Pocket disc on Move; Handleman Approves

By PAUL ACKERMAN

NEW YORK — The American Corp., developers and manufacturers of Plastic, has emphasized its commitment to the new four-inch single configuration by placing an order for 100 additional vending machines at a total cost of $500,000. The move underscores America’s satisfaction with the introduction of Pocketdisc in the Detroit market and points the way to expanded activities by the Handleman company in servicing Pocketdisc in other markets in addition to Detroit.

Meanwhile, David Handleman, president of the Handleman company and dean of record merchandisers, voiced favorable views of Pocketdisc’s entry into the retail scene. Handleman stated: “Pocketdisc has a good potential; it offers a new area of distribution...a new area to get into with records. Come” (Continued on page 10)

---

Col, WB-7 Corp. Tops In 6-Mo. Billboard Study

By FRED KIRBY

NEW YORK — Columbia Rec.

---

Open Conglomerate Probe; Criticize New FCC Rules

By MILDRED HALL

WASHINGTON — The conglomerates were to begin their last day of record label activity last week as Rep. Emanuel Celler’s antitrust subcommittee opened its probe of giant multi-

---

Columbia, Decca, Epic Convention Coverage Begins on Page 3

---

Bogart Urges $1 Single

NEW YORK — Singles can be sold in ever-increasing quantities and with a high profit by raising the price back to $1 retail and by reintroducing the stereo single. That’s the view of Neil Bogart, vice-president of Buddah Records, who believes that the added incentive of
Recent events have forced us to reconsider that most classical of musical themes, the moon: **HENRY MANCINI**'s new single, "**MOONLIGHT SONATA**" c/w "Natalie"* #74-0212. By America’s most notable composer/conductor whose “Love Theme from Romeo and Juliet” (#74-0131) is an RIAA-Certified Million Seller.

*From the Cinema Center Films presentation of a Stanley Shapiro production, “Me, Natalie”*
Sound of 1970's Keystones
Columbia National Sales Meet

By MIKE GROSS

LOS ANGELES—"Columbia/ The Sound of the Seventies" was the theme of the third annual convention, seminars, live talent shows and new product presentations that highlighted the biannual sales convention at the Century Plaza Hotel here from Thursday (3). The convention, which was the largest and most successful in the company's history, was attended by more than 700 people from practically "family" all over the world.

Clive J. Davis, president of Columbia Records, opened the first day of the business meetings Thursday (3) with his keynote address, which set the "Columbia/ The Sound of the Seventies" theme for the 1969 convention.

One of the marvels of this company is the way it has changed, diversified and kept the leadership of this great, exciting industry.

Bill Farr, vice-president of manufacturing, spoke of the tremendous output of work by Columbia personnel, both for present and for previous conventions. He said, "Every year the NAMM national convention draws near the annual momentum of all the trends, to be gathered and prepared for; you can be a part of the growing industry and be successful in your own industry."

Don England, Columbia's vice-president of sales and distribution, summed up the theme of the convention as he welcomed the delegates with, "Only Columbia Records could have 'The Sound of the Seventies' in 69. Our theme is indicative of the advanced thinking that continues to make Columbia records No. 1 in the industry."

(Continued on page 8)

Executive Turntable

Tom White, president of Columbia System Inc., a diversified corporation concentrating on entertainment and leisure markets. CSI has already opened its first Celebrity House, fast food restaurant and record-tape outlet. The entertainment group of the company will be involved in Celebrity House outlets and National Merchandising Service Co., a tape and record rack jobbing operation. White was with MGM Records for eight years and was vice-president of Columbia.

He was also responsible for supervising MGM owned distributing branches in key markets as well as overseeing MGM's plant operation.

Bob Kornheiser, appointed vice-president, tapes, overseeing all tape operations for Atlantic Records. Jerry Greenberg, formerly pop creative product director for the company, has been named pop promotion director, working with Henry Allen, vice-president, promotion. Stan Marshall, appointed director of East Coast sales for Elektra Records. Working in the record industry for 10 years, Marshall has worked in custom sales at Columbia's international sales and recently opened a record premium venture with his own company, SRM Productions.

Deca Records have appointed six regional promotion directors with total responsibility for Decca promotion in their regions. Reported to Randy Brimelow, marketing representative, are the six directors. Their are: Jim Randazzo (West Coast), Ed Spence (Southwest), Larry Baunach (South), Pete Gidion (North Central), Doug "Lee" (Midwest) and Bernie Block (East Coast).

John Mahan, who recently has been managing branch operations for Capitol Records covering seven Southern States. He was also president and director of James Vending Machine Co.

(Continued on page 110)

FOR THE SIX-MONTH WRAP-UP OF MID-YEAR GOLDEN SINGLES & ALBUMS

SEE PAGE 96

AUGUST 9, 1969, BILLBOARD
LAS VEGAS — The great- est entertainer facing his biggest challenge met one of his toughest audiences at the International Hotel.

Elvis Presley, making his first personal appearance since a 1967 return to Memphis, rocked through such famous his as "Hound Dog," "Don't Be Cruel," and his latest million-selling message, "Blue Moon of Kentucky," and later with his "Hound Dog." "Blue Suede Shoes," "Good Rockin' Tonight," and "Don't Be Cruel.

But it was not the Elvis of the rough edges of the middle 1950s. Thursday was a polished, confident and talented performer who knew what he was going to do and how. But, it was the Elvis of the rock & roll era, he said, into the songs, and let the vibrations of the music have their way, swaying hips, rolling pelvis and moving shoulders.

Elvis played with five musicians from Los Angeles who sometimes record on his movies. The rhythm section included Larry Marrero, piano; Jimmy Burton, John Wilkinson, guitar; Ronnie Tutt, drums, and Jerry Schilling, bass. Elvis played with Elvis at his last personal appearance in Memphis.

Elvis is also backed up by the 30-piece International Hotel staff band, under Bobbi Slaton, and he closed his show with the Sweet Inspirations, a black gospel group, only during his 40-minute show.

Elvis does not plan to keep his shows the same. He has been told to develop new shows and will work with the International management.

Before Elvis opened, he had thousands of telegrams wishing him the best. He got a wave of 20,000 fans from the U.K., Germany, Norway, and New Zealand.

"Elvis has worked extremely hard," said Carr. "He is one of the most dedicated entertainers I have ever been associated with. We have an executive, non-eye manager, Col. Tom Parker, who enjoys his stay working over here and is putting everything together for the show.

Ironically, Elvis will be challenged by Elvis, during his international stay. His NBC-TV special, shown last Dec. 3, will hit the air on Dec. 29.

On hand for Elvis' opening was his father, Vernon; stepmother, Dee Preley, Sam Phillips, his friends, and the staff.

AF Inks Deal With Whitelaw & Carl Prod.

AFR meets with Whitehale & Carl Productions Inc. and is setting up a deal which will benefit RCA Victor for $43,000. Vernon was on hand for an agreement to expand in territories and personnel and other changes.

NATRA MEETINGS OPEN WEDNESDAY

NEW YORK — Paramount Pictures Music Division and Chappell & Co., Inc. have broadened the term of their existing agreement to expand in territories and personnel and other changes.

Existing companies which have functioned in Europe and Canada Limited, Famous-Chappell Ltd., (U.K.) and Famous-Chappell Canada, Ltd., now known as Paramount-Chappell, are in a situation according to a joint announcement by Jacques R. Chabrier, vice-chairman, and Richard W. Reinert, president of Paramount Music publishing companies.

The scope of activities of the companies will be extended to include all aspects of the music industry. The new deal was negotiated by M. E. Ricketts, Chappell chairman, and Alton B. Marker, Paramount vice-president (Paramount Music Division division). The agreement was worked out by (Paramount Music Director S. J. Sachs and Whitelaw and Carl, and William R. Stinson (executive vice-president and general manager, Famous-Chappell music publishing companies).

Burk has been named chairman of Paramount-Chappell Ltd. Ownership and composition of the boards of directors of each of the companies is divided equally between Chappell and Paramount. This arrangement will strengthen the companies in progress, in the future, and preserve the existing personnel.

A press release stated the changes reflected the forward-looking approach of the executives. The company has announced that the move was made to improve the market position of the company.

The company is a division of Gulf & Western Industries Inc. The company became affiliated with the Paramount-Chappell relationship as a subpublication agreement in 1936.

NARM Adds 13 Members

NEW YORK — The National Association of Record Merchandisers has added 13 members in the past three months. They are Baker, for member category and 11 in the independent category. On July 1, 26 new members have been added to the rolls.

New associate members are CMC Records and Tapes, Inc., and Stuart Sales Co.

New associate member companies include the first independent association member of NARM, Phillips Phonographic Industries, represented in NARM by George H. Barron.

Other new associate members are Adel, International, tape brand; Alsin, master tape and record manufacturer; Alton B. Marker, president, Paramount-Capitol, manufacturer and record producer; Belair Enterprises, manufacturer of tape player equipment; Haddon Record Co., manufacturer of records; Harry's Recording, a record duplication company; Raneo, tape duplicators, Re-Cat, Inc., manufacturer of records and tapes, and Recordo, record manufacturer.

The new membership is the result of the upcoming NARM Tape Convention, Sept. 5-7, at the Fairmont Hotel, Dallas.

Corbitt on Polydor

NEW YORK — Jerry Corbitt, formerly with RCA, has a new album slated on Poly- dor, not RCA as previously re-
"This album is dedicated to the young people who push against indifference, shout down mediocrity, demand a better future, and who write and sing the songs of today." BARBRA STREISAND


On Columbia Records®
Phonogram, Autovox Sign Cassette Marketing Deal

MILAN — Phonogram, the Italian record company jointly owned by Philips and Deutsche Grammophon, has signed a musicassette marketing deal with Autovox, the largest auto cassette manufacturer and the Esso Italiano oil company.

As a result of the deal, Philips Audio Distributions Co. will sell in more than 300 of Esso Italiana's most important service stations on the autost Returned.

Cassette display cases will be installed along the gasoline pumps and each station will have an initial stock of more than 60 titles, mostly EPs. Displayed along the cassette showcase will be an Autovox player which the customer can try out the cassettes.

For the first two months of the campaign an Autovox player (Continued on page 10)

In This Issue

AUDI 82
Clu 72
Classified Advertising 84
Coin Machine World 73
Commercial 47
Country 60
International 96
MUSICAL INSTRUMENTS & FOLIOS 40
Radio 48
Rhythm & Ruhes 40
Talent 32
Tape Cartridge 18

FEATURES Health of the World 61
Stock Market Quotations 47
In This Issue 9

CHARTS Billboard Classical LP's 72
Bestselling Piano 60
Bestselling Rock & Roll LP's 69
Bestselling R & B Albums 42
Bestselling Latin 24
Bestselling All Others 8
Breakout Singles 89

RECORD REVIEWS Album Reviews 86, 88, 92
Single Reviews 105

Advertisement

Billboard

EDITORIAL OFFICE: 165 W. 46th St., New York, N. Y. 10036
CIRCULATION OFFICE: 2313 Broadway, New York, N. Y. 10023

SEND SUBSCRIPTIONS TO: Billboard Subscription Service, 2313 Broadway, New York, N. Y. 10023

EDITOR IN CHIEF: Ed Ochs

EXECUTIVE EDITION: Paul N. Ackerman

DEPARTMENT EDITIONS: New York, N. Y. 10036
Chicago, N. Y. 10036
Boston, Mass. 02116
Los Angeles, Calif. 90067

SPECIAL PROJECTS DIVISION
Director of Sales: Ron Cooper
Assistant Director of Sales: Bill Williams
Promotions Director: Norm Wood
Editorial Director: Bob Wilcox
Promotion Manager: Bob Phillips

ASSOCIATE PRODUCTION MANAGER: John Clancy

COPYRIGHT: Chicago, Ill., 1967

BILBO CIRCULATION, NEW YORK

ASSOCIATE PUBLISHER: John Clancy

PRESIDENT: Morris R. Ander

EXECUTIVE OFFICES: 2313 Broadway, New York, N. Y. 10023

Billboard

NEW YORK—NBC will televise the Grammy awards presentation show in a row. The announcement that the NBC network picked up the pick-up on the show "The Best of: The Grammy Awards" come in the wake of Nielsen ratings that showed the 1967-68 one-hour special outperformed the TV Academy's "Emmy Awards" for the first time. Traxx Waches will once again sponsor the special.

In an announcement of the series, NBC President Bob Tischler, referring to the show's high rating, said: "This is a great boom for the recording industry in general, as well as a further indication of the growing importance of NARAS and the Grammys in particular."

Court Hits 15 In Bootlegging

LOS ANGELES — Capitol Records has obtained a temporary restraining order in St. Louis Circuit Court against Byron Norman, president of Custom Music Distributors Corp.; Robert Schultz of N. A. Records Corp., and 14 other music retailers in St. Louis, Kansas City, Detroit, Cleveland, Boston, Chicago, City, Mi. for illegal tape duplicating. The order was signed by Judge Nangle.

Capitol has filed an appeal in the Illinois Appellate Court seeking an injunction plus a preliminary injunction by Judge John Luke in Cooke County (Chicago) Circuit Court. The suit was brought by Gary Spays of Sound Singles and Tape-A-Tape of Chicago. Both decisions were handed down last week.

Isley Brothers Ruled Against

NEW YORK—Motown Record Corp. and its subsidiary, John Morris R. Ford, Inc., were granted a preliminary injunction in their favor in U.S. District Court in a suit involving the Isley Brothers.

Judge Morris E. Leaker denied an injunction against the Isley Brothers to keep Motown and Ford from claiming ownership of the copyrights and masters of "It's Your Thing," the ?64 Motown Award winner.

The Isley Brothers had contended that they did not record the song and only allowed Motown to change it. They were under contract to Motown at the time the song was recorded, but the Isleys believed that the recording was done on Nov. 6. He stated that the song was a combination of two of his own compositions: an uncertain probability would fail to win any verdict if the case were carried forward.

SPECIAL PROJECTS DIVISION

Director of Sales: Ron Cooper
Assistant Director of Sales: Bill Williams
Promotions Director: Norm Wood
Editorial Director: Bob Wilcox
Promotion Manager: Bob Phillips

ASSOCIATE PRODUCTION MANAGER: John Clancy

COPYRIGHT: Chicago, Ill., 1967

BILBO CIRCULATION, NEW YORK

ASSOCIATE PUBLISHER: John Clancy

PRESIDENT: Morris R. Ander

EXECUTIVE OFFICES: 2313 Broadway, New York, N. Y. 10023

Billboard

NEW YORK—NBC will televise the Grammy awards presentation show in a row. The announcement that the NBC network picked up the pick-up on the show "The Best of: The Grammy Awards" come in the wake of Nielsen ratings that showed the 1967-68 one-hour special outperformed the TV Academy's "Emmy Awards" for the first time. Traxx Waches will once again sponsor the special.

In an announcement of the series, NBC President Bob Tischler, referring to the show's high rating, said: "This is a great boom for the recording industry in general, as well as a further indication of the growing importance of NARAS and the Grammys in particular."

Court Hits 15 In Bootlegging

LOS ANGELES — Capitol Records has obtained a temporary restraining order in St. Louis Circuit Court against Byron Norman, president of Custom Music Distributors Corp.; Robert Schultz of N. A. Records Corp., and 14 other music retailers in St. Louis, Kansas City, Detroit, Cleveland, Boston, Chicago, City, Mi. for illegal tape duplicating. The order was signed by Judge Nangle.

Capitol has filed an appeal in the Illinois Appellate Court seeking an injunction plus a preliminary injunction by Judge John Luke in Cooke County (Chicago) Circuit Court. The suit was brought by Gary Spays of Sound Singles and Tape-A-Tape of Chicago. Both decisions were handed down last week.

Isley Brothers Ruled Against

NEW YORK—Motown Record Corp. and its subsidiary, John Morris R. Ford, Inc., were granted a preliminary injunction in their favor in U.S. District Court in a suit involving the Isley Brothers.

Judge Morris E. Leaker denied an injunction against the Isley Brothers to keep Motown and Ford from claiming ownership of the copyrights and masters of "It's Your Thing," the ?64 Motown Award winner.

The Isley Brothers had contended that they did not record the song and only allowed Motown to change it. They were under contract to Motown at the time the song was recorded, but the Isleys believed that the recording was done on Nov. 6. He stated that the song was a combination of two of his own compositions: an uncertain probability would fail to win any verdict if the case were carried forward.

CASH GETS GOLD DISK

NEW YORK — Columbia's "Johnny Cash's Greatest Hits" has been certified a $1 million seller since mid-June, the company said.

The proposed building, in addition to executive offices, would house several 16-track recording studios needed for major movie soundtracks. The building would also be used for the recording of the company's acts, said Robert Schultz, president of the company.

Oracle Expands To New Quarters

BROOKLINE, Mass.—Oracle Records today announced the lease of two large, renovated, renovated, temporary quarters at 1051 Beacon St. here. Buck Spurr, label president, said that plans were being investigated for a building in the area.

The proposed building may also be used for the recording of the company's acts, said Robert Schultz, president of the company.

Oracle Expands To New Quarters

BROOKLINE, Mass.—Oracle Records today announced the lease of two large, renovated, temporary quarters at 1051 Beacon St. here. Buck Spurr, label president, said that plans were being investigated for a building in the area.

The proposed building may also be used for the recording of the company's acts, said Robert Schultz, president of the company.
Brand New Team

BLINKY & EDWIN STARR

Brand New Single:

"OH HOW HAPPY"

GORDY 7090

Watch It Go To The Top!!
Decca Gung Ho—Gallagher

MIAMI BEACH—Decca Records is currently running 40 percent ahead of last year's business, but William P. Gallagher, executive vice-president, promised some 300 distributors and record company executives here a business in the same range a year from now. He spoke Friday (1) morning at the sales meeting of the distinguished group of Decca and "there being an industry that it's a Decca way of doing business." But the company is pumping new blood into Decca to the solution, he said. He spoke of new executives acquired recently and a completely reorganized promotion setup to focus towards generating more air play of records. He said that any time Decca replaced a salesman, they replaced him with a promotion man. He commented that regional promotion executive had been given complete autonomy in their areas. Part of the breaking with tradition was the new logo (see separate story) and a major revamping of the look of Decca from its shipping label to even the records.

While Decca was ahead 40 percent in business it was not ahead 40 percent in overall output, new artists, Gallagher commented. He ran down a list of artists and said concentrated efforts would be made to establish them. Decca is 80 percent ahead of its biggest year in history in the current month and pointed out. Gallagher said he intends to establish the same new artist in this month. The Coral label, which has signed its first new artist in years, will be set up as a major worldwide label. New margaritas are also being planned for Brunswick and Vocalion.

Tape Explosion
Gallagher spoke of tape sales exploding. Sales now account for 10 percent of the inventory, he said. "Catalog does not last as it used to in the record business and in tapes the catalog can receive new life. Oklahoma is a major new tape market," said Gallagher. He intends to build a live tape catalog from the inactive record catalog.

Gallagher stated that tape cartridges and cassettes were $400 and $300 respectively to expect it to represent 40 percent of the music business in three years. He said Decca thought it might hurt record sales but, after examining the buying equipment will have to decide whether to buy a phonograph player that is in cartridges player.

On the international scene, Gallagher said. Decca was far from the Top 5 or Top 10 in the world in the U. K. There is currently talk of major ventures in Italy and France.

Columbia National Sales Meet

Los Angeles—Four all-star banquet shows featuring top-name and new recording artists highlighted the Columbia and Broadcasting Sales promotion at the Century Plaza Hotel here. The events were emceed by Columbia president Joe foss, CBS Records, and Goddard Lieberson, president of Columbia/CBS Records.

The show featured Chicago, Pacific Gas and Electric, the Flock, and the new West Coast acquisition, Santana.

4 Shows Given at Col, Epic Meets

LOS ANGELES—Four all-star banquet shows featuring top-name and new recording artists highlighted the Columbia and Broadcasting Sales promotion at the Century Plaza Hotel here. The events were emceed by Columbia president Joe foss, CBS Records, and Goddard Lieberson, president of Columbia/CBS Records.

The first show, held Wednesday (31), included a heavy rock act from Chicago and a top-west group performing. The show featured Chicago, Pacific Gas and Electric, the Flock, and the new West Coast acquisition, Santana.

The Thursday (1) show spotlighted more of Columbia's roster of talent. The show featured the new Don Ellis Band, and singer Janis Joplin.

The Friday (1) program was turned over to the Epic roster. The featured act was the classic rock act featuring the band.

The final banquet show on Saturday, the new group with the new recording artists, was held at the Waldorf-Astoria here, Purcell was on the bill.

Others elected included Bobbie Cee, vice-president; Murray Boston, secretary, and Victor Salopou, treasurer. The banquet was attended by 700, including the biggest names in the business, including some of the biggest names in the business.

