and will aim to produce the top 40 hits in France.

LONDON — RCA Victor of Japan and Pony-Pak (Nippon Wholesale) have formed a new, independent company, which will be financed by the parent firms but totally on its own as far as personnel is concerned. This new company will be called "Green City." It will be involved in the production of country music albums, and will also be involved in the production of rock albums.

This new label will produce country and western music, as well as disco and reggae. The label will be locally produced with local artists.

Pony-Pak is one of the leading distributors and manufacturers of country music in Japan, and will be involved in the production of records.

The new label will be involved in the production of rock albums, and will also be involved in the production of country music albums.

Other firms have sworn over to producing more country hits. Philips has a country music operation with more than 400 records in its catalogue.

The big push is during the next six months to make national and regional radio stations do more for country music.

In this year's Country Music Awards, the recording of "The Time of My Life," by The Time, was nominated for Best Country Track of the Year.
Classical, Pop MIDEMS Planned for Next Year

PARIS — The fourth International Record and Music Publishing Market (MIDEM) will be split into classical and popular sections, the first running from Jan. 9-Jan. 13 and the second from Jan. 18-24. MIDEM will be held next year in a new, specially constructed building at the back of the Palais des Festivals with offices on four floors. Individual offices, which can be either open-plan or closed, will be provided with a tape player, hi-fi unit, and private and external telephones and will be fully sound-proofed and air-conditioned.

The 25-seater auditoriums will be available for hire with optional use of pianist, bassist and drummer.

The classical section of MIDEM, designed to afford the same promotional possibilities to classical and contemporary music as are given to popular music, will provide a showcase for young artists and composers.

Recordings and radio and TV programs of new talent will be presented during the day and there will be three concerts by young musicians. Two concerts featuring the works of new composers and a concert of Asian music. There will also be a symposium on the promotion of classical music run jointly by MIDEM and the International Music Council.

British participation in both the classical and the popular MIDEM will be administered by the Music Publishers' Association, and the Board of Trade will financially assist British participation in both MIDEMS, paying the participation fee and a share of the office costs.

To overcome the last MIDEM's gala problem of international participation there will be two performances of each of the three popular international acts.

German Disk Industry Gets Publicity Firm

HAMBURG — The German record industry, through its association, Arbeitsgemeinschaft Schallplatte, has given the Uecker-Werbegesellschaft publicity firm in Hamburg a 26,300 contract to handle advertising, publicity and promotion for the industry.

Metronome Records' Leif E. Kraul, chairman of the record industry association, told Billboard: "The agency will begin operations in the fall of 1969. We feel that the job of promoting the record can not be properly handled by an honorary official."

Part of the publicity campaign (Continued on page 66)

French AZ Buys BAM

PARIS — Roger Creange and Lucien Morisse, president and general manager of Disc'AZ, and Levi Alvares, president and owner of Boite a Musique Records, have announced the acquisition of Boite a Musique Records by Disc'AZ for an undisclosed figure.

Boite a Musique, specializing in high-quality classical, folk and literary albums, has won numerous grand prix in France for its productions and will retain its label identity. Disc'AZ plans strong promotion and exploitation of the catalog both in France and in foreign markets.

Disc'AZ has also acquired French and Benelux rights to the T. Neck and Super K labels.

Meanwhile Disc'AZ international director Barbara Baker has rush-released the Sire single "(Continued on page 50)

U.K. Companies Set Annual Conferences

LONDON — The British majors now have scheduled their annual sales conferences which will all be held between Aug. 26 and Sept. 17.

CBS, RCA and Pye are all using regional meetings this year to blast off their new Christmas product. CBS has broken out of the London/Manchester straight jacket and has chosen York and Southampton for its two meetings, using the Skyrays Hotel at Southampton on Aug. 26, and York's new Viking Hotel on Aug. 28 for its northern, midlands and Scottish salesmen. The theme taken by the conference will be "Your Future is Sound." CBS executives from Europe are expected to attend, and some evening entertainment will be provided.

Pye holds its northern area conference at Manchester's Midland Hotel on Sept. 10, and Morocco Singers To Italian Fest

MILAN — The three-day Premio Internazionale del Disco (International Record Prize) Festival scheduled for July 31-Aug. 2 in the Tuscan resort of Montecatini Terme, will host most of the singers who appeared in the Oscar Malta Festival held in Rabat July 26-29. The Festival, sponsored by the Montecatini S.A. of the Morricone Pro Loco in (Continued on page 60)

In any language

EMI means record business

Illustrated left, for instance, is a recent broadsheet which shows that in Sweden, as in most other parts of the world, EMI commands the top of the charts.

EMI Svenska is but one of 30 EMI companies throughout the world: Europe, Asia, America, Africa and Australasia — EMI covers them all; knows where the buyers are and caters for their different and ever-changing tastes.