The conference included 70 percent of the entire Columbia roster, including bookings running into hundreds of millions of dollars.

Merco Discount Policy Continues

CHICAGO—Merco Records Corp. has extended its "Merco" marketing program dedicated to the profit program (15). The program was designed to benefit "the people that help them on the LPs" at a 77 percent price discount to dealers, including ship-to-Santa, Smooth and Fontana labels and features such artists as the 4 Seasons, the Osmonds, Spinners, Goo, and the Platters.

Davis Sets Long Range Talent Goal

LOS ANGELES—in setting up the year's sales goals during his keynote address Thursday (31), Clive Davis, president of CBS/Sony Records, told the delegates to the Columbia national convention at the Century Plaza Hotel here, "If we want to be number one in the matter of talent acquisition," "Let's try to create the potential of 100,000 albums or better over a period of time, Columbia doesn't need that artist.'

He added, "We want quality artists and we'll have long careers. Let the Mrs. Millers be on other labels. The one question we ask of ourselves is, 'If I give a great piece of music to the world, will I be launching or extending a long-term career?'"

He also noted that despite reports to the contrary, Columbia is always the biggest bidder on the market and "only the time we get into the stratosphere is when it is clear that there will be a big advance sale for the first album of that new artist, then the investment should be relatively safe.

He also alerted the delegates to be aware of the changing buying patterns of their customers and to study the amount of money spent by their stations, getting on the company that the company doesn't get missed and flood the pipeline only to have to take a beating on returns.

He also put it clearly that the "bannanana of the hits single is over, but we have a major concern is getting the right single from an album."

When asked what he will be focused on is whether there is a Top 40 hit "in the album."

The meeting decided to determine whether an album that makes it to the Top 100 can’t be rolled out to the Top 40. Can copies can go as high as 500,000 copies.

A further guideline to Columbia’s blueprint for the box, David said, "Columbia’s blueprint for the box, gives us the fast buck. We can’t pay for the artist, only to get this one-time sale. We are leaders, building and looking to the future.''

Harmony Presents 10 LP Release at Nat’l Meeting

LOS ANGELES—Debut albums by Tony Bennett, Ray Conniff, Johnny Cash, Marty Robbins and the Brothers Four sold out in just 48 hours at the Harmony catalog’s 10-LP release which was unveiled last Friday (1) at the Century Plaza Hotel here. The 48-hour sale was unprecedented in the company’s 45-month tour of the company’s worldwide operations.

The presentation was made at the "The Not-So-Forgettable Markets," pointed out that almost 90 percent of all record sales take place outside of the U.S., and that in some parts of the world, this country, CBS has complete record operations. Harmony National account represented the producers who own this time there will be a total of 11 Christmas albums being released this year. In an exclusive Christmas ‘pre pak.’ Highlighting this 32-count unit is "Divorce Me Merry Christmas." Have Yourself a Merry Little Christmas," which has been imported in green and red for ready identification at points of sale. The Christmas product is ready for immediate shipment.

An additional, completely new advertising sales kits, along with simple to use distributor catalog, have been prepared and will be shipped to all markets in the company’s ongoing all-out campaign for the product.

Col Honors 11 Engineers

LOS ANGELES—During the Columbia national convention at the Century Plaza Hotel here, 11 awards were given to the engineers who helped produced a gold record. Out of the 11 awards presented two were joint awards. Roy Segel and Jerry Hochman received a plaque for their efforts on the "Cheap Thrills" album of the "Grateful Dead,"" and the Holding Company featuring Janis Joplin, and both Neil and Bob Sutro also received awards for their co-efforts on the "Johnny Cash at Folsom Prison." William also received a separate award for his work on Bob Dylan’s "Nashville Skyline."

Peter Roman, who works out of the Los Angeles studios, achieved the most awards given to a single person. He received three separate plaques for his work on the gold singles, "Little White Angel," "Never On Sunday," and "I Miss You." Young Girl" and Gary Jackson and the "Sunday Lovers" and "Honey" LP.

Master to Intrepid

NEW YORK—Intrepid Records, Inc., the new management company, has purchased the company a new management company for the business. The company, "It Must Be Him," and Rafa Coltran received the honors. The company is being sold to Andy and the "Honey" LP.

Billboard

The International Music Record Newsweekly

Now in its 75th year of industry service

Subscribe Today!

Just open your newspaper and you can subscribe to Billboard for $99.99 a year.

BILLBOARD, 3820 Potomac Street, Cincinnati, Ohio 45242

Please enter your subscription to BILLBOARD for:

\[ \begin{align*}
\text{1 Year} & : \$99.99 \\
\text{3 Years} & : \$239.99 \\
\text{Subscription} & : \$19.99 \\
\text{Renew} & : \$17.99 \\
\text{Discount} & : \$2.00 \\
\text{Other} & : \$3.00 \\
\text{Foreign} & : \$3.00 \\
\text{Subscribe} & : \$5.00 \\
\text{Overseas} & : \$5.00 \\
\text{Rates} & : \$10.00 \\
\text{Mail} & : \$12.00 \\
\text{Offer} & : \$0.00 \\
\text{Letter} & : \$0.00 \\
\text{Corporate} & : \$0.00 \\
\end{align*} \]

Company Name:

Address:

City:

State & Zip:

Type of Business:

Title:

Copyrighted material
OUR DEBUT
ALBUM DEBUTS

TOP LP'S

FOR
WEEK
ENDING
AUGUST 2,
1969

ARTIST - Title - Label & Number

1

RUBBER BAND
Cream Song Book
GRT 10000 (S)

JUST RELEASED

HENDRIX SONGBOOK

THE RUBBER BAND

Stereo GRT 10007

GRT RECORDS
9000 SUNSET BLVD., LOS ANGELES, CALIF. 90069
Phonogram, Autovox Cassette Case

...Continued from page 6

is being offered with three cassettes for the special price of $47.84.

The cassette deal follows a similar agreement signed by Agip, Voxon and RCA (Billboard, May 18, 1968) for Stereo 8 cartridges. The first month of the campaign will involve an intensive promotional drive by the McCann-Erickson advertising agency, including special offers, display signs at the selected radio stations and special sales literature. Cassette's will retail at $2.40 for £.50, $6.35 for pop LPS, and $6.72 for classical LPS.

Elementary, of course, my dear Watson! Simply show them...

"THE CARNABY"...ROBERTS "525"

This deeper little AM-FM Radio/TAPE Recorder Cassette was designed to bring out the swinger in us all! A portable music player that travels in fast company... goes anywhere, any time... operates on battery or current... and is always ready to be the life of the party! "The Carnaby" records "live" by mike and from AM or FM radio... or plays from hours pre-recorded cassettes. You needn't be a super-stu...cu... to deduce that with such excellent value your young-at-heart customers of every age will soon swing merrily off a "Carnaby Cap" of their own... and you will be hot on the trail of higher profits.

"THE CARNABY" ROBERTS "525"...COMES COMPLETE WITH BATTERIES, BLANK CASSETTE, CABLE, EARSPEAKERS & AMP- ADAPTER... READY FOR INSTANT RECORDING Retail Price: $99.95

"The Executive" Roberts 525...WALNUT-CLAD STEP-UP MODEL of the Roberts 525... ELEGANT GIFT IDEA FOR THE V.P.'S, WHOSE TASTE DEMANDS TOP-OF-THE-LINE TREATMENT Retail Price: $119.95

Ask about the complete line of quality-controlled high-performance Super-Cassettes from Roberts

THE Preface

RHEEM

Dirt. of Rheem Manufacturing Co.

Los Angeles, California 90036

ADVERTISING

TIC 2ND QUARTER EARNINGS RISE 79%

NEW YORK—The 1969 second quarter earnings for Transcontinental Investing Corp. rose by 79 per cent in comparison to last year. The increase resulted in a 62 per cent hike in profits for the six-month period ended June 30.

The second quarter profits surged ahead to $1,653,000 or 20 cents a share, in comparison with $922,000 or 14 cents a share reported for the same period in 1968. For the six-month period the company earned $3,138,000 or 39 cents a share, up from $1,942,000 or 29 cents per share for the same period last year.

Gross income for the company also showed sharp advances for the two periods. For the second quarter, sales were $24,307,000 compared with $20,515,000 recorded for the same period last year. For the six-months ending June 30, the company's gross income was $48,007,000 in comparison to sales of $42,015,000 reported for the first six months of 1968.

During the six-month period in 1968 the average number of shares outstanding were $1,148,000.

The company's wholly owned subsidiary, Transcontinental Music Corp. was, as in the first quarter, the major contributor to sales and earnings.

MARKET QUOTATIONS

As at Closing Thursday, August 1, 1969

<table>
<thead>
<tr>
<th>NAME</th>
<th>High</th>
<th>Low</th>
<th>Close</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROBERTS</td>
<td>21%</td>
<td>14%</td>
<td>556</td>
<td>11%</td>
</tr>
<tr>
<td>American Broadcasting</td>
<td>70%</td>
<td>49</td>
<td>654</td>
<td>57%</td>
</tr>
<tr>
<td>Columbia</td>
<td>64%</td>
<td>44%</td>
<td>1484</td>
<td>53%</td>
</tr>
<tr>
<td>Automatic Radio</td>
<td>43%</td>
<td>37%</td>
<td>1014</td>
<td>30%</td>
</tr>
<tr>
<td>Automatic Retailer Ass'n</td>
<td>117%</td>
<td>97%</td>
<td>278</td>
<td>10%</td>
</tr>
<tr>
<td>Capital Ind.</td>
<td>12%</td>
<td>11%</td>
<td>1501</td>
<td>13%</td>
</tr>
<tr>
<td>Chic. Musical Inst.</td>
<td>3%</td>
<td>1%</td>
<td>252</td>
<td>12%</td>
</tr>
<tr>
<td>Columbia Pic.</td>
<td>35%</td>
<td>40%</td>
<td>1371</td>
<td>42%</td>
</tr>
<tr>
<td>Disney, Walt</td>
<td>6%</td>
<td>6%</td>
<td>674</td>
<td>73%</td>
</tr>
<tr>
<td>MCA</td>
<td>5%</td>
<td>5%</td>
<td>163</td>
<td>23%</td>
</tr>
<tr>
<td>General Electric</td>
<td>96%</td>
<td>83%</td>
<td>1340</td>
<td>62%</td>
</tr>
<tr>
<td>Gulf &amp; Western</td>
<td>1%</td>
<td>1%</td>
<td>500</td>
<td>21%</td>
</tr>
<tr>
<td>Handelman</td>
<td>41%</td>
<td>33%</td>
<td>175</td>
<td>14%</td>
</tr>
<tr>
<td>Survey &amp; Co.</td>
<td>7%</td>
<td>6%</td>
<td>192</td>
<td>21%</td>
</tr>
<tr>
<td>Kinyo Servises</td>
<td>36%</td>
<td>39%</td>
<td>1907</td>
<td>22%</td>
</tr>
<tr>
<td>Mocchi Co.</td>
<td>28%</td>
<td>26%</td>
<td>172</td>
<td>14%</td>
</tr>
<tr>
<td>RCA</td>
<td>8%</td>
<td>8%</td>
<td>484</td>
<td>23%</td>
</tr>
<tr>
<td>MCA</td>
<td>38%</td>
<td>38%</td>
<td>258</td>
<td>23%</td>
</tr>
<tr>
<td>Tenne Corp.</td>
<td>8%</td>
<td>8%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>Triangle</td>
<td>35%</td>
<td>35%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>20th Century Fox</td>
<td>19%</td>
<td>19%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>United Artists</td>
<td>35%</td>
<td>35%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>United Artists</td>
<td>8%</td>
<td>8%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>United Artists</td>
<td>10%</td>
<td>10%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>United Artists</td>
<td>12%</td>
<td>12%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>United Artists</td>
<td>14%</td>
<td>14%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>United Artists</td>
<td>16%</td>
<td>16%</td>
<td>139</td>
<td>21%</td>
</tr>
<tr>
<td>United Artists</td>
<td>18%</td>
<td>18%</td>
<td>139</td>
<td>21%</td>
</tr>
</tbody>
</table>

*Adapted

THE CARNABY CAPER...or How to drive your customers Mad!

"THE CARNABY"...ROBERTS "525"

Pocketdisk Expansion On

Now you can produce up to 20,000 cassette tapes in a three-shift workday with the professional 4000-Hz Infinities Cassette duplicating system.

The infinities system not only pays you $35,000 to $100,000 on the purchase price, but it also saves you time and money on every cassette by eliminating cassette loading after duplication. Two-track and four-track single-groove machines are available with simultaneous duplication capacity from 4 to 84 cassettes every 4 minutes. Prices start at $1,660.

Write or call us today for your free copy of the new full-color Infinities product brochure and price list.

Infinities, Inc.

1200 Carnival Avenue
Santa Monica, California 90404

(213) 454-4666 - Santa Monica Address

Pocketdisc cassette cassette cassette cassette cassette cassette duplicator

Pocketdisc now offers three different cassette series to you. The new 45's Pocketdisc is a duplication process made possible by Pocketdisc. Fred Hyman, Pocketdisc chief, said the new machines will be available for trade demonstration by mid or late August. Each machine carries 108 selections, with a runout comprising 100 records per selection. The plan of distribution provides for the placement of two machines in each location. Pocketdisc, now offers current chart singles from 26 companies representing more than 150 labels. In addition to being used as a listening demonstration, Pocketdisc is very popular and has been well received. It is also popular with consumers, who seem to like it.
We’re not your ordinary, everyday, run-of-the-mill rock group.

What we do are the classic works of Edgar Allen Poe. We do them to hard rock guitar and the kind of organ you remember from the cellar of the castle where Prince Prospero stalked at midnight. It’s a rather startling, unnerving sound. There are millions of kids into Poe today. We think a lot of them will like our kind of Poetry.

The Glass Prism.

“The Raven” c/w “Eldorado” #74-0205
BILLBOARD CHART ANALYSIS

MIDYEAR INDUSTRY PERFORMANCE REPORT

SINGLES

102 LABELS SHARED THE HOT 100 ACTION

- 31-40 Ranking Labels: 10.2%
- 21-30 Ranking Labels: 16.2%
- 6-10 Ranking Labels: 16.5%
- 11-20 Ranking Labels: 24.6%
- Other Labels: 9.5%

Top Five Ranking Labels: 24.0%

ALBUMS

95 LABELS SHARED THE LP ACTION

- 31-40 Ranking Labels: 10.9%
- 21-30 Ranking Labels: 19.3%
- 11-20 Ranking Labels: 20.6%
- 6-10 Ranking Labels: 19.3%
- Other Labels: 36.8%

Top Five Ranking Labels: 40.2%

PUBLISHERS

212 MUSIC PUBLISHERS SHARED THE HOT 100 ACTION

- Top 10 other Chart Action Publishers: 34.1%
- 31-50 Ranking Publishers: 14.8%
- 21-30 Ranking Publishers: 12.9%
- 11-20 Ranking Publishers: 9.5%
- 6-10 Ranking Publishers: 8.6%
- Other Publishers: 28.7%

THE TOP 10 HOT 100 CHART ACTION LABELS, 1ST 6 MONTHS, 1969... AND HOW THEY SHARED THE ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label &amp; % share of Hot 100 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Columbia 8.1%</td>
</tr>
<tr>
<td>2</td>
<td>Motown 5.5%</td>
</tr>
<tr>
<td>3</td>
<td>RCA Victor 4.7%</td>
</tr>
<tr>
<td>4</td>
<td>Capitol 4.2%</td>
</tr>
<tr>
<td>5</td>
<td>Epic 4.0%</td>
</tr>
<tr>
<td>6</td>
<td>Atlantic 3.9%</td>
</tr>
<tr>
<td>7</td>
<td>Reprise 3.4%</td>
</tr>
<tr>
<td>8</td>
<td>Chess 2.6%</td>
</tr>
<tr>
<td>9</td>
<td>Six 1.7%</td>
</tr>
<tr>
<td>10</td>
<td>Bell 1.4%</td>
</tr>
</tbody>
</table>

HOW THE TOP 10 RECORD CORPORATIONS SHARED THE HOT 100 CHART ACTION 1ST 6 MONTHS, 1969

- Motown: 14.8%
- Chess: 12.2%
- Bethlehem: 9.6%
- Chess: 9.6%
- ABC: 6.1%
- ABC: 6.1%
- Decca: 4.6%
- RCA: 4.6%
- Capitol: 4.6%
- MCA: 4.6%

210 MUSIC PUBLISHERS SHARED THE CHART ACTION

- Top 10 other Chart Action Publishers: 34.1%
- 31-50 Ranking Publishers: 14.8%
- 21-30 Ranking Publishers: 12.9%
- 11-20 Ranking Publishers: 9.5%
- 6-10 Ranking Publishers: 8.6%
- Other Publishers: 28.7%

HOW THE TOP 10 MUSIC PUBLISHERS SHARED THE CHART ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label &amp; % share of Chart Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Jobete 9.5%</td>
</tr>
<tr>
<td>2</td>
<td>Tamla-Motown 4.5%</td>
</tr>
<tr>
<td>3</td>
<td>Liberty 3.9%</td>
</tr>
<tr>
<td>4</td>
<td>P-Franchese 2.9%</td>
</tr>
<tr>
<td>5</td>
<td>Hill &amp; Range 2.0%</td>
</tr>
<tr>
<td>6</td>
<td>Dixie James 2.0%</td>
</tr>
<tr>
<td>7</td>
<td>West-Jay 1.9%</td>
</tr>
<tr>
<td>8</td>
<td>SBM 1.6%</td>
</tr>
<tr>
<td>9</td>
<td>The Big Seven 1.66%</td>
</tr>
<tr>
<td>10</td>
<td>Red 0.9%</td>
</tr>
</tbody>
</table>

THE TOP 10 LP CHART ACTION LABELS, 1ST 6 MONTHS, 1969 AND HOW THEY SHARED THE ACTION

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label &amp; % share of Top LP Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Columbia 14.5%</td>
</tr>
<tr>
<td>2</td>
<td>Capitol 7.4%</td>
</tr>
<tr>
<td>3</td>
<td>RCA Victor 6.3%</td>
</tr>
<tr>
<td>4</td>
<td>ABC 6.0%</td>
</tr>
<tr>
<td>5</td>
<td>Reprise 5.0%</td>
</tr>
<tr>
<td>6</td>
<td>Atlantic 4.9%</td>
</tr>
<tr>
<td>7</td>
<td>MFS-Brothers &amp; Smith 4.1%</td>
</tr>
<tr>
<td>8</td>
<td>Reprise 3.9%</td>
</tr>
<tr>
<td>9</td>
<td>Paul 3.6%</td>
</tr>
<tr>
<td>10</td>
<td>Bell 3.5%</td>
</tr>
</tbody>
</table>

HOW THE TOP 10 MUSIC PUBLISHERS RANKED BY TUNES ON CHART

<table>
<thead>
<tr>
<th>Rank</th>
<th>Label &amp; % share of Tunes on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Jobete 31%</td>
</tr>
<tr>
<td>2</td>
<td>ALFD 15%</td>
</tr>
<tr>
<td>3</td>
<td>Tamla-Motown 14%</td>
</tr>
<tr>
<td>4</td>
<td>Detroit 12%</td>
</tr>
<tr>
<td>5</td>
<td>ABC 10%</td>
</tr>
<tr>
<td>6</td>
<td>BCA 7%</td>
</tr>
<tr>
<td>7</td>
<td>East 11%</td>
</tr>
<tr>
<td>8</td>
<td>Decca 8%</td>
</tr>
<tr>
<td>9</td>
<td>A &amp; Hi 9%</td>
</tr>
<tr>
<td>10</td>
<td>West-Jay 6%</td>
</tr>
</tbody>
</table>

NOTES: Where a music publishing organization is made up of two or more individual publisher names, the action of all such publisher names were combined into one chart action share and listed under the parent publishing company name.

In computing percentage chart shares, publishers were given proportionate share for each copyright. Thus, a copyright split between two publishers gave each publisher 50% of the chart action points; for three copyrights split three ways, each publisher a third of the points, etc.

NOTE: Figures in parentheses show number of tunes on which copyright is shared with another publisher; where two or more publishers had same number of tunes on chart, higher ranking was given to publisher who had greatest number of exclusive copyrights.
**First page:**

**Jobete Leads Pubs; Wexler, Whitfield First**

**NEW YORK — The success of Motown artists also boosted its publishing and producing success, according to the six-month analysis of Billboard's "Hot 100."**

Jobete, Motown's publishing arm, was first in share of chart action and number of titles on the "Hot 100," in the latter category, Jobete's 31 titles were more than twice the 16 songs for the Warner Bros.-Seven Arts publishing.

Norman Whitfield, whose acts include the Temptations and Marvin Gaye on Motown's Tamla label, lead producers in share of "Hot 100" action. Jerry Wexler of Atlantic was next among producers ranked on the number of recordings on the "Hot 100" during the half. Wexler's acts include Aretha Franklin and Dusty Springfield. Some of their material is co-produced by Tom Dowd, who was seventh on the same basis. Dowd also produced Arthur Conley.

Chips Moman, who has produced Neil Diamond, B. J. Thomas, Tommy James and the Shondells, the Box Tops, Bobby Womack among others, was second in share of chart action followed by Steve Barri, whose producing credits included Tommy Roe, the Grass Roots, and Mama Cass. Next was Bonie Howe, who has produced the Monkees, 5th Dimension, and Elvis Presley, trailed by Jimmy Bowen, who produces Frankie Laine. In this First Edition, Sammy Davis Jr. is.

The remaining producers in the first 10 based on share of action, with some of their acts in parentheses include, Joe Lefsetz - Katz Associates (1910 Fruigum Company, Ohio Express, Croz Elephant), Gabriel Meckler (Three Dog Night, Steppenwolf), Al De Lory (Glen Campbell, Al Martino, Lettersmen, Bobbie Gentry), Gamble & Huff (The O'Jays, The Bell & the Drells), and B. T. Jones (Booker T. & MG's).

Following Wexler in the first 10 producers based on number (Continued on page 14)

**Col, WB-7 Corp. Tops In 6 Mo. Billboard Study**

• Continued from page 1

gory. Atlantic's 5.5 percent trailed Columbia's 6.1 in the "Hot 100." RCA was an impressive gainer over last year's first half finishing third in share with 6.3 percent for "Top LPs" and 4.7 for singles. For the first half of 1968, RCA was first in "Top LP" share and ninth in "Hot 100" share.

**WB-7 Arts Strong**

The Warner Bros.-7 Arts Corporation was a big winner in the "Hot 100." For the half is evident as the corporation gained position four through seven with percentages of 6.2 for Atco, 5.8 for Reprise, 4.7 for the Warner Bros-7 Arts label. The results represented gains for Atco and Reprise from eighth and seventh respective last year.

This corporate strength also came through in the artist rankings with an impressive leap for the leading 20 with Atco registering with Iron Butterfly, 70; the Cream, 8; and the Bee Gees, 9; Atlantic's Aretha Franklin, 14; and the Rascals, 19; and Reprise's Jimi Hendrix Experience, 15, and Frank Sinatra, 18.

Dunhill, with artist strength below the leading 20 as well as Steppenwolf's fifth position was eighth in the LP chart share, while London's Parrot label was nineth and Elektra, the only independent in the first 10 labels, finishing 10th. For last year's first half, Dunhill was 22d with Parrot 26th. Parrot's surge was largely due to the heightened popularity of Tom Jones, who finished third among album artists behind Tamia's Temptations. Jones' weekly TV show obviously has meant the difference for the Welsh artist. Parrot also pulled down the 13th artist position with Enghbert Humperdinck.

Other Leaders

Other leading labels in the "Hot 100" were, in order from fourth: Capitol, 4.3 percent; Epic, 4 percent; Heritage, 3.6; Tamia, 3.4; Motown, 3.4; Stax, 3.1; and Reprise, 3 percent. Heritage's gain was most spectacular, coming from nowhere. Other good gainers were Motown, which was 23d for 1968's first half; Stax, which was 27th; and Reprise, which was 14th. Important gains below the first 10 were registered by Dunhill, raising from 46th to 11th, and ABC, Dunhill's parent, going from 53rd to 17th. A total of 102 labels shared the "Hot 100" action, a drop from four from the number of labels represented during last year's comparable period.

Following Diana Ross and the Supremes, the first 10 "Hot 100" groups, with overall positions in parentheses, were the Temptations (3), Roulette's Tommy James and the Shondells, (4), Fantasy's Creedence Clearwater Revival (5), Epic's Sly and the Family Stone (6), Imperial's Classics IV (7), Stax's (Continued on page 14)

**August 9, 1969, Billboard**

**How 260 Different Artists Shared the Hot 100 Chart Action**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Top 10 Artists</th>
<th>15.8%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>11-20 Artists</td>
<td>11.8%</td>
</tr>
<tr>
<td></td>
<td>20-29 Artists</td>
<td>11.2%</td>
</tr>
<tr>
<td></td>
<td>30-40 Artists</td>
<td>9.8%</td>
</tr>
<tr>
<td></td>
<td>41-50 Artists</td>
<td>9.7%</td>
</tr>
<tr>
<td></td>
<td>51-60 Artists</td>
<td>8.7%</td>
</tr>
<tr>
<td></td>
<td>61-70 Artists</td>
<td>8.7%</td>
</tr>
<tr>
<td></td>
<td>71-80 Artists</td>
<td>7.6%</td>
</tr>
<tr>
<td></td>
<td>81-90 Artists</td>
<td>6.4%</td>
</tr>
<tr>
<td></td>
<td>91-100 Artists</td>
<td>5.1%</td>
</tr>
<tr>
<td></td>
<td>101-120 artists</td>
<td>4.3%</td>
</tr>
</tbody>
</table>

**How 10 Artists Shared the Hot 100 Chart Action**

<table>
<thead>
<tr>
<th>Artist</th>
<th>1.0%</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.5%</td>
</tr>
<tr>
<td></td>
<td>1.5%</td>
</tr>
<tr>
<td></td>
<td>2.0%</td>
</tr>
<tr>
<td></td>
<td>5.0%</td>
</tr>
<tr>
<td></td>
<td>10.0%</td>
</tr>
</tbody>
</table>

**How the Top 10 Artists Shared the Hot 100 Chart Action**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Chart Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diana Ross and the Supremes</td>
<td>200</td>
</tr>
<tr>
<td>Berry Gordy Jr.</td>
<td>10/3</td>
</tr>
<tr>
<td>Temptations</td>
<td>12/1</td>
</tr>
<tr>
<td>Tom Jones</td>
<td>12/2</td>
</tr>
<tr>
<td>Tamia</td>
<td>12/3</td>
</tr>
<tr>
<td>Renato</td>
<td>12/4</td>
</tr>
<tr>
<td>Bozark &amp; Humperdinck</td>
<td>12/5</td>
</tr>
<tr>
<td>Fleetwood Mac</td>
<td>12/6</td>
</tr>
<tr>
<td>Rolling Stones</td>
<td>12/7</td>
</tr>
<tr>
<td>Drifters</td>
<td>12/8</td>
</tr>
</tbody>
</table>

**Notes:** Where 2 different major artists shared one record, as in the case of the Diana Ross & the Supremes-Temptations, each artist received 50% of the chart points which derived from the record, although full credit was given to each artist in the Top Artists by label which allows the number artist to be shown. In addition, all pairings of this type included Glen Campbell with Bobby Goldsmith and Marvin Gaye and Tammy Terrell.

Percentages shown above are carried only to tenths of a percentage point and are derived from a number of factors. Rankings, however, are based on percentages carried out to a hundredth. The percentage point and therefore represent a proper reflection of the relative rank based on actual percentage of chart action accomplished by each artist.

**Top 20 Artists and Their % Share of the Top LP's Chart Action**

<table>
<thead>
<tr>
<th>Artist</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dunnell</td>
<td>100</td>
</tr>
<tr>
<td>Ross</td>
<td>100</td>
</tr>
<tr>
<td>Barri</td>
<td>100</td>
</tr>
<tr>
<td>Gentry</td>
<td>100</td>
</tr>
<tr>
<td>Rascals</td>
<td>100</td>
</tr>
<tr>
<td>Hendrix Experience</td>
<td>100</td>
</tr>
<tr>
<td>Cream</td>
<td>100</td>
</tr>
<tr>
<td>Steve</td>
<td>100</td>
</tr>
<tr>
<td>Drifters</td>
<td>100</td>
</tr>
<tr>
<td>Others</td>
<td>100</td>
</tr>
</tbody>
</table>

**Notes:** Where 2 different major artists shared one album, as in the case of the Rolling Stones and the Temptations, each artist received 50% of the chart points which derived from the album, although full credit was shown to each artist in the Top Artists list which allows the number artist to be shown. In addition, all pairings of this type included Glen Campbell with Bobby Goldsmith and Marvin Gaye and Tammy Terrell.

Percentages shown above are carried only to tenths of a percentage point and are derived from a number of factors. Rankings, however, are based on percentages carried out to a hundredth. The percentage point and therefore represent a proper reflection of the relative rank based on actual percentage of chart action accomplished by each artist.
**Col, WB-7 Corp. Tops In 6-Mo. Billboard Study**

*Continued from page 13*

Booker T. and the MG's (8), Soul City's Fifth Dimension (9), Buddy's Brooklyn Bridge (13), and Uni's Foundations (16).

**Reports Available**

NEW YORK — The data shown in these studies are available in complete form from Billboard's Research Department.

The section of the study covering the label shares, and including rankings by record corporations, is part of the monthly Chart Success Analysis Report (CSAR) service. This provides monthly-month share figures (down to labels registering 0.5 percent), measured against each label's performance in the year-to-date period. Similar label comparisons are made for the year-to-date periods of 1969 versus 1968. The CSAR service is available as a monthly subscription basis covering separate monthly and year-to-date comparisons for singles, for LPs and for singles-LP action combined.

The remaining studies will be available in two separate reports. One will cover the publisher, producer and analyst's analyses, and the other will include the artist analysis of both "Hot 100" and "Top X" action.

CSAR subscribers will receive the publisher, producer and artist studies without charge, as a special bonus.

Full information covering prices and availabilities on these and other Billboard research and chart studies may be obtained from Research Department, Billboard, 163 West 46 St., New York, N.Y. 10036.

**Jobete Leads Pubs**

*Continued from page 13*

Lennon-McCartney copyrights are largely responsible for Dick James' high showings.

**ESP Handled By Peters Intl**

NEW YORK—ESP-Disk has revamped its distribution setup with Peters International to be sole U.S. distributor of the label, the first U.S. line to be carried by Peters, which also distributes finished product from various EMI affiliates as well as Pye and other labels. Philips International will handle European pressing and distribution of ESP product.

ESP-Disk has issued 17 new albums, including a two-LP set by the Levies, the label's first full-color-two-LP package. Also being issued is a Monika Joe production featuring youth from HAY-YOU Act, jazz albums by the Lowell Davidson Trio, Patty Waters, Burton Greene, Neddy Batek, Karl Vail, Anthony, Alan Sondheim, Free Music Quartet, and Alan Silva. Other titles under ESP and rock include sets by Randy Newman, Ed Aslakson, Todd Taylor, Milt, Cucuito, and Alan Silva.

**Weiss Building Acts and Firms**

NEW YORK — The Larry Weiss Production Company has formed two music firms and added three new acts to its roster. The new groups are Comstock Ltd., the Del Royals — with recording companies. The Del Royals have been signed to the Mercury label, while Comstock Ltd. goes to Bell. The third group, Cats Mow, has reorganized after appearing to be signed to a label in the very near future.

**Earth Records' principals huddle with Dome Distributors of Long Island City, N.Y., at Earth's recent product presentation at New York's City Square Inn. Standing, from left, are: Howard Bernstein of Earth, Rick Hall of Dome, Art Resnick and Joey Levine, Dome's partner. Seated, from left, are: Frank Bidiano, Barry Rosen of Dome's promotion department, then Drayton, Dome's general manager, and Abe Cheayt of GRT Corp.**

**Weiss building acts and firms**

THE LETTERMAN, front (Jim and Gary Pike, and Tony Butala) receive the original drawing of the Capitol artist used to illustrate the cover of a recent cover of American Airlines' "Fun in Flight" book. From Robert Gerber, supervisor of print services for Billboard Publications' Special Projects, Gerber is flanked by Roy Battato, left, Capitol Records' Eastern artists relations manager, and Al DeLory, the trio's producer. Billboard is now in its sixth year of programming for American Airlines.
**San Francisco**—There is a bill segregating the simultaneous release of the Audio Magnetics and their album brethren.

As cartridge sales now show toward the estimated plateau of $250 million in retail sales this year, there is the increasing problem of actually closing the gap between tape and record lounges.

The music suppliers who create the records and tape manufacturers who produce and record them provide a good reason for an increase in record sales with the added emphasis that the Audio Magnetics has been on sale.

The state of the business does not require that cartridge appear in the stores concurrently with the albums, although that would be the ideal situation, admits Bob Menges, Audio Magnetics' new vice president and department director.

"We had the tape and the album going on the market two weeks apart. And I think that two weeks is the closest the album can get," explains Menges. "With the tape, we're on the market first, and it's vital that we always have the tape and the album going on the market at the same time with the album.

"That's the way it's been ever since I was at the stereo department."

Not Concerned

In a survey of record manufacturers, it is evident that concern over lost sales because of the simultaneous release of the Audio Magnetics and their album brethren is increased. The manufacturers' main worry is that in order for the tape to sell, the record or single which preceded the LP to sell, or vice versa, the two products must be dependent on the album creating interest and enthusiasm.

According to Horowitz, the only way to achieve accurate simultaneous release is when the tape and album are both available at the same time and are scheduled to appear in the music market. The physical factors in the artwork and public tape design can be accomplished.

**Blank Tape Producers Have Pocketbook Bulge**

SAN FRANCISCO—Without the benefit of merchandising gimmicks and promotional give-aways, blank tape manufacturers are fattening their pocketbooks in the wake of the tape boom.

While the rising consumer interest in cassette recording is creating new business for blank tape manufacturers, their product is becoming increasingly competitive. Blank tape manufacturers predict their segment of the retail market could account for $900 million by 1975 at manufacturer prices for blank cassette tapes.

"While hardware producers, duplicators and record companies have been cashing in on the record-tape craze, another segment of the tape industry—blank tape—is beginning to be recognized.

**Three Firms**

Three blank tape manufacturers enjoy a casset- crite craze are Green Tree Electronics, a subsidiary of Bell & Howell, privately held Audio Magnetix and publicly owned Certron. Of the three, Audio Magnetics is the darling of the blank tape industry.

Audio Magnetics will market its cassette product in 70 foreign countries, including Hungary, Japan, Denmark, Sweden, and doing business in India, Mexico City and Tijuana, and being marketed in Israel and Israel for additional plants; has taken over its own distribution in the U.S., and is producing private label blank cassettes to 10 major duplicators and six traditional record manufacturers.

In addition, Audio Magnetix produces cassettes available at J.C. Penney, Sears, Radio Shack, Wards, Best Buy, J. C. Penney, Kroger, Woolworth's, Thrifty Drug Stores, among others.

In a recent announcement, Certron announced its production of two million cassettes per month, and hopes to almost double that production rate by year's end.

Irv Katz, Audio Magnetics president, explained, "We have 3,000,000 cassettes in one month, which we have already loaded and supplied to a record duplicator. In one month, June, two million cassettes were produced, of which one million were pre-leaded for tape duplication use."

Katz said Audio Magnetics does 80 percent of its business in the overseas market. We feel we are better served on the overseas market, in producing and marketing cassettes to South Africa, two million in South America, and 1,5 million in Canada, 500,000 in Mexico and three million in the South Pacific.

He said sales reaching $10 million were reached from its $2.2 million sales year in 1967.

Another year-old Certron, which went public in 1969, had sales of $5.5 million last year.

The figure is about triple the firm's 1976 sales and 500,000 cassettes. Net earnings were $535,000 in 1966, $390,000 in 1967, and $667,000 in 1968.

Foreign Contacts

Certron is involved in tape duplicating, plastic and pres-recorded music. Overseas contacts include a partnership firm—Ohio Certron, which is a music-electronics chain in Australia, and Certron-Audio, S.A. Mexico, a cassette manufacturing plant.

The company got involved in tape duplication by purchasing Magnetic Tape Duplicators, and later in 1967, it acquired an 80 percent interest in Elec- line Corp., a subsidiary of Revlon, for $6 million in cash and 500,000 shares of stock.

It recently acquired Consolidated Record Sales Co., a record company, House of Falcon, a record company.

A spokesman for Bell & Howell said that Green Tree Electronics had facilities last year of more than $4 million, with 20 plants in several countries, including the United States.

Certron's general manager’s prerogatives tape, plastic, pres-recorded music, and the general manager stressed the fact that the label's biggest star has been with the company since its inception has not been heard anywhere. The first few cassette release are the 'heavenly' of the label's contemporary product, the leaders of its "now" groups, including Blood, Sweat and Tears, Simon and Garfunkel, BTO, Bob Dylan, the Byrds, and Gary Packard and the Union Gang, among others. It is also covering the pop field with cassette releases by the likes of Frank Zappa, the First, Johnny Mathis, Andy Williams, Perry Como, Barbra Streisand, and the torch singers.

Also included are several country artists, including Johnny Cash, Marty Robbins and Ray Price.

Although Magnetix releases in the cassettes are all new sound tracks and records (including "Cowboy," "My Fair Lady," "Fanny," "Country," and "Dixieland," etc.)

This week, Magnetix is releasing a new cassette, "A Night in the Life of the World's Greatest," with Jethro Tull, the Who, and the Moody Blues.

**EPIC ENTERS CASSETTE MKT. WITH 15 TITLES**

LOS ANGELES—Epic Records will make its entrance into cassette market with the introduction of 15 of the best sellers from its LP catalog. The release, which was unveiled at the Epic national sales conference last week, is a combination of contemporary, pop, country and r&b fields and has been drawn from eight Epic LPs.

The English scene will also be represented in the cassette release, with two tapes from Donovan, and a tape from Jeff Beck, Terry Reid and the Move. Terry Reid and the Move tapes are sented by cassettes from Sly & the Family Stone and Poco. Pop product is rounded out by a cassette from Bobby Vinton. The Vinton tape was presented by "Greatest Hits," with songs like Walk Right In, On the Wings of Love and Jackson and the Vibrations.

Country and western are also included in the release, with two each from David Houston and Tommy Wayne, plus a country sampler, available only in tape configurations, "Epic Country."
Court Suit by Sony Seeks Clarification

LOS ANGELES—Sony Corp. has filed a suit in U.S. District Court here requesting clarification of its distribution agreement with Superscope Inc., Sony's exclusive tape recorder distributor in the U.S.

Sony has asked the court to rule on three points in the current distribution agreement between the two companies.

They are:

1. Whether Superscope is entitled to distribute Sony recorders manufactured by Alwa Corp., a former Sony competitor acquired recently by Sony.
2. Whether Superscope is entitled to distribute Sony recorders in the U.S.
3. Superscope distributes Sony tape recorders, while Sony distributes its own radio line. Sony, however, is planning to manufacture a recorder/radio combination unit.

Audio Magnetic, Gardenia, Calif., blank tape manufacturer, has named Representatives Northwest, Portland, as its representatives in Oregon, Washington and Alaska.

Sylvania's entertainment products division will construct a 253,000-sq.-ft. warehouse in BATTERY, N. Y. The new plant and warehouse will also have offices for distribution, traffic, and administration.

Ampex is building a $7.5 million research and development laboratory for the magnetic tape division in Redwood City, Calif. The two-story, 34,000-sq.-ft. facility will house administrative offices, research and testing laboratories, process development and pilot line facilities for producing experimental magnetic tapes.

TDK Electronics, Inc. has named Cardinal Electronics Corp., New York, as its tape cassette distributor in New York, Wash., Crown, San Francisco, offering a counterpart display for its 2602 cassette auto player (model Musiclover at $94.95). The display utilizes two five-inch speakers and an AC converter. The display unit comes with a player installed.

California Auto Radio, Downey, Calif., is introducing the Oldenfelds duplex cartridge tuner at $49.95.

National Tape Obtains B&K Distributing Co.

MILWAUKEE—National Tape Distributors of Milwaukee has acquired the B&K Distributing Co. of Dallas and Oklahoma City. This acquisition brings to 11 the number of organizations to join National's chain during the past four months, and provides for the exchange of an undisclosed number of shares of stock.

B&K has offices and warehouse facilities in both Dallas and Oklahoma City, and covers northern Texas, Oklahoma and Arkansas. The company's President, Mr. R. W. Burton, will retain his management positions with the firm which will continue its operations as a separate National Tape subsidiary.

James Tiedtke, president of National Tape, said that the acquisition of B&K will give his firm a combined 1968 sales volume of more than $30 million, and will facilitate the servicing of almost 4,000 customers at that volume level.

National Tape recently acquired Record Distributing Co. of Houston, California Record Distributors: United Tape Distributors; Hitville, Inc.; Vault Recording Corp.; and Music Merchants of America, all of Los Angeles; and Melody Sales Co. of San Francisco.

The company has also released its six-month interim financial report indicating a 53 percent increase in net after-tax profit over the same period in 1968. Net sales for the period rose 57 percent from $7,178,270 to $11,037,023.

Norelco Program Features Five Sound Displays

NEW YORK — A Norelco "Show and Sell" display program featuring five new sound demonstration displays, is being offered to Norelco tape recorder dealers by the Home Entertainment Products division of the North American Philips Corp.