EMI has promotion men in every continent who are in daily contact with those who influence record sales. Continuously throughout the year close to 800 EMI salesmen call on over 90,000 dealers. Each country is different, of course, in its customs and buying habits. And it's knowing that difference that pays off. That's why — if you're one of the record people — you need EMI.

THE GREATEST RECORDING ORGANISATION IN THE WORLD

59
International News Reports

From The Music Capitals of the World

**Stadium**

At the Granne in Hamilton...

**People**

On a trip to France people interested in attending the Atlantic City Convention Center have wasted their first LP for Capitol. Album was recorded in Toronto, Ontario, and produced by Mike Fink, a man in the Electric Circ.
The Flirtations

Latest Single

South Carolina

Includes:
South Carolina
Nothing But A Heartache

This Must Be The End Of The Line
I Wanna Be There
Stay
How Can You Tell Me?
Someone Out There
Need Your Loving
Once I Had A Love
Momma I'm Coming Home
Love Is A Sad Song
What's Good About Goodbye My Love

Produced by Wayne Bickerton
Musical Director: Johnny Harris
SPOTLIGHT SINGLES

*OLIVER-JEAN* (Prod. Bob Crow) (Writer: Adirondack) (Skiing, BMI)-This recording was the result of a collaboration between two of the top songwriters in the field: Bob Crow and Adirondack. The two writers came together to create a song that would be both catchy and memorable, and they succeeded in producing a chart-topping hit that became a favorite of fans everywhere. "Oliver-Jean" became a popular choice for karaoke performances, and its catchy melody and memorable chorus made it a staple of radio playlists. The song's success was further bolstered by its clever lyrics and the talented performances of the artists involved. Fans praised the song for its memorable hooks and the emotional depth of its message, making it a true highlight of the year's music scene. 

Blinky & Edwin Starr—Oh How Happy

*Three Dog Night—Easy to Be Hard* (Prod. Stephen Montague) (Writer: Weatherford/Hendriks/Brown) (United Artists, ASCAP)-The band's third album, "Three Dog Night—Easy to Be Hard," was released in 1970 and became a commercial success. The album featured a mix of original compositions and cover songs, and it showcased the band's versatile and dynamic sound. The lead single, "Three Dog Night—Easy to Be Hard," was a massive hit and became the band's signature song. The album's success helped to solidify Three Dog Night's place as one of the top rock bands of the era, and it remains a beloved classic to this day. 

Special Merit Spotlight

"Every Time I Think of You" (Prod. Tom Anderson) (Writer: Steve Cropper) (American Artists, ASCAP)—This song was originally recorded by the Staples Singers and became a hit for them in 1968. It was later covered by a number of other artists, including Ray Charles and Bob Dylan. The song's powerful message about love and loss resonated with listeners, and it became a staple of the rhythm and blues genre. 

"The Last Waltz" (Prod. Al Kooper) (Writer: Robbie Robertson) (Warner Bros., BMI)—The song was written by Robbie Robertson and recorded by The Band for their album "The Last Waltz." The song's somber tone and haunting melody made it a powerful statement about the end of an era, and it became a beloved classic for fans of the rock genre. The song's inclusion on the album "The Last Waltz" helped to cement The Band's place in music history. 

"The Weight" (Prod. Bob Dylan) (Writer: Bob Dylan) (Columbia, BMI)—This song was written by Bob Dylan and recorded by The Band for their album "The Last Waltz." The song's powerful message about the struggles of life and the search for meaning resonated with listeners, and it became a beloved classic for fans of the folk and rock genres. The song's inclusion on the album "The Last Waltz" helped to cement The Band's place in music history. 

"The Times They Are A-Changin'" (Prod. Jack Sen) (Writer: Bob Dylan) (Columbia, BMI)—This song was written by Bob Dylan and recorded by The Band for their album "The Last Waltz." The song's powerful message about the struggles of life and the search for meaning resonated with listeners, and it became a beloved classic for fans of the folk and rock genres. The song's inclusion on the album "The Last Waltz" helped to cement The Band's place in music history.
On the Eighth Day of Christmas
The Vogues Have Brought to You

"GREENFIELDS"
Their Eighth-in-a-Row Hit Single.
Ah, The Joys of Christmas in July

As usual, on Reprise (#0844)
As usual, Produced by Dick Glasser
Arranged by Ernie Freeman
Published by April-Blackwood
<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Stop, Look, Listen</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>2</td>
<td>Doin' Something</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>3</td>
<td>Doin' Something</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>4</td>
<td>Remember</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>5</td>
<td>Remember</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>6</td>
<td>Remember</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>7</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>8</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>9</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>10</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>11</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>12</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>13</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>14</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>15</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>16</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>17</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>18</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>19</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>20</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>21</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>22</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>23</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>24</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>25</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>26</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>27</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>28</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>29</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>30</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>31</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>32</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>33</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>34</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>35</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>36</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>37</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>38</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>39</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>40</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>41</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>42</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>43</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>44</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>45</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>46</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>47</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>48</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>49</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
<tr>
<td>50</td>
<td>Keep On Keepin' On</td>
<td>The Isley Brothers</td>
<td>Vogue</td>
</tr>
</tbody>
</table>

Continued on Page 49
SLAVES IS HOT AT THE BOX OFFICE!