The program comprises four counter-top demonstrator units and one floor model. They are compact and are preassembled and prepackaged for easy installation. They are designed to accommodate various groupings of the Norelco line of cassette recorders and players.

The counter-top units afford instant play for quick use by dealers or customers. Demonstration cassette are provided, and all necessary electronics have been built in.

The units which are constructed to display the Norelco "Carry-Corder 15", the "Carry-Player 2200" portables, "2500" stereo deck AC-operated models, and the "2602" auto stereo player, are available to all Norelco dealers on a no-charge basis with the purchase of prescribed displayable merchandise.

Audio Magnetic, Gardenia, Calif., blank tape manufacturer, has named Representatives Northwest, Portland, as its representatives in Oregon, Washington and Alaska.
THE TIMES THEY ARE A CHANGIN'

1948 was the year of Uncle Miltie and a new thing called TV; Betty Grable; piano at the White House; the year when the record industry accepted the Browser Box as the best means of in-store merchandising. It was the year when retailers were finally able to get records from behind the counter and onto the sales floor.

1969 is the year of earth men on the moon with Apollo 11; Raquel Welch; "Aquarius/Let The Sunshine In"; natural hair & see-through unisex outfits. The year when Liberty/UA Stereo Tape's PIK PAK completely eliminates the "behind locked doors" concept of tape merchandising. PIK PAK, the pilfer proof package, custom proportioned (4" x 12" x 1") to fit 33 in your present 12" browser box.
Belair's Sales Rise In Tune With Expanding Player Mkt.

SAN FRANCISCO — Just how fast the 8-track stereo portable player market has grown can be seen in this: Belair, Los Angeles-based manufacturer, founded 18 months ago, had sales of about $4 million in the year ended March 31, 1969. It expects its sales to jump between $15 and $20 million this fiscal year.

And just how big the portable player market has really grown can be seen in this. The company went into business with a single 8-track portable. In January, four more models were introduced. Today, the line has 11 models, including two stereo cassette recorders and several home units. Up to seven more units will be marketed next year.

There are several reasons why Ed Mason, Belair president, feels the company will succeed amid the plethora of tape equipment already on the market.

Because:

Young people are doing their "thing" with the tape industry. And what they do—and what they don't do—can send sales and profits of companies scurrying and others tumbling. Belair caters to the young generation with an assortment of portable units in the under-$100 category.

Rock jobbers who moved into tapes and cassettes a year ago are now widening their scope by racking tape cartridge players and in-line broadcasters. Belair's hardware equipment is raked by Transcontinental Music Corp., through a distributing arm, Transcontinental Distributing Corp., and by ABC Records & Tape Sales Corp. in Seattle, Dallas and Salt Lake City.

Belair, which markets through a national network of 50 distributors, also has established since early this year some 200 worried stations around the country. Formerly, Belair backed its warranty through a factory exchange program in Gardena, Calif.

The "slipper" product at this year's Consumer Electronics Show, according to many retailers, was the 8-track tape and cartridge players introduced by Lear Jet and Belair. Portables, of course, have been well done in areas where 4-track units have been selling—California, Texas and Florida.

Belair's portable line received most recently when Transcontinental, which distributes Belair's Western Electric, to rack hardware equipment, began marketing Belair's European Electronics Sales in East Hartford, Conn., and in San Francisco.

"Initially, sales at both locations are greater than we expected," said Bill Hall, Transcontinental vice-president.

It figures to line of players, especially at the youth and young adult market, Belair is involved in a major promotion campaign. The company is utilizing network television to promote products.

By using a portable 8-track unit, such as Belair's ($20 to $40) as a contest giveaway on both daytime and prime time shows, the company believes Belair can achieve national exposure.

Players are given away on "Let's Make a Deal." "Dream House." "Eye Guess!" "Dating Game." "Holiday Sonatas" and Art Linkletter's "House Party."

"Our job was to experiment with TV giveaway programs as a three-month promotion. However, a favorable response to the promotion at the retail distributor level has extended the program to a full 12-month promotion, said Mason. "The network exposure is part of Belair's program to exploit its product via national trade and consumer advertising and through local advertising programs in conjunction with Belair dealers and distributors," he said. The company soon will begin an advertising campaign in Playboy magazine.

Belair's exclusive equipment supplier is Polyvox Radio Co., Ltd., Tokyo, which has established a liaison program and quality control plant in Gardena, Calif., for all incoming Belair products.

Meanwhile, Sam Ricklin, said Record Rack Service and United Tape and Instrument Co., a distributor, to concentrate exclusively on Belair. It was "a tape which got us into the portable player business," said Mason.

Belair's new line of Lear Jet players when Lear had no portable. He received many calls for portable equipment. So we developed one in Japan and founded Belair in January 1968."

Kraco Adds 7 Units: 5 on Marquis

LOS ANGELES — Kraco, the accuracy manufacturer, is expanding its line of stereo auto players by adding seven equal units, including a five-player Marquis line. The company, which entered the player field six months ago with five units, now has 12 stereo players, including two cassette models, two portable 8-track and eight 8-track players.

The new Marquis line includes a low-end 8-track ($777) at $49.94; a de luxe 8-track ($759) at $79.75; and 8-track ($648) at $99.95; and 8-track ($648) at $99.95; and 8-track ($648) for $125.95.

Larry Kraines, sales vice-president, said the Marquis line will be aimed exclusively at the electronic specialty outlet market, including Lafayette and Allied.

In addition to the Marquis line, Kraco has added two players to its Kraco line, which is marketed at the auto retail outlet.

New to the Kraco line are an 8-track stereo ($55) at $89.95 and an 8-track stereo-FM multiplex ($569) at $119.95. Kraines said the Kraco line is handled by White Front, J. C. Penney, Sears, and others.

Working with Kraines in developing the player line are Hy Sumnick, national electronics sales manager, and Fred Kohl, national sales manager for automotive outlets.

Kracos has developed a four-color contemporary packaging concept for impulse buying, said Kraines. The units are designed using an 8-track through a "window" in the shipping board. Kraines said cushioning protecting the hardware.

Available to dealers through the company's 50 outlets and Kraco marketers is a distributor line of 60 different players, including two stereo and 8-track models. It is the line of 60 different players, including two stereo and 8-track models. It is the line of 8-track players, $325 to $500, which is new to the market.

Allison Audio Audios, Inc.
111 Ridge Ave., Brockton, Mass. 02401 334-0010

We accuse your cartridges and cassette of infidelity.

We accuse them of being unfaithful to the original.

Of not explaining music the way it was performed.

Of adding sound distortion and noise uncharacteristic of the original.

And we're doing something about it.

By providing a brand new cartridge and cassette of better fidelity and quality than you've ever heard before.

And if you're never heard one, that's because we're brand new in the tape duplicating field.

And if we're equipment is not the best, most advanced equipment money can buy.

But there's a deal about our equipment, except their idea, these men are not only the best you can buy.

And don't think you should either.

At Allison Audio, the engineers here are working hard to give us the best product possible.

But we're not afraid to try to give us the best.

600,000 cartridges and cassettes are being sold weekly.

And you have a tape duplicating job, give us a call. We'll be happy to help you.

Allison Audio Products, Inc.
111 Ridge Ave., Brockton, Mass. 02401 334-0010
The Biggest Get Bigger

The biggest-selling stars. The biggest-selling albums. The biggest-selling label. And they all get bigger with the anytime sound of Columbia® Stereo Cassettes.
Swing into line with a 12-year-old company that's going places with the hottest automotive sound equipment in the country. From CAR RADIOS—8-TRACKS—CASSETTES to PSYCHO-DELIC sound lights...functional and sophisticated sound devices within the reach of the buyer's and consumer's pocketbooks...California Auto Radio is an industry focal point. We are the company ready for the NEW ERA...for the NEW GENERATION. Get on the bandwagon now! Write for our brochure.
The more Epic Cassettes you order, the more records you’ll get.

Fifteen of the best-selling Epic albums have now been released in Epic Cassettes. Look at them. A group like this can't lose. Start selling them. And you won't stop till we've both set some sales records.
Tape to Reach 50% of Retail Sales: Cuoghi

same time. Look at what Epic Record Co. did in May. They dropped 27 singles, albums and cartridges on the market at once,” said Cuoghi.

Good Product
Cuoghi gives much of the credit for the spectacular cartridge sales to strong product, such as James Brown, Tom Jones, Elvis Presley, Barbra Streisand, New York musicals, motion picture musicals, pop artists, such as the Box Tops, Grass Roots, Beatles, Monkees, Booker T. and the MGs, Dinah Warwick, B. J. Thomas, Glen Campbell, the Supremes, Frank Sinatra, Dean Martin, Dusty Springfield, Johnny Rivers, all with smash hits.

But he added, don’t forget the kids. “They can have the Chipmunks singing the Beale songs. Also many people today are learning German, Spanish, Latin and French while they are on route to work each day. They can listen to the tapes and it doesn’t interfere with their travels.”

Cuoghi at his two retail outlets has more than 2,500 tapes on display where the customer can handle them. “It’s just like buying a suit of clothes. A person won’t buy unless they can touch it. I keep my merchandise out so they can examine it and play it if they want.”

Many merchants, however, keep the tapes under glass or under the counter. “I am in the business to sell. You can’t sell if they can’t see it and handle it. I know there will be some thefts, but I am prepared for that.”

He has his tapes in a special section of the store with each artist, group or orchestra. “I try to keep four to five tapes on each artist’s release.”

Cuoghi said, “The tapes are rejuvenating the sales of the recording industry. It reminds me of the time that Decca of England came to America and boosted the single record sales of 35 cents each or three for a $1.”

“I am convinced the industry will go up to 45 to 50 percent of sales before its peaks.”

“Then the youngsters will find another type of toy in our industry and we will be off in another direction.”

Master Single Using Ampex 24-Track Unit

NEW YORK — The Ampex MM-1000 24-track recorder has been used commercially for the first time to master a new single recording; “Ain’t It Just Like Him” by the Edwin Hawkins Singers.

Neil Bogart, vice-president and general manager of Bud- dah Records, said that record- ing on 24 tracks enabled his company to emphasize the unique gospel sounds of the Hawkins group.

The recording was done at Mirasound Studios, the company which also pioneered 16-track recordings in 1967 when it took delivery of the Ampex 16-track recorder.

The new release follows the 56-member gospel group’s recent gold record, “Oh Happy Day,” which reached No. 1 on the nation’s record charts. It is being released by Buddah Records on the Pavilion label and will be featured in an upcoming LP also mastered on 24-track.

The Ampex 16 and 24 channel units are solid-state master audio recorders. They utilize Ampex broadcast videotape re- corder transports and special components selected from the Ampex Academy Award winning line of theater sound systems.

The 24-track master tape machine enables Mirasound to record various voice sounds separately, then individually equal- ize, edit, delete and combine with other sounds in post mixing sessions.

The Ampex MM-1000 24 uses cartridges and measurements will improve this area of the industry and issue a certifying seal to companies subscribing to the standards established. He said that even though there are standards existing at present, they do not adequately serve the industry, and as a result, some cartridges and players are not compatible, even though they do comply with the standards.

MATE’s division of research and statistics will work towards developing a comprehensive consumer profile, as well as complete data on market penetration and its various ramifications.

Fox said that MATE’s idea for a universal numbering and price code system for pre- recorded tape was developed out of the need for tape numbers to be brought into line with their disk counterparts. He added that his organization felt such a move was required before the enormous project of one EDP system for records and tape could be undertaken.

He also added that there was an immediate need for an industry-wide policy on defective tapes because of the existing confusion which exists at all levels of industry regarding returns.

MATE’s offices are located in Suite 816 at 342 Madison Ave., New York. The company is being sponsored by leading names in the recording and duplicating business.
WORLD'S FIRST SPACE AGE TAPE CARTRIDGE VENDING MACHINE

Can you wait until September?

It's worth waiting for! To be introduced at the NARM Tape Convention, September 5-7, at Dallas—and at the Friar's Club* later in September.

This is the first true space age vending display designed exclusively to merchandise tape cartridges. It uses the same type sophisticated electronic and memory systems proven successfully by NASA.

When you strive for perfection, your time-table is prescribed by that goal. We have followed that course. And here are some of the advanced features you will learn about in September:

- Computer Read-Out programmer.
- Total integrated circuitry (quasar).
- See-through cabinetry.
- Floor, counter, and suspended wall models.
- The answer to coin and change problems.
- Complete distributor finance program.
- Mercury tamper alarm system.
- 60 titles—300 cartridge capacity.
- Plus other exclusive and patented features.

*By invitation only. Our friends will be there.

North American Leisure Corporation • 1776 Broadway • New York, N.Y. 10019
Tape Sales Climbing in S.F. Area; Progressive Rock Leads Market

By GEOFFREY LINK

SAN FRANCISCO — Tape sales in the Bay Area continue to climb through the summer, and most retailers report, with progressive rock comprising an increasingly larger chunk of the market.

Typically optimistic is Larry Finn, manager of retail operations for GRT.

"I can see no way to go but up," he said. "Cassette is growing in popularity, and tape is now a major force in the area." Finn said that GRT has sold over 8,000 tapes, and that sales are picking up and tapes are going up proportionally.

"Progressive rock such as Styx and Yes are growing, and Creedence Clearwater Revival," he said, "are making inroads as part of the business. The tape business follows the charts. If you have a hit on record, it will sell on tape, too."

"Sales at Tape Deck, an experimental merchandising store GRT opened in Los Angeles last September, have been good," Finn said. "Tape Deck stocks more than 9,000 records, and 1,500 cassettes, about 1,000 open reel, and 500 4-track. All sell for full price and sales policy is based on spread of inventory rather than running the hits."

Tower Records here two weeks ago doubled its tape department. Tape sales are getting "better and better every day," according to Bill Dowdy, tape department manager. Dowdy said, "Tape is carrying nearly 2,000 singles and 1,000 cassettes, but has discontinued 4-track. Dowdy said, because orders are too hard to fill."

Portals to Music is taking advantage of the fact that 4-track is inconvenient for many retailers by building up a large number of titles, particularly progressive rock.

"We're building up a good business with what other people are overlooking," said Jess Stings,Portal's tape buyer. "We're more than a 4-track store. If we could get them, we could sell the hell out of them."

Portals 4-track catalog includes "really new, really strong" tapes like Big Brother, Bob Dylan, and the Beatles, but no standard. And "we might buy something that's hip that we won't sell more than one of, but we want people to know we carry it," Jessab said, such as "David's Album" by Joan Baez, Jethro Tull or the Incredible String Band.

"Tape sales are really important to me," Jessab said. "We're constantly expanding." He estimates tape sales account for 15-20 percent of Portals' total sales, "a healthy increase from last year."

Stan Gross, owner of Town and Country Music Center in Palo Alto, reports tape sales "picking up" but still tape accounts for less than 10 percent of total sales, yet are up from last year.

"Progressive rock is going well," Gross said, "with sales of cassettes leading other configurations."

More optimism comes from Nick Beaver, regional merchandising manager for the chain of White Front discount stores, one of the largest tape retailers in the Bay area.

"This year is going to be substantially better than last," Beaver said. "We've never had a month when there was no improvement. Eight-track, he said, is the best-selling category with cassettes "going through the roof." White Front's Northern California stores, Beaver said, of which seven are in the Bay area, "do one-third of White Front's total record and tape business."

In Oakland, Fantasy Records tape sales are holding steady at $10,000-$15,000 monthly, according to Shelley Haims, head of promotion for Fantasy.

One San Francisco account in June ordered $17,000 in tape and the company predicts to have a catalog of about 30 selections by the end of the year, an increase of about a third.

Creedence Clearwater's "Bay Area" in all configurations is Fantasy's best seller, Haims said. Fantasy plans to simultaneously release the tape and LP of Creedence's new album "Green River" on Aug. 18, said Haims, which should significantly add to sales.

Also in Oakland is Duo Records, which carries only 4-track and offers 800-1000 titles. "We are also going to cassettes in September," George Kassal, owner of Duo, said. He reports tape sales "running 15-20 percent of overall volume, with summer months doing especially well."

Duo's biggest sellers are "lots of rock," music, as Ray Conniff, Henry Mancini and Mantovani. "They sell two to one over rock and r&b," Kassal said.

Though Duo usually with tapes at flat price, a new Capitol series of twin packs will go for $3.75, Kassal said. These in

(Continued on page 26)
Tightening Release Gap a Quandary

Continued from page 15

tical facets to putting the tape together.

The manufacturer's should take into consideration the boot-
legger who is sitting patiently watching the album to be re-
leased so he can jump on it while they are preparing their
NORELCO Product at Radio Forum

NEW YORK—Norelco's cassette
masters and changers were used
significantly, for the "Sound of the Times" exhibits incorpo-
rating 8-track and cartridge play-
ing of the recent Billboard Radio Programming Forum held
at the Waldorf-Astoria Hotel.

The exhibit which was attended
by delegates and visitors to the con-
ference to hear a typical 24-
hour programming day of 24
radio stations from all parts of the
country, displayed Norelco cassettes by North American Phil-
ips Corp. from master tapes
recorded by each of the stations.

The gap it seems is being threatened
with extinction.

Linda Jill Offers 12-Cassette Unit

NEW YORK—A new cassette
storage case, trade named "Tape-
O-Cassette," has been released
by Linda Jill Enterprises. The
unit holds 12 cassettes in a lea-
therette case with hand-tooled
gold detail. There is also a self-
contained index for each iden-
tification of each cassette. The
unit is suitable for both home
and office use.

Robert J. Green of Linda Jill
feels that the case with its
unique details will help to sell
cassette sales throughout the na-
tion. Linda Jill was originally
marketed in the self-adhesive pho-
to album business. Its offices are
at 3873 Waldo Ave. here.

S. F. Tape Sales Climb

Continued from page 24

eclips "Super Oldies Vol. 5," "Super
Oufil Vol. 3," and "Blue Ribbon Country Vol. 2." Per-
haps, the most notable note hit
by a tape retailer was Robert
Schultz, buyer for Discount
Records in San Francisco.

"Sales have improved," said
Schultz, "but we have trouble
setting special orders. We've
been waiting for some for 6-
7 months. We're pushing for our
enthusiasm for tapes, as well as
sales." Discount stocks about
1,200 titles, yet tape sales ac-
count for "a very small percent-
age of our business," Schultz
said.

Price says that 90 percent of
Columbia's biggest hits are re-
 leased before the end of the
week after the LP. To achieve
this goal, extensive coordination
and communication are required
to the creative ser-
vice, tape, traffic, ad and
manufacturing departments.

Price has been using the
phone to speak with the record
people, which he says shaves off
time and speeds up the process.

Hoffman, with his expertise in
vice 8-track, cartridge and LP's
all at the same time, is following
a course that he is following
with the LP on the same day it is
released.

It is possible for simultaneous
release. Bonetti says, if "You have
the parts three or four weeks before the album comes out.
"But he concedes this is
usually beyond the control of
the distributor because record
companies allow their artists
to control over such things as the
final masters and the album
cover.

"We have built our reputa-
tion on being out on the street
faster than any other record
product," says Tom Bonetti,
manager of the record prod-

ters. In the past the company
has a number of occasions actu-
ally beat the LP on the street.
But GRT has now established
safeguards to avoid releasing
the licensor without his LP
product.

Order Together

A customer can order records
and tapes at the same time if the
product is available, explains
McPrice, the tape national sa-
le manager. "The enthusiasm for
the music itself will also af-
flict the orders for tape,"
Price is convinced that tape is
not after the LP the orders
will not be as heavy.

Cassette Corp. Opens Li Plant

NEW YORK—The Cassette
Recording Corp. has opened a
new multimillion-dollar cassette-
plant under the auspices of
Greenbrook, N.J., and South

cassette plant at Long Island City. The company, a subsidiarity
of National Rec-
ding Studios, is utilizing the
Gaunt Focus Gain system, one of
the latest innovations in duplicat-
ing equipment.

Marlo Polkoff, general man-
er of the new company, said
that it will feature a new
advanced machine. The plug-
in module concept permits the
user to order the option of a
single unit incorporating casset-

e, cartridge or both modes.

Carl Lustig, president of Cass-
ette Recording Corp., said
"With National Recording Stu-
dios' large staff and experience,
the client can now obtain his
finished product by dealing
with a single one organization.

"National Recording with its
subsidiary company can supply
the talent, recording facilities
and engineering personnel
needed to ensure its clients of
the finest finished product."

Price says that 90 percent of
Columbia's biggest hits are re-
 leased before the end of the
week after the LP. To achieve
this goal, extensive coordination
and communication are required
to the creative ser-
vice, tape, traffic, ad and
manufacturing departments.

Price has been using the
phone to speak with the record
people, which he says shaves off
time and speeds up the process.

Hoffman, with his expertise in
vice 8-track, cartridge and LP's
all at the same time, is following
a course that he is following
with the LP on the same day it is
released.

It is possible for simultaneous
release. Bonetti says, if "You have
the parts three or four weeks before the album comes out.
"But he concedes this is
usually beyond the control of
the distributor because record
companies allow their artists
to control over such things as the
final masters and the album
cover.

"We have built our reputa-
tion on being out on the street
faster than any other record
product," says Tom Bonetti,
manager of the record prod-

ters. In the past the company
has a number of occasions actu-
ally beat the LP on the street.
But GRT has now established
safeguards to avoid releasing
the licensor without his LP
product.

Order Together

A customer can order records
and tapes at the same time if the
product is available, explains
McPrice, the tape national sa-
le manager. "The enthusiasm for
the music itself will also af-
flict the orders for tape,"
Price is convinced that tape is
not after the LP the orders
will not be as heavy.

Cassette Corp. Opens Li Plant

NEW YORK—The Cassette
Recording Corp. has opened a
new multimillion-dollar cassette-
plant under the auspices of
Greenbrook, N.J., and South

The situation at the reel-to-
reel end of the business shows
its own signs of improvement.
There is a two-to-three week
lag in the supply of the reel coun-
terpart of an LP released, ac-
ning to Sash Rubinstein,
Greenbrook, N.J., national
ager. But this doesn't seem to
hurt reel-to-reel sales, he said.
"The executive predicts a "steady
10 percent annual increase for
at least the next three years."

Less Pressure

Greenbrook muses for Warner-Reprise, Liberty U.A. and
Ravin. "We are not under
the same pressure that the

cartridge manufacturers are," Rubinstein explains. "Reel-
tape dealers have been going
for 12 years and no one's ever
been excited about any slight\n
delay. The company works only
with finished album product, because
Rubinstein doesn't want to get
caught with preparing product
which could undergo changes
at the originating point. "Rather
than rush out something, I can
accept and live with a two-week
delay," he comments.

There is only "Pressure" for a
hot LP, and on a recent proj-
ect involving the "Aquarius" tape
by the Fifth Dimension. Green-
berry pushed through the tape in
eight days. "We put pressure
on our suppliers of printed
goods; we simply asked them
for a favor and we were able
to get the product finished."

A good reel tape will hit 10,000
pieces. But if a company is
associated with a record club
which sells reel tape, the figure
is considerably higher.

GRT Simultaneously

High sales figures are achieved
at GRT by simultaneous releas-
ing which means within one or
two working days of the LP's
release. "We attempt to release
hit items the same day as the
LP," explains Tom Bonetti,
manager of the record prod-

ters. In the past the company
has a number of occasions actu-
ally beat the LP on the street.
But GRT has now established
safeguards to avoid releasing
the licensor without his LP
product.

It is possible for simultaneous
release. Bonetti says, if "You have
the parts three or four weeks before the album comes out.
"But he concedes this is
usually beyond the control of
the distributor because record
companies allow their artists
to control over such things as the
final masters and the album
cover.

"We have built our reputa-
tion on being out on the street
faster than any other record
product," says Tom Bonetti,
manager of the record prod-

ters. In the past the company
has a number of occasions actu-
ally beat the LP on the street.
But GRT has now established
safeguards to avoid releasing
the licensor without his LP
product.
"Change of Heart" is not a change of pace for Dennis Yost & The Classics IV; it's another hit.

DENNIS YOST & THE CLASSICS IV
CHANGE OF HEART
#66393
b/w RAINY DAY
produced by Buddy Buie & Bill Lowery production
### Tape CARtridge

**Bell & Howell Tape Lines**

NEW YORK—Bell & Howell will introduce nine new audio tape systems with its fall line this year. The products will include two compact systems, two open reel decks and five cassette recorders.

Three new merchandising packages: "The Road Runner" cassette player travel kit for children; "The Record-All" cassette recorder outfit, and the "Julius boros" professional golf lessons cassettes, for which Bell & Howell are the distributors, will also be offered.

The introductory line represents new price points for the company, and incorporates the exclusive Audio Eye feature. This gadget, found on all the new models except the two lowest priced cassette recorders, is a visible, monitor-confidence light which assures the user that the unit is functioning in the mode selected.

Prices range from $39.95 for the model 2391 portable cassette recorder to $269.95 for the larger compact with AM/FM radio and cassette recorder.

#### Elektra Names Arc Distrib. for Detroit

DETROIT — Arc Distributing, headed by Henry Droz, has been named Detroit area distributor for Elektra Records. Arc will concentrate on breaking the debut album of the Stooges, a new Elektra group from the Detroit area.
Gibbs Starts Psychedelic Unit

NEW YORK—A psychedelic dealer demonstrator for auto and boat 8-track players is the latest innovation to be introduced into the industry by the Gibbs Special Products Corp., of Janesville, Wis.

The unit which is also designed to demonstrate AM and FM radios and reverberation music features as a special accessory, an electronic "Bippie." which blinks psychedelic colors in rhythm with the music of each channel turned on.

It measures 5 feet high x 4 feet wide by 21 1/2 feet deep and is finished in wood-grain walnut and white plastic laminate. It stands on stainless steel legs and holds six stereo units and four variations of speakers.

The Gibbs Special Products Corp. is a subsidiary of the Hammond Corp.

Le-Bo Products Premieres Case

NEW YORK—Le-Bo Products Co. has released a new cassette carrying case to the consumer market. The specially designed vinyl-covered wooden case features a high pile rayon flocked red velvet interior with 30 individual slots.

It also features engineered shape, padded top, alligator vinyl finish, lock and key and sturdy deluxe construction.

Dr. Peter C. Goldmark (fourth from left), president of CBS Laboratories, demonstrates the Electronic Video Recording player and cartridge at the first public viewing of the unit. Others in picture are (left to right) Felix A. Kalskis, president, CBS/Comtec Group; Elmer H. Waver, president, Motorola Inc.; CBS president, Frank Stanton; Arthur Ochs Sulzberger, president, The New York Times; and Robert E. Brockway, president, CBS Electronic Video Recording Division.

You'll find no duds in our dubs

We're fussy about quality at Magnetix. So much so that our Quality Control expert directs our production. We figure that since tape duplicating is our only business, we can't be too careful. Try our quality on your next recording.

We're fussy about quality at Magnetix. So much so that our Quality Control expert directs our production. We figure that since tape duplicating is our only business, we can't be too careful. Try our quality on your next recording.

When answering ads... Say You Saw It in Billboard

Duplicating has been known to lose quality in translation. But not here.

High quality 8-track and cassette reproduction makes your original sound like new. Tape-tronics is a turned on turn-out operation offering high duplicating quality for all your cartridge needs.

Prices even make your breadman smile and delivery is groovy. Turn in to Tape-tronics for more sound for the money.

Dr. Peter C. Goldmark (fourth from left), president of CBS Laboratories, demonstrates the Electronic Video Recording player and cartridge at the first public viewing of the unit. Others in picture are (left to right) Felix A. Kalskis, president, CBS/Comtec Group; Elmer H. Waver, president, Motorola Inc.; CBS president, Frank Stanton; Arthur Ochs Sulzberger, president, The New York Times; and Robert E. Brockway, president, CBS Electronic Video Recording Division.
To follow up the outstanding performance of the cassette itself, Norelco hits the road with the new cassette 2602 Car-Player. It's the first cassette player precision-built to meet automotive specifications.

For instance. It is temperaturized to withstand the coldest winter nights and the hottest summer days. It's shock-resistant against vibrations on even the toughest roads.

And the Car-Player has fast forward and rewind, which lets you select any tune you want. There's no waiting for the tape to recycle.

Ever since we invented the cassette and the first cassette recorder/player we've kept inventing and improving until, today, Norelco knows more about cassette systems than anybody.

So, if you're interested in selling the system that performs best on the road and promises to perform best in the market, stock the Norelco Car-Player—from the people who invented the cassette in the first place.

A share-the-cost co-op advertising program is available to all retailers. Contact your distributor.

North American Philips Corporation, High Fidelity Products Department, 100 East 42nd Street, New York, N.Y. 10017.
Large-Scale Expansion Seen In Accessories During 70's

By RADCLIFFE JOE

SAN FRANCISCO — The tape accessory business has been seen as a multimillion-dollar baby by experts in the field. In a critical analysis of the development and growth potential of this hard-riding offspring of the tape industry, they predict large-scale expansion in the 70's, and are all geared up for what is expected to be a staggering spiral.

Although manufacturers and other persons involved with the industry foresee expansion in all areas of the accessory market, yet they anticipate that the greatest demands will be for head cleaners, demagnetizers and carrying cases. They also predict that with the increasing popularity of the 8-track and cassette configurations, accessories for these types of head will lead the market with 4-track and reel-to-reel trailing close behind.

In anticipation of the accessory boom, manufacturers are expanding their production of items—and by most we mean profit—to talk to us at Stereodyne.

Stereodyne is a duplicate of the other record companies who have merged with or sold the largest independent tape duplicator.

And we concentrate on quality of product—the reason we invented the Dynapak cartridge. It's called the no-return cartridge because there is virtually nothing that can go wrong with it. We guarantee it.

Profit is a hard thing to find today. But if you're talking "front money," you're sitting on top of a big profit opportunity in the music industry. You already own it. Get behind your own business. Let Stereodyne supply you with finished tape cartridges; the finest available in the industry. And let your distribution set-up take it from there.

Together, we can make beautiful music.

Stereodyne

2810 Elliott
Tray, Michigan 48004
(Area 313) 385-9283
STEREODYNE LTD.
6 Evans Court
Lansdowne
Ontario, Canada
(Area 416) 859-4202

Have you ever looked in back of the front money?

A not-so-little bit of information for all you record companies who have been losing money by getting in advance for the rights to duplicate and distribute your music in tape cartridges.

Front money isn't difficult to see through. You, the record company, sell your music rights to a tape duplicator for cash in advance. The duplicator then produces the music in tape cartridges and sells them through his own distribution outlets.

Good deal for the duplicator. Bad deal for the record company who is losing out on hundreds of thousands of dollars in distribution profits each year.

It might have been a good hedge a year or two ago when you didn't know if the tape cartridge industry would cut the mustard. But not today.

Stereodyne is a duplicator who gambled the tape cartridge business would make it. That's why we structured ourselves this way. When the record companies contract with us, they retain the rights to their music. They send Stereodyne engineers a master tape, and get back a completely packaged and saleable product.

These companies sell the tape cartridges with their own sales organization to their established distribution. They make the selling profit. Through our company, we service already had a selling cost; adding tape cartridge sales to their force was nowhere as costly as giving the rights to someone else.

If you've been giving away your distribution rights, it's not too late to face the music. The tape cartridge industry is here to stay, and current sales volume proves it. If you want to get the most out

A Philips First: Stereo Cassette Recorder/Player

NEW YORK — Philips, pioneer of the cassette changer, has scored another first with the introduction of a stereo cassette recorder/player with built-in amplifiers and an automatic changer which handles six cassettes and allows up to six hours of uninterrupted play.

The unit can be placed on top of any auxiliary speakers or through a stereo console or component system.

The unit can be placed on top of any auxiliary speakers or through a stereo console or component system.

Its other features include the now automatic shut-off at the end of play, push-button control for fast-forward, fast reverse, and other taped-in recording functions. Philips has also added an anti-skip device for music cassettes, digital counter with reset, illuminated digital, Vu meter, total mode modulation control. The suggested list price is $219.95 with speakers optional.
Garland Masters Out on Radiant


Donald H. Gabor, executive vice-president of Radiant Cassette, commented: "We believe these LPs to be the only Garland albums still unreleased at the time of her death, and they certainly represent Judy at her best." Radiant Cassette Cartridge Corporation has, until now, specialized in the sale of cassettes and cartridges manufactured at the company-owned plants in Yonkers, New York; and Chicago. The Garland cassettes and cartridges will be listed at $6.95 with the records going at $4.95. The company began shipping all configurations on July 26.

A necessary consumer product. The firm is also working on other consumer convenience products including liquid cleaners, and head demagnetizers; and has plans on the drawing boards for heavier lines including converters, headphones and phone jacks as well as patch cords and microphones.

Looking into the future of the industry, Katcher said that there is, and will continue to be, at least for a while, a greater demand for tape accessories than there are manufacturers to turn them out.

"The result," he said, "is that there will not be too much competition in this field at least for another couple years. After this, however, a certain amount of in-fighting is sure to develop between the real and the pseudo-manufacturer."

Continuing, Katcher said that at the present time the tape accessory business is responsible for between 3 and 7 percent of the total tape market.

"And it is going to grab a greater chunk as it moves into the higher ticket industry," he said.

Finebilt presents the mul-tip' ō-těnt 69-5

A versatile new system for the precise high speed duplication of 4-track, 8-track, cassette, reel-to-reel or Playtape...5 positions in one machine!

Website defines multipotent as "having manifold power, or the power to do many things."

The Finebilt 69-5, by any definition, qualifies as a super duper. Here are just a few features:
- Produces 2000 units per 8-hour shift.
- Quick 10-minute format changeover... thanks to Finebilt's exclusive "plug in/plug out" head assembly.
- Value engineering throughout. Electronics are solid state and plug-in.
- The single self-contained unit occupies just 14 sq. ft. of floorspace.
- No installation required. The 69-5 rolls on casters to any position — plugs in as easily as an electric shaver.
- Smaller original cost, minimum maintenance and operating cost, plus matches performance, make the multipotent 69-5 the unduplicated duplicator.

Finebilt MANUFACTURING COMPANY
931 No. Citrus Avenue Hollywood, California 90038 / Tel. (213) NO-8-9511 Export division: Coast Export Co., Inc. Cable: COEXPORT

Stereo tape console. This is one of three tape recorder consoles in General Electric's new line and embodies an 80-watt rated amplifier, FM/AM/FM tuner, transistorized 4-track tape deck and a turntable with GE's repeat play option and man-made diamond stylus. Suggested list: $449.95.

Large Scale Expansion Seen In Accessories During 70's

Continued from page 30

The demand for tape accessories generated by wholesale accounts.

Big Demands

He added that the greatest demands on his organization were for head-cleaning cartridges, captain cleavers, tape caddies, and loaded blanks for 8-track and cassettes. He agreed with Madden that many manufacturers and dealers had neglected the accessories market and said that as a result, a critical shortage of tape boxes and other accessories developed.

J. J. Paulson Associates recently introduced the Lulu head-cleaning cartridge, which is a conversation piece as well as a necessary consumer product. The firm is also working on other consumer convenience products including liquid cleaners, and head demagnetizers; and has plans on the drawing boards for heavier lines including converters, headphones and phone jacks as well as patch cords and microphones.

Looking into the future of the industry, Katcher said that there is, and will continue to be, at least for a while, a greater demand for tape accessories than there are manufacturers to turn them out.

"The result," he said, "is that there will not be too much competition in this field at least for another couple years. After this, however, a certain amount of in-fighting is sure to develop between the real and the pseudo-manufacturer."

Continuing, Katcher said that at the present time the tape accessory business is responsible for between 3 and 7 percent of the total tape market.

"And it is going to grab a greater chunk as it moves into the higher ticket industry," he said.

Finebilt presents the mul-tip' ō-těnt 69-5

A versatile new system for the precise high speed duplication of 4-track, 8-track, cassette, reel-to-reel or Playtape...5 positions in one machine!
Newport's Folk Festival Scores With Varied Acts

By CRAIG STINSON

NEWPORT, R. I. — George Wein has apparently got himself out of the woods again, thanks to the good weather, and everyone at the Newport Folk Festival. There had been reports following the row over the July 12-13 jazz festival that the City of Newport, besides cancelling Wein's Bluegrass Festival (scheduled for July 12), might close down the folk festival as well—in effect running the impresario out of town. Wein reportedly got a stay of execution by promising greater security, better sanitation facilities and strict adherence to Newport's 12 o'clock curfew regulation.

The curfew was not observed so strictly as Newport might have anticipated. But the concerts were over before 12:30 each night when record time for the Newport folk festivals, and the public maintained a decorum once again that has become all too rare in big business, and 10 or 20,000 young consumers (upward of 50,000 for the folk festival) are not to be sneezed at.

As usual, this year's folk festival included such genuinely folk types as bluegrass, country, gospel and blues, as well as the more sophisticated, urbanized work of Burl Ives, Nina Simone and the London Symphony Orchestra.

The festival opened July 17 with a bluegrass concert in the Callahan Band, a cappella group whose act is better suited to the indoors, than to the outdoors, to Newport's Festival Field. Len Chanter gave some samples of his art, tying mules in vain to get the audience interested in the opening, and the footwork of Mayes Alisto.

Spider John Koerner appeared as a backing band for Willie Murphy, Spider John, formerly with Dave Ray and Tony Glover, is a good blues guitarist with a keen musical wit. Murphy plays a sloppy, but very funny piano. The two have recently issued their first album together. Miss Saint-Marie drew the first really enthusiastic applause of the evening in her singing of "The Universal Soldier." She then sang a charming and deftly arranged rhythm section and no mountain, and for a change sang with a small band from the number about the Indians.

The rest of Thursday's program was devoted to country music, as performed by the Old Time band, Ditty Bell, with Frank Perkins, Doug Kershaw and Johnny Cash. Wheeler sang a touchingly trivialized version of the story of his father's houndhouse in Dogpatch, N.C., Perkins set up the most imaginative of the night, as there was any confusion) by singing "Blue Suede Shoes." And Cash got a number of people off their seats for the concert with his singing of a set of prison songs. Cash's wife, June Carter, also appeared with him in a performance of "Jackie," a song written by Wheeler.

Friday night's concert was devoted to the blues, especially the old-time, pre- rhythm and blue variety, as represented by John Lee Hooker, John Lee, and the Muddy Waters Blues Band.

Among the other participating groups were Tom Paxton, Hamza El Din, Oscar Brand, Artiedas, the Pennwheels, Paul Greer, Leonard, Doc Watson & Sonny Terry, Jerry Jeff Walker, Chris Smith, the Rev. Gary Davis, Turner Brothers, Reverend Gary Davis & Son, John Weatherfield & the Country Classics, Bob Dylan, the Elizabethan Singers, the Balkan, Joe Heany, Bunky & Jake, Michael Cooney, John Jackson, Louis Killen, Norman Kennedy, Stars of Faith Gospel Singers, John Denver, and Swedish Swingin' Chan.

By Hank, Rachelle, Jesse Fuller, Son House, Mississippi John Hurt, and Big Maceo, Fuller offered a balanced program ranging from primitive bottle-necking technique, Fuller demonstrated his unique talent and introduced with a version of "The Boxcar," which gave the most stunningly virtuoso performance of the night.

Big Mama Thornton was the best attraction of the night. Dressed up in man's trousers and work shirt, she sang, played harmonica, shuffled the floor, and strutted about the stage, exuding a powerful, but vulnerable, sexual panache. Her act climaxed in a soulful performance of "Ball and Chain."

Saturday evening's concert began with country music by numbers by the New Lost City Ramblers. Tracy Schwarz gave an interpretation of the demonstration of how to make a pair of kitchen spoons, which was the only time we could hear a true bluegrass, Newport, the gospel out down before time was a broadly humorous band.

Following the Ramblers, the Every Brothers whipped everybody into a frenzy with their own biggest hits, most of them dating from pre-war, Lindy hop days. The most surprising aspect of the Every Brothers was their slightly anomalous about their singing: Bill Anderson sang "Wake Up Little Sue," and "By Bye Love" in a festival that had been the very old and the brand new.

The Every Brothers, in haircuts reminiscent of the early Beatles, also provided the rock musicality of the week with their rendition of "Aquarius" and "Let the Sunshine In" in late '60s ballad style.

Every, the father of Phil and Don, got in at the end of the act with a demonstration of real husk pupkin Kentucky thumb-picking.

Joni Mitchell, who followed the Every Brothers with the blues, was the only one out loud the most sophisticated and musically interesting performer of the day. She convey meaningful personal experiences in a way that is engaging and free from clichés with a wealth of musical imagination, she is easily com- pare with most other folk and rock composers today.

For the evening of "Both Sides Now," the "Circle Game," "Rain on the Roof," and "Night in the City," Miss Mitchell received a prolonged standing ovation.

She was followed by a session of ecstatic gospel singing, featuring the Rev. D. K. Kirkpatrick, the Rev. J. L. Kirkpatrick, and the Cook County Singing Convention.

Furthur concluded the evening in his own, by now familiar humorous style. The audience was so drunk they had kept him going half the night, and Furthur, who once wanted to be a TV Restaurant," had it not been for the Newport curfew regulation. The members of the band, Sonny Terry, Jerry Jeff Walker, Chris Smith, the Rev. Gary Davis, Turner Brothers, Reverend Gary Davis & Son, John Weatherfield & the Country Classics, Bob Dylan, the Elizabethan Singers, the Balkan, Joe Heany, Bunky & Jake, Michael Cooney, John Jackson, Louis Killen, Norman Kennedy, Stars of Faith Gospel Singers, John Denver, and Swedish Swingin' Chan.