AS OF JULY 9th, TOTAL GROSSES. $871,983

WEEK ENDING JULY 9th SECOND BIGGEST ACCURATE GROSS IN THE COUNTRY...$574,000

WASHINGTON, D.C. ...... $ 88,551
Baltimore, Md. ...... 59,766
New York, N.Y. ...... 415,000
Chicago, Ill. ...... 130,000
Detroit, Mich. ...... 137,000

CLEVELAND, OHIO ...... $ 45,227
Denver, Colo. ...... 27,306
Milwaukee, Wis. ...... 17,208
Minneapolis, Minn. ...... 16,000
Macon, Ga. ...... 12,972

GROSSE
IN
TOE
"S
OF
j(ENDIN
9
gj
GESt
ACCURATE
Qn
COUNTRY
51
WASHINGTON
D.C.
....

MORE THEATRE OPENINGS
SCHEDULED
THROUGH LATE FALL.

The first album of ALL the songs from the motion picture

Album release date first week in August

SKYE RECORDING CO., LTD.
40 WEST 55th STREET NEW YORK, N. Y. 10019

WHERE YOU'LL HEAR MUSIC SAYING THINGS YOU'VE NEVER HEARD BEFORE.

ARRANGED AND CONDUCTED BY GARY MCFARLAND

Copyrighted material.
THANK YOU

DAVID BOWIE

FOR

"SPACE ODDITY"

Mercury #72949
Together's Archive Series Features West Coast Acts

LOS ANGELES — Together Records is releasing an archive LP of contemporary music by the Byrds, Lord Buckley, Cano Heat and other San Francisco and Los Angeles-based artists.

Included in the series will be "Preludes," featuring five original members of the Byrds — David Crosby, Gene Clark, Chris Hillman, David Crosby, Michael Clark and Gene Clark. The project will be a double-fold LP at $4.98.

Gary Usher, Together executive producer, acquired the original master tapes from Jim Dixon, original manager of the Byrds. The material used in "Preludes" is culled from demos, practice sessions and recording sessions, 1964-1965, edited by Usher.

The LP includes original cuts of "Turnabout Man" and "Without You." Dixon and members of the Byrds, will publish rights to "Preludes."

"The Archive series will include some of the top independent labels based in Los Angeles and San Francisco, Together also is considering mixed anthology LPs from artists representing the various cities.

The San Francisco series will be produced by Bobby Colin of the Preflyte, a San Francisco band and Peter Abrams of the Matrix Nightclub.

"Much of the material will be original repertoire -- not vintage masters -- from diverse sources," said Usher. "I want to present the best that each group will try to work with the groups involved and allow them to select material for the Archive series." By the time the San Francisco series, called "Preludes," is released, they will be joined by photos of the double-fold LP. Wildcat and the San Francisco series, said Usher, we will produce a "super jam session" and a blues package. The entire project covers about 17-20 groups. Six groups are drawn from the LP's and released following the album release.

Mack A. Hill, a former member of the series will be distributed by Forward Records, an arm of Transcontinental Entertainment. Together Records is financially underwritten by Together Records.

Hazlewood Doubles as Act, Producer on Label

LOS ANGELES — Lee Hazlewood has been named label producer for his LHI Records, including two albums featuring himself as an artist.

He will team with vocalist Susan Jane Hokem for an October release, following a 40-piece orchestra in "4-T, an LP of the band that will be not be released due for an Aug. 1 release.

Hazlewood will also produce an album for Laura Polkinghorne, lead singer for Honey Ltd., an LHI group, and a 25 Distribs Named

LOS ANGELES — Beverly Hills Records has lined up 25 domestic distributors prior to releasing its first product. Morris Diamond, executive vice-president, is negotiating for international representation.

S. Mills Bullish on 2 Pubs, Making Marks in Copyrights

NEW YORK — The first year of Stanley Mills' September Misch and Galahad Music (BMG) finds the two publishing firms well on the way to reaching an aim of establishing copyrights.

While Mills has not yet had a hit with a song similar to that of "Feelin'" by Marilyn Maye on the Tomato label, he uses the chart, which it an 18-week run, contributed toward making the song an outstanding hit.

The RCA single resulted in Miss Maye singing the number four on the Billboard Hot 100. The sheet music sales, a Rainbow Grill booking and supporting TV performance by the King, London, and other recordings and live appearances put the limelight on the version of the Paul Evens-Paul Farnes song as it is displayed on the RCA and JPeppers label.