About this time a good number of the audience were heard to sing along to the back of the field, where tiny single boys were gathering.有一群聚集在Hudson Slope on top of the sky. A small group of people were seen to sing along with a little, but insistently, dried off nearly half the audience before the evening was through. Those who remained were seen to move to the left, and "Sleepyhead," sung and told by Sonny Terry, Jerry Jeff Walker, Chris Smith, the Rev. Gary Davis, Turner Brothers, Reverend Gary Davis & Son, John Weatherfield & the Country Classics, Bob Dylan, the Elizabethan Singers, the Balkan, Joe Heany, Bunky & Jake, Michael Cooney, John Jackson, Louis Killen, Norman Kennedy, Stars of Faith Gospel Singers, John Denver, and Swedish Swingin' Chan.

About this time a good number of the audience were heard to sing along to the back of the field, where tiny single boys were gathering.有一群聚集在Hudson Slope on top of the sky. A small group of people were seen to sing along with a little, but insistently, dried off nearly half the audience before the evening was through. Those who remained were seen to move to the left, and "Sleepyhead," sung and told by Sonny Terry, Jerry Jeff Walker, Chris Smith, the Rev. Gary Davis, Turner Brothers, Reverend Gary Davis & Son, John Weatherfield & the Country Classics, Bob Dylan, the Elizabethan Singers, the Balkan, Joe Heany, Bunky & Jake, Michael Cooney, John Jackson, Louis Killen, Norman Kennedy, Stars of Faith Gospel Singers, John Denver, and Swedish Swingin' Chan.

About this time a good number of the audience were heard to sing along to the back of the field, where tiny single boys were gathering.有一群聚集在Hudson Slope on top of the sky. A small group of people were seen to sing along with a little, but insistently, dried off nearly half the audience before the evening was through. Those who remained were seen to move to the left, and "Sleepyhead," sung and told by Sonny Terry, Jerry Jeff Walker, Chris Smith, the Rev. Gary Davis, Turner Brothers, Reverend Gary Davis & Son, John Weatherfield & the Country Classics, Bob Dylan, the Elizabethan Singers, the Balkan, Joe Heany, Bunky & Jake, Michael Cooney, John Jackson, Louis Killen, Norman Kennedy, Stars of Faith Gospel Singers, John Denver, and Swedish Swingin' Chan.
THE
BUDDY MILES EXPRESS
and
STEVE CROPPER
got together
in New York
and made
MEMPHIS
TRAIN
it's the Express'
first hit single

Personal Management: Neil C. Reshen, Inc. 150 W. 55th St. New York, N.Y. 212/765-1360
West Coast Office, 5485 Wilshire Boulevard Los Angeles, California 90036 213/933-5966

EXCLUSIVELY RECORDED BY - MERCURY RECORDS

www.americanradiohistory.com
NEW

from

LONDON

• LONDON
• PARROT
• DERAM
• SIRE
• PHASE 4 STEREO

phase 4 stereo

ITALIAN FESTIVAL
WERNER MÜLLER AND HIS ORCHESTRA
LONDON PHASE 4 STEREO SP 44132

THE GREAT MOVIE THRILLERS
OF ALFRED Hitchcock
BERNARD HERMAN, COND.
LONDON PHASE 4 STEREO SP 44126

THE EXOTIC RIMSKY-KORSAKOV
CAMARATA
LONDON PHASE 4 STEREO CONCERT SERIES SPC 21033

GREAT RHAPSODIES FOR ORCHESTRA
STANLEY BLACK
LONDON PHILHARMONIC ORCHESTRA
LONDON PHASE 4 STEREO CONCERT SERIES SPC 21020
Oscar Brown’s Revise
Swings at Neat Clip

SAN FRANCISCO — Oscar Brown’s musical, “Joy 69,” is a swinging revue that opened in early June at the On Broadway, just a block from his “Big Time Buck White” that has played to good crowds for five months.

“Joy 69” is comprised of 19 songs performed by Brown, his wife, singer-dancer Jean Pace, and two Brazilians, Luiz Henrique and Silvia, who are also co-composers and guitar accompanists in the show. Jazz pianist Hyler Jones, drummer Dean Couey, bassist Larry Richardson, and conga drummer Norman Shady complete the company.

Its songs run the gamut from lullaby (“Brown Baby”) to love song (“No Man Ever Loved a Woman, Much As I Love You”), some swing (“Time”), some are funny (“Nothing But a Fool”). They are about black people — some are sung in dialect — and at the same time about all mankind. There is outright protest (“Day the World Turns Funky”) but the whole show has a much milder tone than “Big Time Buck White,” which Brown did lyrics and music for.

“Our protest takes the form of an affirmation,” Brown said. “We’re not so much against as we are for. We don’t want to have a revolution that winds up creating widows and orphans and vengeance for the murdered out of us. We feel that the greatest force there is a rhythmic force, the joyous rhythmic force that came from Africa with black people, that existed long before guns, long before money.

“The hard times were made bearable by the way we organized it, and we organized it to swing.”

“Joy 69” is an outgrowth of “Joy 66” which Brown also did with Henriques and Miss Pace, staging it for seven months in Chicago, featuring the street gang, Blackstone Rangers. But Brown said he was “harassed” by the police there and so has moved his headquarters to San Francisco “because the climate is more benign, because the city is more willing and able to take the kind of effort we’re doing.”

GEORGEY LINK

From the Music Capsules of the World

CINCINNATI

Music trade folk from the area and Nashville gathered at the Lookout House, Covington, Ky., Saturday (24) for a dinner party and show hosted by Fraternity Records president Percival Cameron and wife Louise. Cameron took the occasion to announce that the initial releases on his label’s new series, Barclay Adams and Stanley Blythe, will be made in two weeks. Miss Adams’ top side is “I’d Like to Come Back Home,” by the veteran tenor sax Jack Reloc’s, flip is “You Got to Be Satisfied,” by George Yostell. Miss Adams’ season was arranged and produced by Don Teddy, of “Honey” fame.

by the police there and so has

演出者たちの凱旋: Mr. and Mrs. Jack Reloc’s, and Mr. and Mrs. Stanley Blythe, of Central Songs, Nashville, Mr. and Mrs. Bill Sjove, and Bruce Nelson, WUBB desigey. Stanley Blythe, sax, singer who has been featured in numerous Westlers, topped the Lookout House show for the week with his singing of country and nostalgic tunes. He was backed by the Salvos (Stuart Stiles, Ralph Gauthier and Rodney Hazzlett) Lookout House.. The trio was augmented for the Blythe run by Willie Wade, guitar, and Ray Sullers, bass, both at Nashville.

Shad O’Shea, former program director at WCPO here and now engaged in the insurance business locally, has been granted a building permit for a recording studio to be built in Cincinnati· neighboring community... Veteran ASCAP composer, Harry Hess, for 14 years with Hill and Range Songs, Inc., New York and Nashville, and who with Robertson Music, Hollywood, has settled permanently in Brentwood, Cincinnati suburb. Hess is the writer of “A Harvest Moon,” announced by “Peter Cottontail,” “Frenzy the Snowman,” and “Daisy Bess.”

“I Don’t Hurt Anymore,” “Heart of a Clown,” and countless others.

Never before has a singer from Columbus, Ohio, joined the staff of WCMFY here, where he will appear on Bob Brown’s “50-50 Club.”

Saul Strick, piano leader of the Salvos Orchestra, today, currently head of show for showboat service at the Lookout House, Covington, Ky., has been added to the roster of adding a male comic and a female singer to the group. Saul was for many years with ‘Something’ Smith and the Orillas, and this latest addition has been accused of stealing temporarily nine years ago.

BIL SACHS

NEW YORK

Ostelberg’s “Midwestern” show plays five concerts at the Congress “Man and His World” exhibition through Monday (4)... The Serendipity Singers perform at Manhattan’s Eden Hotel on Monday (4) through Sunday (10) and will be followed by the售出与 John J. Mullan in New York City, has signed with Mary Jane Public Relations, Floyd Lieberman, associate-with Sid A. Siebenberg, business manager of Blueway’s B. B. King, is the father of a new daughter, Meredith Ivy Lieberman.

“Reprise’s Tim Tam is taping an ABC-TV “Young Americans” special for full evening run. The College Coffee House Circuit has added a Florida branch and is beginning a West Coast circuit in September. Denny’s Karen Wyman has four more “Ed Sullivan Show” appearances on tap.

Julius La Rosa headlines at the Persian Room for two weeks beginning on Oct. 29. MGM’s “Orphans” appears at the Castle in Columbus, Ohio on Sunday (10).

Dorothy Lawless and McQuaid’s Clive Brown continue their summer tour with August performances at Charleston, W. Va., (4); Nashville, (5); Mobile, Ala., (6); Jackson, Miss., (7); Fort Worth, (8); Houston, (9); and Amarillo, Tex., (10). Ators Jerry Jeff Walker appears at the Franklin Theatre (Miss.) Music Fair on Friday (8), The Beach Boys’ Dennis Dungan has been re-signed for another six weeks at Chicago’s Flame East, and MGM’s Our Willows will sing the title song of the ABC-TV comedy series “Laugh-In American Style,” slated for the fall.

Powell has replaced Sine’s Atum for the Pavillon’s shows of Aug. 3-31. They are Albert King and Blue Rock’s Jon Woods,... Capitol’s Linda Ronstadt, Chuck Berry, the Star Kays, John Lee Hooker, and others. Bobbi Cowan is handling press.

Otelsberg Has Coast Agency

NEW YORK — Martin Otelsberg, veteran New York representative for Capitol Booking Corp. and Universal Attractions, has opened the Imperial Booking Agency in Los Angeles to handle primarily blues and blue-oriented music attraction.

Along with associate Joe Pesarof, Otelsberg will handle exclusive representation for Albert Collins, Bo Diddley, Earl Hooker, and W.C. Handy, British jazz singer Georgie Fame, and Malmström recording group the Last Mike. In addition, Imperial will be exclusive West Coast passenger for the group's Imperial Attractions’ James Brown, Joe Tex, Jr. Walker, Billy Stewart, Joe Simon, Chuck Berry, the Star Kays, John Lee Hooker, and others. Bobbi Cowan is handling press.

AUGUST 9, 1959, BILLBOARD

est fier d’être un membre de cette jeune, dynamique organisation musicale. Il y sont parvenus avec les Cartouches — maintenant surveillez-leux bien exelier avec les Disques. Felicitations GRT of Canada Ltd.
World Pacific Records is proud to announce the first single by THE CARNIVAL "SON OF A PREACHER MAN"

#77922  Production & Sound: Bones Howe
Exclusive Management, Jeff Cooper - Tiffany Ent.
A very special thanks... to the disc jockeys and staff at radio stations: KKOY, El Paso; KBIG, Los Angeles; KZOL, Phoenix, Ariz.; WYBE, Bridgeton, N.J.; KOMO, Seattle; WXIAN, Miami, Fla.; WAGR, Marion, Ind.; WBRM, San Antonio, Texas. Thank you for "Better Drinking Music" by Ray Saunders-Imperial Records.

The charts tell the story.

Billboard has the charts.

**RICH LITTLE pays tribute to KIRK DOUGLAS BURT LANCANTH.**

**JOHN DAVIDSON SHOW**

**FRIDAY**

"Rich Little's Broadway" 999 N. Doheny, L.A. 90069

Distributed in Canada by RCA

- **Continued from page 36**

**BUSINESS SECTION**

**SAGE ROSE, Danish rock septet, features engineer Ron Johnson at New York's Mira Studios, where the group cut an album for Polydor.**

**HAMILTON'S GROUP OFFBEAT**

NEW YORK - The current Chiao Hamilton group opened at the Mabou Mines on Tuesday (29). It has two trombones, two saxophones, no piano, and Hamilton's marimba drums. This offbeat line-up has had a similar one on a recent 20th St. album, possibly gives the arrange a hard time but does result in an interesting sound.

And Hamilton has obviously taken care with his group — never does it degenerate into a mere "blowing session." On "By the Time I Get to Phoenix" the full tenor of Russ Andrews is buoyed up by some jagged sound, and a particulor interest in the number. Occasional doubling (clarinet, flute), the use of the group as a vocal unit, a little wit and humor and some virtuosity from the leader, protect the set from a sameness. No bad thing in a jazz room like Plaza is where the audience is perhaps not religiously dedicated to jazz sounds.

Hamilton shows his affection for Duke Ellington by devising a large part of his set to an exploitation of Ellington material, even copying the Duke's sound on "Mood Indigo." — IAN DOVE

**WINTER CONSORT SUCCESSFUL**

NEW YORK — Paul Winter Consort scored an immediate success with New York music lovers on Sunday (28) when it made its New York concert debut at the Schermer Theater in Central Park.

Using windmills, percussion instruments and a calliope advantage, the Consort's Gambus recording act presented an exciting 45 minutes of entertainment which scanned the globe for sounds and came up with a repertoire which firmly established the group's versatility as well as its originality.

Winter is a group that is undoubtedly ahead of its time. This was undoubtedly time and once in the next near-classical projection of tunes like the pulsating "Africanas-Israelitis," a collage of musical "world traditions" from various nations; the surrealistic "Lose Your Mind, Come to Your Senses." "Ballad in 7/8 Time," a lively Little Hungarian peasant song, and the Koko piece done in free improvisation.

Shostakovich with the Winter Consort were flamenco guitarist, Carlos Montoya and the traditional flamenco group, Montoya, UA recording artist, is, it is said, a style that can be savored on him that has not already been said.

He has the habit of re-creating an old, the drama, passion, vibration and beauty of the memory of the world's.Fausto, each sensual string of his gui-

tar strings, brings to mind sultry Spanish evenings around gypsy campfires; and you are tempted — and indeed many of the audience did — to shout "Ole!" — RADDIFFIE JOE

**BUSY TIME FOR BOBBIE GENTRY**

LOS ANGELES — Bobbie Gentry will be working a heavy schedule of appearances during the next six months. The vocalist is doing 13 one-hour specials for the Armed Forces Radio and TV Service for overseas utilization. She will appear at Disneyland, Aug. 4-22; at the Canadian National Expo, Aug. 30, and Harrah's, Reno, Sept. 11-24. Her domestic TV exposure includes: "The Dick Cavett Show" (Aug. 26); "The Kraft Show" (Aug. 30); "The Carol Burnett Show" (Oct. 20); "The Hollywood Palace" (Jan. 24); and the Jim Nabors Show (taping Oct. 24).

**9 AUGUST, 1959, BILLBOARD**
KRACO
Autostereos mean quality, styling, packaging and displays that sell.

The sensational Kraco line, more elegantly styled and compactly designed than any other auto stereo on the market, offers "The Standard for Excellence" in Big Sound performance.

Kraco has attractively designed display units, at left, that are available to dealers on a special low cost basis. We think you know how huge the market is out there, so, write or phone us for more information on our new competitively priced, easy to demonstrate and sell Kraco Auto Stereo systems.

Kraco KASSETTE Autostereo — The world's most compactly designed cassette car stereo system records, plays back and plays cassette stereo cartridges automatically! Dynamic microphone permits recording of sales calls, memos, dictation, etc. Model KS-999.

Kraco SPACE EIGHT Autostereo — Exclusive with Kraco!... Space age compact styling allows easy installation in the smallest areas, even glove compartments. Solid state stereo designed for thrilling big sound performance. Balanced tone, easy touch controls, heavy duty black and chrome custom molded case. Model KS-700.

Kraco CUSTOM EIGHT Autostereo — Only Kraco can offer this beautifully styled stereo for such a sensational low price. Our "Custom Eight" exceeds most competitors' deluxe models in sound selling power. Model KS-900.

Kraco DELUXE EIGHT Autostereo — Styled for beauty. The full magnificence of the Kraco Deluxe sound turns any auto into a "concert theatre on wheels." The Kraco Deluxe automatically plays all eight track stereo cartridges. Leather like textured black front accents the walnut and satin finish. Model KS-888.

Kraco DELUXE FOUR and EIGHT Autostereo Fully automatic sophistication, no need to preset... simply insert a 4 or 8 track cartridge. Solid state reliability. Individual, safety recessed volume, tone and balance thumbwheels provide precise sound control... permits adjustment for tapes that are not accurate. Model KS-408.

Kraco Matched, 2-Speaker Stereo Sound Systems Circle of Chrome "DOOR-MOUNT" Speakers. Full 5¼" actual size speaker with heavy duty ceramic magnets. Model KS-111.

CUSTOM MOLED "HANG-ON" SPEAKERS. Exclusively designed and molded from heavy impact resistant plastic. Made to be easily mounted anywhere in car. Model KS-222.

KRACO'S
famous impulse buying packaging!

Kraco offers packaging that protects as well as it displays. Contemporary design provides dustproof display while assuring customers of an undamaged product.

"The Standard for Excellence"

KRACO PRODUCTS INC.
2411 N. Santa Fe Ave.
Compton, California 90224
Phone (213) 774-2550
Rhythm & Blues

BEST SELLING

Rhythm & Blues Singles

| Billboard SPECIAL SURVEY for Week Ending 6/9/69 |

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist, Label, &amp; No.</th>
<th>US Sales Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MOTHER POPPONY</td>
<td>King 4459</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td>CHOICE OF IMPERIALS</td>
<td>Capitol 4459</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>MOODY WOMAN</td>
<td>King 4460</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>MY CHERRY AMOUR</td>
<td>King 4461</td>
<td>9</td>
</tr>
<tr>
<td>5</td>
<td>WHAT DOES IT TAKE TO WIN YOUR LOVE</td>
<td>King 4462</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>COLOR HIM FATHER</td>
<td>King 4463</td>
<td>10</td>
</tr>
<tr>
<td>7</td>
<td>DOGGONE RIGHT</td>
<td>King 4464</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>RECONSIDER ME</td>
<td>King 4465</td>
<td>20</td>
</tr>
<tr>
<td>9</td>
<td>NOBODY BUT YOU BABE</td>
<td>King 4466</td>
<td>20</td>
</tr>
<tr>
<td>10</td>
<td>I TURNED YOU ON</td>
<td>King 4467</td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td>NOTHING CAN TAKE THE PLACE OF YOU</td>
<td>King 4468</td>
<td>5</td>
</tr>
<tr>
<td>12</td>
<td>GIRL, YOU'RE TOO YOUNG</td>
<td>King 4469</td>
<td>6</td>
</tr>
<tr>
<td>13</td>
<td>THE FEELING IS RIGHT</td>
<td>King 4470</td>
<td>6</td>
</tr>
<tr>
<td>14</td>
<td>ONE NIGHT AFFAIR</td>
<td>King 4471</td>
<td>6</td>
</tr>
<tr>
<td>15</td>
<td>LOVE IS BLUE (I Can Sing a Rainbow)</td>
<td>Delta, 5641</td>
<td>11</td>
</tr>
<tr>
<td>16</td>
<td>YOU MADE ME A BELIEVER</td>
<td>King 4472</td>
<td>23</td>
</tr>
<tr>
<td>17</td>
<td>MY GOOD THINGS (Is About to End)</td>
<td>King 4473</td>
<td>24</td>
</tr>
<tr>
<td>18</td>
<td>TILL YOU GET ENOUGH</td>
<td>King 4474</td>
<td>22</td>
</tr>
<tr>
<td>19</td>
<td>ABRAHAM, MARTIN &amp; JOHN</td>
<td>King 4475</td>
<td>23</td>
</tr>
<tr>
<td>20</td>
<td>Nitty Gritty</td>
<td>King 4476</td>
<td>3</td>
</tr>
<tr>
<td>21</td>
<td>LET'S GET TOGETHER</td>
<td>King 4477</td>
<td>25</td>
</tr>
</tbody>
</table>

Rhyhthm & Blues

BEST NEW RECORD OF THE WEEK:

Soul Sauce

| Dells (Cadet) |

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist, Label, &amp; No.</th>
<th>US Sales Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>OH, WHAT A NIGHT</td>
<td>Dells (Cadet)</td>
<td>1</td>
</tr>
</tbody>
</table>

Soul Sauce

BEST NEW RECORD OF THE WEEK:

By ED OCHS

SOUL SLICES: In its first fiscal year ending June 1, 1969 Stax Records sold ten million singles to surpass its projection of seven and a half million records a year by the label's third year of independence. Johnnie Taylor's "Who's Making Love" topped the singles chart, with "The Ballad of Love"

Looking for Talent Booking an Act

Billboard's International Talent Edition

MOTOWN'S EDWARD STARR, right, congratulates Carmen Markes, who is crowned "Miss Gary" by Mayor Richard Gordon Hatchter, left, at the Miss Indiana Scholarship Pageant in Michigan City, Ind. Gary served as a judge and entertained at the event. His latest single, "I'm Still a Struggling Man" from his "25 Miles" album.

FILETS OF SOUL: Summer festivals move into their last month, so r&b will have its filing in August as the pop-oriented talent grabs most of the East Coast spotlight. Schafer's Central Park Music Festivals features Dizzy Gillespie, Monday (4); Little Richard with the Checkmates, L.A., Wednesday (6); Herbie Mann with Roy Ayres and Sonny Shurrock, Saturday (9); Lou Rawls with Carl Holmes & the Commanders and Ruth McFadden, Saturday (16); Nina Simone and Montego Joe, Monday (18); and Sam & Dave and Patrice Labelle of the Bluebelles, Saturday (23). The Singer Bowl Festival presents the James Brown show, Sunday (31), while the neighboring Pavilion offers Albert King and Junior Wells, August 22-23, and Muddy Waters with the Paul Butterfield Blues Band, Aug. 29. The Blossom Music Center in Cleveland will feature O. C. Smith with the Buddy Rich Orchestra, Tuesday (5), and a blues night Friday (8) with B. B. King, the Staple Singers re-staging Lightnin' Hopkins re-opens Labor Day weekend with a top bill of B. B. King, Albert King and Bobby Blue. Willie Hutch, who penned tunes for the Fifth Dimension, debuts on R&B with his "Soil Portrait" album. Buss Willis is makin' smoke with Alton Franklin's "It's True I Wanna Miss You" and new LP's from the Exciters and Miss Franklin. New引进 "End of the Road" on Casablanca... Thank you, Ronnie Joy of Dynamite Productions, Somerset, N. J., for your kind letter about Soul Sauce. Nina Simone appears on Johnny Carson's "Tonight" show on NBC, Wednesday (6). The Shelby Singleton Corporation is scoring heavily in the Metro Market with the Staple Singers, Johnnie Taylor, John Belt, Big John Hamilton, the Ad Libs, Kenny Young and Eddy Gilles. Mike Martinez reads Soul Sauce. Do you?

AUGUST 9, 1969, BILLBOARD
This single is moving faster than a silver bullet.
And, How!

"KEEM-O-SABE"
THE ELECTRIC INDIAN

#50563
Produced by Len Barry
**Rhythm & Blues**

**SPECIAL SURVEY TO FORD WEEK ENDING AUGUST 7, 1969**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No.</th>
<th>PW</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>33</strong></td>
<td>THE METEORS</td>
<td>Jesse Joe 4017 (3)</td>
<td></td>
<td></td>
<td>1</td>
<td>8</td>
</tr>
<tr>
<td><strong>27</strong></td>
<td>GRAZIN’ IN THE GRASS</td>
<td>Frankieavalon, RCA Victor LS-4109 (3)</td>
<td></td>
<td></td>
<td>15</td>
<td>14</td>
</tr>
<tr>
<td><strong>20</strong></td>
<td>NOW &amp; THEN</td>
<td>Tony Tompkins, M.S. 675 (3)</td>
<td></td>
<td></td>
<td>14</td>
<td>11</td>
</tr>
<tr>
<td><strong>29</strong></td>
<td>MOTHER NATURE’S SON</td>
<td>RamseyLewis, Cadet LS-921 (3)</td>
<td></td>
<td></td>
<td>10</td>
<td>23</td>
</tr>
<tr>
<td><strong>32</strong></td>
<td>SAY IT LOUD—I’M BLACK AND I’M PROUD</td>
<td>James Brown, King S-1047 (3)</td>
<td></td>
<td></td>
<td>12</td>
<td>18</td>
</tr>
<tr>
<td><strong>16</strong></td>
<td>HAVIN’ SWEET &amp; HIS GIRLS</td>
<td>Teenie 15, 293 (3)</td>
<td></td>
<td></td>
<td>14</td>
<td>19</td>
</tr>
<tr>
<td><strong>27</strong></td>
<td>MEMPHIS QUEEN</td>
<td>CarlaThomas, Stax 2019 (3)</td>
<td></td>
<td></td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td><strong>31</strong></td>
<td>STONE SOUL</td>
<td>Isaac Hayes, Columbia S 9790 (3)</td>
<td></td>
<td></td>
<td>7</td>
<td>23</td>
</tr>
<tr>
<td><strong>26</strong></td>
<td>JAMMED TOGETHER</td>
<td>Copper/King/Stax, Stax 2000 (3)</td>
<td></td>
<td></td>
<td>14</td>
<td>4</td>
</tr>
<tr>
<td><strong>24</strong></td>
<td>SOUL ’69</td>
<td>Isaac Hayes, Columbia MS 3092 (3)</td>
<td></td>
<td></td>
<td>6</td>
<td>26</td>
</tr>
<tr>
<td><strong>28</strong></td>
<td>RARE STAMPS</td>
<td>JohnnyTaylor, Stax 2012 (3)</td>
<td></td>
<td></td>
<td>7</td>
<td>34</td>
</tr>
<tr>
<td><strong>37</strong></td>
<td>DOIN’ HIS THING</td>
<td>BookerT &amp; the MG’s, Stax 3099 (3)</td>
<td></td>
<td></td>
<td>4</td>
<td>9</td>
</tr>
<tr>
<td><strong>39</strong></td>
<td>SWEET SOUL SHAKIN’</td>
<td>YoungHearts, Motown EP 24106 (3)</td>
<td></td>
<td></td>
<td>2</td>
<td>5</td>
</tr>
<tr>
<td><strong>40</strong></td>
<td>SNAPPY CAT</td>
<td>Booker T &amp; theMG’s, Stax 3038 (3)</td>
<td></td>
<td></td>
<td>7</td>
<td>13</td>
</tr>
<tr>
<td><strong>33</strong></td>
<td>COLOR HIM NATURAL</td>
<td>Weavers, Metromedia 1010 (3)</td>
<td></td>
<td></td>
<td>13</td>
<td>40</td>
</tr>
<tr>
<td><strong>41</strong></td>
<td>8:15-12:15</td>
<td>Billucker, Imperial 7 T 8049 (3)</td>
<td></td>
<td></td>
<td>14</td>
<td>43</td>
</tr>
<tr>
<td><strong>42</strong></td>
<td>ELEGANT SOUL</td>
<td>Gene Harris &amp; The Three Sounds, Imperial 7 T 8052 (3)</td>
<td></td>
<td></td>
<td>13</td>
<td>46</td>
</tr>
<tr>
<td><strong>43</strong></td>
<td>I’VE TAKEN MY SHARE</td>
<td>Gene Harris &amp; The Three Sounds, Imperial 7 T 8052 (3)</td>
<td></td>
<td></td>
<td>6</td>
<td>14</td>
</tr>
<tr>
<td><strong>44</strong></td>
<td>BLACK AND WHITE</td>
<td>TeddyWhite, Monumental SLP 18104 (3)</td>
<td></td>
<td></td>
<td>16</td>
<td>43</td>
</tr>
<tr>
<td><strong>45</strong></td>
<td>MODS</td>
<td>DickHyman, Command 538 (3)</td>
<td></td>
<td></td>
<td>2</td>
<td>22</td>
</tr>
<tr>
<td><strong>46</strong></td>
<td>THIS IS TOM JONES</td>
<td>Tom Jones, Parlophone 1304 (3)</td>
<td></td>
<td></td>
<td>14</td>
<td>44</td>
</tr>
<tr>
<td><strong>47</strong></td>
<td>TESTIFYIN’</td>
<td>ClarenceCarson, Atlantic 50938 (3)</td>
<td></td>
<td></td>
<td>10</td>
<td>39</td>
</tr>
<tr>
<td><strong>48</strong></td>
<td>GROOVE</td>
<td>BarKays, Volt R 6004 (3)</td>
<td></td>
<td></td>
<td>12</td>
<td>45</td>
</tr>
<tr>
<td><strong>49</strong></td>
<td>LITTLE HAMPS</td>
<td>Booker T &amp; the MG’s, Stax 3032 (3)</td>
<td></td>
<td></td>
<td>13</td>
<td>50</td>
</tr>
<tr>
<td><strong>50</strong></td>
<td>LITTLE HAMPS</td>
<td>Booker T &amp; the MG’s, Stax 3032 (3)</td>
<td></td>
<td></td>
<td>12</td>
<td>50</td>
</tr>
</tbody>
</table>

**From The Music Capitals of the World**

- Continued from page 38
- Sept. 12... Action Talents has signed Event's Buchanan Brothers, Bududdah's Viki Venus, Event's Ho- r natives, Dand's Bobby, and Metro- media's Cope, Crone Village...
- Herb Bernstein will produce Steve Alaimo's next single for Atlantic.
- Imperial's Classic IV have changed their name to Dennis Yost and the Classics IV...
- John Mayall has formed Toms of Fun Enterprises at A162 Hollywood Blvd., Hollywood. The firm's activities include record promotion, publish- ing, management, publicizing, and booking...
- Ted Darryl has produced the first RCA album of the Mind Garage.

**LAS VEGAS**

Ed Ames opened a five-week run at the Riviera Hotel's Ver- sailles Room, greeting standing ovations with his easy listening hit "Son of a Travelling Man." Ames is backed by Sceey Mitchell and the Clingers.

The Summer Jazz Festival, particularly because she is experi- enced in performing in nightclubs with live audiences. She opened her stint in the International Hotel's small (300-seat) room called the "Alamo." "Like Being in Love," and moved on to "Dido We." Other folks have in- cluded "Learn on Me," and "Why You Don't Call Me.

A unique country happening occurred on the "Marty Robbins Show" in the Roxy's Opera House. Robbins, the Columbia record star, had written: You Gave Me Your Heart, and now he's trying to give it to singer Frankie Laine to re- cord. Laine, David said never to meet Robbins, did so and ended up with a hit. The meeting occurred on the stage of the Opera House where Laine brought along the Roxy's own record. Robbins included several of his biggest songs in the show. "A White Sports Coat," which went so far to develop the Nashville sound, the show also spotlights Columbia artists Mary Lou Williams, Don Winters, singer-composer, and Bobby Bishop round out the Rascals card. Ron Rose, who regularly per- forms downtown at the Top O' the Mint Hotel, scored well with a new single, "In Time," an instrumental. This record was en- gineered by Bill Foster at Uncle in Vegas and published through Fat Chance Music, another local firm.

**SAN FRANCISCO**


**RHYTHM & BLUES**

**BEST SELLING**

- "Son of a Travelling Man." Ames is backed by Sceey Mitchell and the Clingers.
- The Summer Jazz Festival, particularly because she is experi- enced in performing in nightclubs with live audiences. She opened her stint in the International Hotel's small (300-seat) room called the "Alamo." "Like Being in Love," and moved on to "Dido We." Other folks have in- cluded "Learn on Me," and "Why You Don't Call Me.
- A unique country happening occurred on the "Marty Robbins Show" in the Roxy's Opera House. Robbins, the Columbia record star, had written: You Gave Me Your Heart, and now he's trying to give it to singer Frankie Laine to re- cord. Laine, David said never to meet Robbins, did so and ended up with a hit. The meeting occurred on the stage of the Opera House where Laine brought along the Roxy's own record. Robbins included several of his biggest songs in the show. "A White Sports Coat," which went so far to develop the Nashville sound, the show also spotlights Columbia artists Mary Lou Williams, Don Winters, singer-composer, and Bobby Bishop round out the Rascals card. Ron Rose, who regularly per- forms downtown at the Top O' the Mint Hotel, scored well with a new single, "In Time," an instrumental. This record was en- gineered by Bill Foster at Uncle in Vegas and published through Fat Chance Music, another local firm.

**SAN FRANCISCO**


**RHYTHM & BLUES**

**BEST SELLING**

- "Son of a Travelling Man." Ames is backed by Sceey Mitchell and the Clingers.
- The Summer Jazz Festival, particularly because she is experi- enced in performing in nightclubs with live audiences. She opened her stint in the International Hotel's small (300-seat) room called the "Alamo." "Like Being in Love," and moved on to "Dido We." Other folks have in- cluded "Learn on Me," and "Why You Don't Call Me.
- A unique country happening occurred on the "Marty Robbins Show" in the Roxy's Opera House. Robbins, the Columbia record star, had written: You Gave Me Your Heart, and now he's trying to give it to singer Frankie Laine to re- cord. Laine, David said never to meet Robbins, did so and ended up with a hit. The meeting occurred on the stage of the Opera House where Laine brought along the Roxy's own record. Robbins included several of his biggest songs in the show. "A White Sports Coat," which went so far to develop the Nashville sound, the show also spotlights Columbia artists Mary Lou Williams, Don Winters, singer-composer, and Bobby Bishop round out the Rascals card. Ron Rose, who regularly per- forms downtown at the Top O' the Mint Hotel, scored well with a new single, "In Time," an instrumental. This record was en- gineered by Bill Foster at Uncle in Vegas and published through Fat Chance Music, another local firm.

**SAN FRANCISCO**


**RHYTHM & BLUES**

**BEST SELLING**

- "Son of a Travelling Man." Ames is backed by Sceey Mitchell and the Clingers.
- The Summer Jazz Festival, particularly because she is experi- enced in performing in nightclubs with live audiences. She opened her stint in the International Hotel's small (300-seat) room called the "Alamo." "Like Being in Love," and moved on to "Dido We." Other folks have in- cluded "Learn on Me," and "Why You Don't Call Me.
- A unique country happening occurred on the "Marty Robbins Show" in the Roxy's Opera House. Robbins, the Columbia record star, had written: You Gave Me Your Heart, and now he's trying to give it to singer Frankie Laine to re- cord. Laine, David said never to meet Robbins, did so and ended up with a hit. The meeting occurred on the stage of the Opera House where Laine brought along the Roxy's own record. Robbins included several of his biggest songs in the show. "A White Sports Coat," which went so far to develop the Nashville sound, the show also spotlights Columbia artists Mary Lou Williams, Don Winters, singer-composer, and Bobby Bishop round out the Rascals card. Ron Rose, who regularly per- forms downtown at the Top O' the Mint Hotel, scored well with a new single, "In Time," an instrumental. This record was en- gineered by Bill Foster at Uncle in Vegas and published through Fat Chance Music, another local firm.
GRT OF CANADA LTD.
exclusive distributors in Canada of
CHESS
CHECKER
CADET
NEPTUNE
CADET
CONCEPT
THE ELECTRONIC SOUL

...where the new technology

the sympathetic synthesizer.

The electronic synthesizer as a musical instrument has arrived. Thanks to the men who have given it feeling and soul. Dick Hyman has brazed synthesizer with soul. Composer/technician Walter Sear has welded synthesizer and rock beat. Richard Hayman has fused synthesizer with Latin fire. The advent of the sympathetic synthesizer marks the age of electronic artistry in pop music.
OF COMMAND 
expands the art of pop music.

The high-voltage success of Command’s “The Minotaur” as a chart single and “Moog — The Electric Eclectics of Dick Hyman,” the album from which it was taken, are only the beginning of electronic pop music. The three new LP’s shown break down more music barriers with new creative software for the young electronic audience. To help you sell this pop audience, Command has prepared these multi-media tools: “electronic” browser cards, streamers, radio spots, underground and consumer ads, a special Electronic Pop Music brochure which will tell how the synthesizer works and why; an all-out field promotion and a special film for use in theatres, TV and sales presentations. Like the stereo age before it, the electronic era of pop music belongs to
THE THINGS I NOTICE NOW/TOM PAXTON

Tom Paxton’s back. Beautiful.

elektra records
Tom Paxton / The Things I Notice Now
EKS 74043
Also on all tape configurations by Ampex
Richard: Music Should Be Integral Part of Commercials

By RADCLIFFE JOE

NEW YORK—Music in commercials—60 seconds, 130 beats a minute, the integral part of the finished product, and never tacked on as an afterthought. Music is a key aspect of the trade, vice-president and creative supervisor of Greyl Advertising, Fred Godfrey, tells it to advertisers. Music is an essential if effectiveness is to be achieved.

Richard, with 10 years' involvement in the advertising business, feels that music, which is used in commercials, either as a background or jingles, should be carefully planned. "Words, pictures—If it's a television commercial—and music must form a part of the strategy."

"Good music," he continued, "isn't just a good picture, it's a picture that, before the decision to pre-score or post-score is made, must be important. The producer of the commercial must ask himself: Does the music add or contribute positively or negatively to the commercial?"

Richard stressed that a well-sculpted commercial is not just a pack of words, but also includes words and music. The commercials which are composed to sell a product and add to the comfort of the consumer, are the most effective.

He also stressed that music could have a significant impact on the work. He feels that music could have a significant impact on the success of a commercial. He also stated that the music should be carefully planned and that the producer should be aware of the implications of the music.

Richard also emphasized that music could have a significant impact on the audience's perception of the product. He stated that music could be used to create an emotional connection with the audience and that it could be used to create a sense of urgency.

He concluded by stating that music is an essential part of the commercial and that it should be carefully planned and used in a strategic manner. He stated that music could be used to create a memorable experience for the audience.

By CLAIDE HALL

VOX JOX

Radio-TV Editor

Charlie Greer, after many years with WABC-NY, is leaving to join WIP, the Metromedia station in Philadelphia. "He'll be on the air 5-8 midnight," Charlie Donougher is leaving WNEW-NY to join WPEN in Philadelph. This is a big surprise to me, because Charlie is a great radio personality. It's going to be a loss for WNEW but a gain for WPEN. Just as a side note, you might be interested in knowing that WPEN General Manager is a one-time morning DJ on WCUE in Charleston. If you're interested in the higher ratings and Carrabba (the station's new personality) has been better off in management.

The original Johnny Holliday has resigned after all these years from KYA in San Francisco. He's been in the business for 30 years and has been a key figure in the industry. He's leaving to join a West Coast station.

Nat Stevens has been shifted from KOY in Phoenix, where he's been program director, to become program director of KTHT in Houston, both of these Southern Broadcasting stations. Jim English has been named general manager of WWWJ in Hartford. he's worked with the fabulous Bertha Ponder on "The Voice of Dan."

George Comer, music director of WVCH, WOOC, and WOHR, has been appointed to the position of manager of music department. He's an extremely talented musician and is well respected in the industry.

Bob Harper has joined WAKV in Louisville, from WQZ in Atlanta. He's a well respected musician and is well respected in the industry.

By G. Richard Swift, 57, vice president of Doubleday Broadcast- ing and general manager of KROD in El Paso, died July 1. A former program director of WCBS in New York, he was instrumental in launching the careers of Arthur Godfrey, Ray Block, and others.

Nash to Specialize In Adv. Agencies

NEW YORK—Bob Nash Productions—a new firm specializing in musical concepts, composition, arranging and music production for radio and television—has been launched here by Robert Nash, former vice-president and executive producer of Robert Nash Productions, Inc. Nash is working with his first client, Footie & Cove.

August 9, 1969, Billboard

Nash served as music director for the New York advertising firm since August 1966. Prior to that, he worked at William Esty Co. as music director for five years. Among his musical compositions are such campaigns as "What Are You Doing About It," "What Are You Doing About It, It's Too Late," "How Long Make It," "The Shouldn't You Make It," "Today's Tune" and "Salute Softness Freshness Your Taste." He also has been involved in countless rock and electronic tracks for major advertising agencies, ranging from Ballantine Beer, and Clairol Colorfast Shampoo to Contact, Fush, and Noxzema Shave Cream.
Radio-TV Programming

THE ALBUM QUESTION

‘No Reason to Buy a Single’

EDITOR’S NOTE: If the album continues to grow and eventually dominates the single market, this could open up some very interesting programming problems for both the national radio stations and the record companies. As you may have read earlier, an article about some of these problems is currently in preparation.

SAN FRANCISCO—If the single market for the 25-49 age group continues to expand as predicted today, it could mean that record companies might take the single market seriously and begin to plan promotional campaigns around singles.

As the 年单 market gains in importance, record companies will have to consider ways to create more interest in singles. One possibility is to develop a strategy that focuses on singles as a key component of their overall marketing plan.

It is also important for record companies to consider the role of singles in the larger context of their overall promotion strategy. Singles can be used to generate momentum and excitement, and they can help to create buzz and interest around new releases.

As the single market continues to grow, record companies will have to develop new and innovative ways to reach their target audience. This may involve developing new channels for reaching fans, as well as new ways to engage with fans and create buzz around new releases.

In conclusion, the single market is a key component of the overall music industry landscape, and record companies will need to develop a strategy that focuses on singles as a key component of their overall promotion strategy.
Clear Spirit rides the cold wind to a place where ice-ripened metal music flows beyond the sun.
Once upon a time, Lodi was just a small town in northern California—13 miles from Stockton and 40 miles from Sacramento—with a population of 36,000 people. Then, along came Al Wilson's single.

Now, Lodi is finally on the map!

Produced by Johnny Rivers
Positions Open

Needed for Summer Announcement positions with a local radio or TV station.

Variety Attractions, Inc.
P.O. Box 1974
Zanesville, Ohio

Please note that all positions require a background check. The address is the radio station.