"Congratulations" is another good copyright with recent versions by Jane Morgan on RCA and Jerry Vale on Columbia and other versions as a country vein by Leapy Lee on Decca.

Executive Turntable

Bell Handles New Disk Co.

"The Mountain" album is being launched immediately to coincide with West's first national concert tour. Backing guitarist-singer West, who was formerly with the Maharajahs, are N. D. Smart, previously with the Hippy People, on drums, pianist Steve Knob, and Raphael himself on bass.

The group has an engagement at Fillmore West Friday through Sunday (25-27), and following fills in on the Whiskey A Go Go Los Angeles Tuesday through Thursday through Thursday (29-31), and at the Grande Ballroom, Detroit, Friday and Saturday (1-2); the Fillmore West Thursday Aug. 8-9; the Boston Tea Party, Boston, Aug. 13-15, and the Woodstock Music Festival, Aug. 16, among others.

A select number of artists are already involved in upcoming projects for the Windfall label.

Ambassador in $9.48 LP Line

which will break late in the fall. The Swingle line will be handled by the label's activity in the ad.

Les and Larry Elgart and the Vaughn Monroe Singers have been chosen by Les as the first artists for Swingle. Delaware's Hat and Nestor and Gil Nelson will handle the activity in the ad.

Reverend David Swingle with three L.P.'s. The albums will be titled "Les and Larry Present the Nash- ville Country Brass," "Les and Larry Elgart Present the Nashville Country Piano Smash Hits" and "Les and Larry Elgart Present the Nashville Guitars."

2 Distributorships

LOS ANGELES — Two distributorships have been added to the list of distributors served by the company. Consolidated has become ABC Records and Tape Sales Co., while Hirt & Priv- ilege has finally switched over to Transcontinental Distributing Corp.

Project 3 Holds Talent Auditions

LOS ANGELES—A college concert series is being established at Blue Thumb Records.

The new department is run jointly by Michael Pearce and Paul Stewart, the latter a local college band working at the company during the summer. Pearce works in the label's shipping end of the company.

Blue Thumb's general manager Don Graham, who has helped establish the communications department, reports working directly with 270 college radio stations plus the Intercollegiate Broadcasting System's (IBS) regional company relations department.

Pearce and Stewart are setting up communications lines to the various program directors who are the eyes and ears of their programs.

The label will also notify the distributors of the company's department in their areas so that co-ordinated campaigns can be developed on college campuses.

In line with establishing con- 

tact with college media, the depar- 

ment will send out information material on new releases and provide background on the artists.

Mills explained that many Top 40 songs don't last as copyrights, while other material, which often has a high wind up in nightclubs and other recorded performances. He noted that while he would like a rock hit, publishers could price themselves out of the market by killing groups and pulling

An English instrumental, "Ser- endipity," is also owned by the company, which was acquired by Mills, also is produced by Bobbi Toplace, with versions by the Robert Mann Orchestra and chorus and pianist Groove Sound on Rainwood and Paul Matur and Philip.

The Polish country success on RCA with "Kiss Her Once for Me," which is due to receive poa next week on the latest evens-Parnes song for single treatment is "Think Women" by Ed Ames and Miss Maye on RCA, which is drawing easy chart attention. The single can become a good summer copyright.

The label also will notify the distributors of the company's department in their areas so that co-ordinated campaigns can be developed on college campuses.
IT'S NO ILLUSION! IT'S FOR REAL!
IT'S A HIT!
"DID YOU SEE HER EYES"
THE ILLUSION
STEED 718 PRODUCED BY JEFF BARRY
IT'S SELLING!
AND IT'S FROM
THE ILLUSION ST 37003
THE ILLUSION'S FIRST STEED ALBUM FEATURES
THE LONG VERSION OF "DID YOU SEE HER EYES."

ALSO AVAILABLE ON TAPE. DISTRIBUTED NATIONALLY BY PARAMOUNT RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION.
After 20 sellout performances in Europe including: ROYAL ALBERT HALL FESTIVAL HALL LIVERPOOL PHILHARMONIC...

Welcome TYRANNOSAURUS REX!

The sound...

the sound ground!

August 8-10 / Family Dog on the Great Highway / San Francisco, California
August 11-13 / Three Experience / Los Angeles, California
August 15-21 / Cafe A-Go Go / New York, New York
August 22-23 / Kinetic Playground / Chicago, Illinois
August 29-30 / Houston, Dallas, San Antonio Pop Festival
September 4-6 / Boston Tea Party / Boston, Massachusetts
September 9-11 / Electric Factory / Philadelphia, Pennsylvania
September 12-13 / Grande Ballroom / Detroit, Michigan
September 19-20 / Eagles Auditorium / Seattle, Washington