Experienced Sullivan wanted to sell advertising for TV stations in North Carolina. Contact: WTVT, 123 Plaza Drive, Wilmington, NC, 28401.

KLVG-FM, P.O. Box 478, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

WPOT, 51st Ave. 74th St., St. Louis, MO, has opened a position as news director for its new station. Contact: WJRT, 65th Ave. 70th St., Chicago, IL 60634.

Immediate opening for 1st-shift news director. Apply to WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

No telephone calls, but would like to receive applications from those interested in working at WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

WPOT seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

KLVG-FM, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

WPOT, 51st Ave. 74th St., St. Louis, MO, has opened a position as news director for its new station. Contact: WJRT, 65th Ave. 70th St., Chicago, IL 60634.

Immediate opening for 1st-shift news director. Apply to WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

No telephone calls, but would like to receive applications from those interested in working at WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

WPOT seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

KLVG-FM, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

WPOT, 51st Ave. 74th St., St. Louis, MO, has opened a position as news director for its new station. Contact: WJRT, 65th Ave. 70th St., Chicago, IL 60634.

Immediate opening for 1st-shift news director. Apply to WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

No telephone calls, but would like to receive applications from those interested in working at WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

WPOT seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

KLVG-FM, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

WPOT, 51st Ave. 74th St., St. Louis, MO, has opened a position as news director for its new station. Contact: WJRT, 65th Ave. 70th St., Chicago, IL 60634.

Immediate opening for 1st-shift news director. Apply to WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

No telephone calls, but would like to receive applications from those interested in working at WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

WPOT seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

KLVG-FM, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

WPOT, 51st Ave. 74th St., St. Louis, MO, has opened a position as news director for its new station. Contact: WJRT, 65th Ave. 70th St., Chicago, IL 60634.

Immediate opening for 1st-shift news director. Apply to WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

No telephone calls, but would like to receive applications from those interested in working at WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

WPOT seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

KLVG-FM, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

WPOT, 51st Ave. 74th St., St. Louis, MO, has opened a position as news director for its new station. Contact: WJRT, 65th Ave. 70th St., Chicago, IL 60634.

Immediate opening for 1st-shift news director. Apply to WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

No telephone calls, but would like to receive applications from those interested in working at WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

WPOT seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

KLVG-FM, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

WPOT, 51st Ave. 74th St., St. Louis, MO, has opened a position as news director for its new station. Contact: WJRT, 65th Ave. 70th St., Chicago, IL 60634.

Immediate opening for 1st-shift news director. Apply to WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

No telephone calls, but would like to receive applications from those interested in working at WPOT, 51st Ave. 74th St., St. Louis, MO 63111.

WPOT seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.

KLVG-FM, Cedar Rapids, Iowa, seeks qualified young man or woman for position as program director. For application, contact Mr. M. Stone, 123 Main St., Cedar Rapids, IA 52401.
"Ballad of John and Yoko" (Apple) #2531
"Give Peace a Chance" Plastic Ono Band (Apple) #1809
"True Grit" Glen Campbell #2573
"Hurt So Bad" The Lettermen #2482
"I'd Rather be an Old Man's Sweetheart” (Than a Young Man's Fool) Candi Staton (Fame) #1456
"Your Good Thing" (is about to end) Lou Rawls #2550
"Break Away" The Beach Boys #2530
"The Way God Planned It” Billie Preston (Apple) #1808

They Mean Business
(see the charts)

Tomorrow’s Business
“Noah” Bob Seger #2576
“Armstrong” John Stewart #2605
“Don’t It Make You Want To Go Home” Joe South #2592
“Everybody’s Talking At Me” Fred Niel #2604
Billy's side of the story

I've painted up my lips and rolled and curled my tinted hair. Billy now you think it's time for you to go to church or you somewhere. I don't know how much longer I can stand this jive. Oh Billy, please have some faith in me.

I begged you not to go and fight that crazy Assam war. But you believed so strongly in what you were fighting for and now you've got to sit and stare at shadows on the ground. Oh Billy, you've got to go to town.

I'd gladly give the world if I could make you understand. I said I'd do and that's still true, you'll always be my man. They robbed you of your pride so don't let them strip you of your pride. Oh Billy, you're still a man inside.

I don't make me leave this house with you accusing me of wrong. 'Cause Billy, it's so hard to go and leave you here alone. You've given all you've got to give and now it's up to me. Oh Billy, that's how it got to be.

*Oh my Billy, for God's sake trust in me ........

Billy I've Got to Go to Town
#77927
Geraldine Stevens
Produced by Dana-Reisdorff
Cedarwood Publishing Co., Inc.

World Pacific Records
In just four weeks, over 75,000 people came out to see Lee Michaels' concert performances. And Lee's been doing that for months.

His new album, appropriately titled Lee Michaels, took only six hours and 45 minutes to record. Not because it was easy; but because Lee was ready.
continued from page 54

gone the have, the secret, utilize telephone number of Ted Atkin.

Terry O'Connor has been appointed operations manager of WNEB in Warwick, Mass: he's an air personality on the station.

** **

RECORD COMPANIES: Sp.4
Ken MacNevin needs help. He is currently the entire staff of WMAH, a carrier-current station at the Martin Army Hospital, Fort Benning, Ga. 31905. The hospital has no money, and no records.

The young guys here favor rock, soul, and jazz," MacNevin says. "We broadcast to about 900 patients and staff, with the large part of the patients being Vietnam veterans here recuperating from wounds. Letters to record companies have netted neither no reply nor nice price list."

William J. James has been named vice-president and general manager of WJR and WRJ-FM, Detroit; he'd been a partner in the recording firm of Touched, Ross, Bailey & Smart in Detroit. Achi Everybody's trying to get into the act. . . . Tony Taylor, air personality at WOR-FM in New York, has been named program director of WIP, Philadelphia, a choice position. My congratulations, Tony. Dick Carr is a good general manager to work with.

** **

Bill Bailey, air personality at WKLO in Louisville, is going into WLS, Chicago, to fill that morning slot and I hear Bailey is good. . . . John Rode, air personality at WJR-FM, San Antonio, is the young Paul Drew casualty. Three months.

Ted R. Knightlinger has returned to KTNT as assistant to the general manager of the To- cona, Wash., station. He was chief of tourist programs for the State since 1953. . . . WILN-FM, outside Toledo, will be staffed by students of International Broadcasting School in Dayton, reports school president Don R. Ginger- leck. Toledo classes start in Octo- ber. Gary Helmer will be Toledo head instructor.

** **

Ron Martin, assistant program director and afternoon air personality at KLAC, Los Angeles, has been promoted to program director of the easy listening station. Former program director David Crane becomes news director of the station.

Dick Heaton is the new air personality going into WFIL in Philadelphia. Program director Lee Sharrow decided to cut the shows down to three hours each so that left a slot open. Heaton had been with WPOP in Hartford and says that any man lucky enough to get his old slot should get down on their knees and give thanks because "the WFPM management is fantastic."

KFMC has moved into new studios in downtown Salt Lake City. . . . Bill Wheatley, now program director of country-formatted WWOK in Miami, has been to scoring well already. . . . Perry R. Rasmussen, who's been with the Radio Advertising Representatives in New York, is going back into the fold of the Group W head- quarters staff. Richard Harris, general manager of KPXJ, the Group W San Francisco station, has taken over as president of the GAR. . . . Bob Lee is leaving KIMN in Denver, Don't know he's going, but it's to a major market station.

** **

To WPEN in Philadelphia from WIP in Philadelphia move Allan Michaels and Tom Brown, both of them. Allan Holton is robbing the nest. But don't worry too much about WP General manager Dick Carr has some pretty cute tricks up his sleeve (I had his flown biggled last week). Wow! . . . Roy Reynolds joins WPTF, Atlanta.

Paul Major, program director of WGEE in Indianapolis, has joined the soul station of WTMX-FM as operations manager. . . . Dan Mack writes that he couldn't resolve his contract with WGEE in Indianapolis so he could join WIFE, same city, so he drifted down to Mem- phis and country-formated WMQM where he's doing the 6-9 a.m. show. Rest of staff includes program director Lou Arras, Holiday Inn Records artist Charlie C. Freeman, and Art Scott. Larry Gall- ett does weekend duty, as does newsmens Mike Day. . . . Roger (Savannah Trip) Lifset has been promoted to program director of WKJR in Manchester, N. H.

Among the people who've visited Billboard recently are Tom Campbell of KYA, San Francisco; Frank Sweeney of WRK, Wheeler W. VQ.; Les Massay of WEER, Ash- tuba, Ohio. I've got to tell you a Tom Campbell story. KYA general manager Howard Kester knows him. Every time Kester called Campbell he'd be in his room in his New York hotel in his room, in his hole. It's not very much of a secret, but Campbell's been sticking to the same room for years.

Thus, and the story of the Philadelphia soldier who's been stuck in the same hole in the same hotel for years.

** **

Jeff Duke has joined WKYC, Cleveland, he'd been with WHBC, Indianapolis, and was production director. Now he'll program music selected by program director Bob Lyons and do the 6-10 a.m. Saturday show. Program director Bob Mulhini, KERN, 3660 Fraser Road, Bakersfield, Calif. 93303, need Hot 100 and MOR eldies. . . . Jean Carr, formerly of stations like WFMX in Harrisburg, Pa., and WPAZ in Petoskey, Pa., now has his first ticket and is an engineer with WABC in New York doing an all-night date with Charles Grues and/or Ruby Yonge.

In Philadelphia sold more than 26,000 copies of its latest album in the first two weeks it was out; it's the fourth LP of oldies issued by the station.

Sun Sherwood has been named vice-president and general manager of WAY-1FM, stereo station in New Orleans. He was the former general manager of KDWB in Minneapolis. . . . I haven't any official ratings report yet, but it appears that program director Bill O'Connell has worked with WPEN in New Orleans — and with an astrobene middle-of-the- road format, too. . . . Terrance Green is giving up as music direc- tor of WWDC in Washington to become the station's public relations expert. . . . Gary L. Port- man has been named operations director for Nassau Broadcasting, which owns WJOA in Trenton, N. J., and WJWJ in Princeton, N. J.; he had been operations di- rector of WTBQ in Cumberland, Md. . . . The line-up at WFI- FM in Detroit is now pretty elite. Program director Tom Coleman has three gents working for him: Mare Avery, former WJBK per- sonality; Don Zoe, formerly with KCLW before Paul Drew took it over; Don Atkerson, Lee, who'd been program director of WXYZ, and Jim Ray Cook from CHLO, St. Thomas, Ont.

** **

John Murphy reports that he's now program director of CHAM in Hamilton, Ont., after a brief stint as deejay at easy listening-styled CHEX in Toronto (both stations are owned by Rogers Broadcast). His up-on-air boss is Norm Marshall, otherwise known as father of Mike (Frank Brodie) Marshall who's now at CKW, Windsor. Marshall is at CFRW in Winnipeg a few short weeks ago, along with Ken Hovey and Proud, a new sports director. CJOB in Winnipeg and Randy Gordon and Rick Hamilton, with CKW, easy listening station in Winnipeg, is getting to know a man named James. Good to hear from you, John. . . . Thomas Clare, please contact Claude Hall at Billboard. Call east- lent; Got a job for you. . . . Bill Clifford, president of WTMG in Atlanta, needs a sales representative. We are their exclusive CANADIAN graphic supplier for 8 track tape labels, cassette labels, record jackets, catalogues & promotional material.

** **

PARR'S PRINT AND LITHO LTD
625 YONGE STREET, TORONTO
925-5166
5868 ESPLANADE AVE., MONTREAL
271-3566
Every now and then the music industry releases a beautiful instrumental record, such as "Quentin's Theme" from "Dark Shadows." With such a strong piece of material, it follows that several artists would rush-release a vocal.

This new single by Claudine Longet is a vocal but hardly a "rush" version. We're even too late for a cover. But Claudine and Nick De Caro felt it would take much more time to do justice to such a beautiful melody. So they gave it about three weeks.

Would you give it about three minutes?

SHADOWS OF THE NIGHT / Claudine Longet
(Quentin's Theme)
A&M #1098
Country Music

Tennessee Ernie Named To Host CMA Awards

NASHVILLE — Tennessee Ernie Ford will serve as host of the second annual NBC-TV network hour-long color telecast of the Country Music Association awards ceremonies here Oct. 14. The program, to be televised live from the Grand Ole Opry House, will feature performances by nominees of award-winning songs, and the announcement of the "Song of the Year." An added feature will be the crowning of the "Hall of Fame" winner or winners, if any.

Ford's acceptance of the master of ceremonies role was announced jointly by Jack Stapp, president of Tree International; Irving Waugh, president of WSM, Inc., and Bill Williams, president of the Country Music Association.

The negotiations were arranged through various parties, including Cohen T. Williams, president of Martha White Mills. Stapp and Waugh were instrumental in the outcome.

The show again will be handled by York Productions, through the J. Walter Thompson company.

Last year's presentations, in a show pre-taped, were dominated by Johnny Cash, Ernest Tubb, and Bob Wills.

The program could become a "Must-Knicker Week" at nearby Jackson, February. At that time the former sharecropper was honored by his hometown, and voted at the time to do something for young boys at Youth Town, a struggling organization seeking to help the boys rehabilitate and prepare to return to their homes.

"I had to mention it to Johnny Cash," Perkins said, "and he immediately volunteered his entire show, offering to pay whatever expenses were involved out of his pocket."

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

Ford, a native of East Tennessee, was a national television personality as early as 1955 when he recorded the Merle Travis coal mine song, "Sixteen Tons."

In April of this year, Ford presented a taped version of that song to the Country Music Hall of Fame and Museum.

Cash Show Assists Children's Benefit

LEXINGTON, Tenn. — The entire Johnny Cash show will join forces with a U. S. Governor's Cup boat race and a beauty pageant in order to provide facilities for a sort of "half-way house" for young children who have been institutionalized.

With the drive spearheaded by Carl Perkins, Columbia artist who is part of the Cash show, and Marshall Grant, a 14-year-old of the Tennessee Three, the spectacular affair will take place here Sept. 23-24.

The event is a culmination of a "Carlin Cup Day" at nearby Jackson last February. At that time the former sharecropper was honored by his hometown, and voted at the time to do something for young boys at Youth Town, a struggling organization seeking to help the boys rehabilitate and prepare to return to their homes.

"I had to mention it to Johnny Cash," Perkins said, "and he immediately volunteered his entire show, offering to pay whatever expenses were involved out of his pocket."

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

It was they who triggered Perkins' thoughts through its special day last February. In fact, a few hundred dollars left over from that event was turned over to Youth Town.

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

It was they who triggered Perkins' thoughts through its special day last February. In fact, a few hundred dollars left over from that event was turned over to Youth Town.

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

Grunt, whose home is in Memphis, dreamed up the idea of the race, which is a spoilsport and holder of many titles through the fleet of boats he owns, Grant worked with the U. S. Outboard Association which canceled all other competing races for the "Carlin Cup Race." Applications already have come in from all parts of the U. S. and from overseas.

The town of Lexington set up the beauty pageant. The entire two-day program is being coordinated through the Lexington Jaycees. The Rotary Club of Jackson is giving full assistance to the civic group of the nearby town.

Massey Forms New Disk Line

DALLAS — Bob Massey, president of Massey Enterprises here, has formed a new label, Blackbird Records. It bows on Sept. 1.

The first artist on the label will be Kay Fouss of Beverly, Ohio, recently named "foremost female country singer in Ohio" in a talent contest at Columbus sponsored by the Ohio Country Music Association.

Miss Fouss was flown to Dallas to sign with the label, and to cut her session under the direction of independent producer Charles Wright.

Paramount Records introduced its new Nashville-based country promotion representative, John Cash, at a gala event Aug. 2.

Cash Song TV Series To Open in 100 Markets

NASHVILLE — A spokesman for the "Sun Country" television series, which has just concluded taping in Florida, said that the show will open in September in "about 100 major markets."

The series will open in the fall of 1969.

The show, starring MGM artist Hank Williams Jr., was done on location in the Cypress Gardens area of Lakeland, Florida, and will feature two singles on the country chart and an LP, The show also will include such guests as Tompall and the Glaser Brothers, Little Jimmie Dickens, Bill Anderson, Diana Trask, George Jones, Tammy Wynette, Jack Greene, Danny Davis and the Nashville Brass, Lynn Dee, and John Wesley Ryles.

Williams hosts the show, and also performs several numbers with his band, the Cheating Hearts and occasionally his father's original band, the Drifting Cowboys.

The series was produced by National Teleproduction of Indianapalo, Inc., the firm which earlier in the year furnished the equipment and staff for the "Johnny Cash Show," currently on ABC-TV.

Stay Campbell Suit Vs. Starday

NASHVILLE—Starday Records has lost its bid to dissolve an injunction which prohibits it from selling Glen Campbell's recordings.

Chancery Court ruled, however, that Campbell, Capitol artist, must post a $50,000 bond pending trial.

Campbell had sued the firm for $700,000 in damages, claiming that it acquired demonstration tapes made before he was an accomplished singing star and used them to prod three albums without his consent.

The injunction, issued June 5, remains in effect. Trial date has not yet been set.

Harry Waugh sets record right on negatives

NASHVILLE—The following statement was issued by Irving Waugh, president of WSM, Inc., in regard to an article which appeared in Billboard, Aug. 2, 1969:

"I appreciate your thoughtfulness in calling and reading my article in Billboard. As I mentioned, your quote from me is inaccurate and I am sure your deviation resulted from our phone conversation and was certainly unintentional."

"I believe that I said that the negatives controlled by Gannaway (I was referring to the films produced in Nashville titled "Stars of the Grand Ole Opry" and "The Country Show" with the right to use the titles "Grand Ole Opry" expiring in the late '50s), were produced under a contract between WSM and Flamingo Films. I commented that that contract had expired."

"(Continued on page 64)"

MONENE CARPENTER boards a jetliner to deliver personally a copy of Bill Anderson's new Decca release, "But You Know I Love You," to a "forgotten" New Orleans disk jockey. Bidding her farewell are Hubert Long and Anderson.

SHIRLEY B, signed to a country contract by ABC, is managed by veteran Charlie Lamb and produced by Paul Cohen. A native of Nashville, Miss B cut her first session at the Woodland Sound Studios in Nashville.
Buck Owens is the Tall Dark Stranger

Buck Owens and his Buckaroos

#2570 Produced by Ken Nelson
Johnny Cash and June Carter are expecting the arrival of a baby prior to the end of the year. Cash says that if it's a boy it will not be named Sue. . . . Officials at Medford, Wis., the " electricity Capital of the World," announce plans with Acuff-Rose Artists Corp. here to book the first country package at their international Minstrel Festival in October. Headliners will be Tex Ritter, Stu Phillips, Roy Acuff Jr. and Leon Williams. . . . Bass player Bill Humble, arising for an early morning TV show, discovered his car missing. Borrowing a neighbor's car, he drove toward work only to spot someone driving his own car. He chased it for several blocks, finally having to wreck both cars to stop it. That's when he found his paper boy had taken it, using it to deliver the route. . . . Laura Jean Van, the nine-year-old from Florida, came in for another session with Johnny Cash at K.A.R.T. Her new single will be "The Boy Next Door" and "Don't Knock It." Leroy Van Dyke, who continues to open doors, now is set to headline the Canadian National Exhibition Oct. 28 in Toronto. The Kapp recording artist who is currently at Harrah's Club, Lake Tahoe, will appear with Jeanette C. Riley. The announcement was made by Gene Nash. . . . At Orlando, Fla., the J. 5 Rodeo set a new 15-year-old record with a show headlined by Ernest Ashworth. The show was promoted by Lee (Hoss) Mow of WFTV, Kissimmee, Fla. . . . Houston Cargill, Monument artist, had to take the circuitous route from here to Cincinnati. Finishing a session, he had to fly through Chicago to get a plane to the destination, made the flight and discovered that Cincinnati was fogged in. The plane went on to Knoxville. From there he flew to Atlanta, since there were no more flights to Cincinnati from Knoxville. Early in the morning he departed Atlanta, landed at 8:30, and made it to his 9:30 a.m. taping. The bug- gage is still missing. . . . Billy Grammer has signed a contract with Step Records, and an immediate release is planned, produced by Elton John. Record side was given by WENO Radio for its "Discovery 1969 Concert" winner, Frank Boboma. He has his first release out on the Confederate label. One side is "If You Ain't Lovin' You Ain't Livin'" and the other is "If I Rather Loan You Out Than Let You Go." . . . Jerry Garrett of DABH, Midland, Tex., reports that the station has just gone all country, and he needs help from distributors. The station also plans now to bring artists into the Permian Basin of Texas, specifically the Midland Odessa-Wig Springs area.

DOUG KERSHAW and his producer, Buddy Killen, listen to a playback during a recent recording session in Nashville. It's part of a forthcoming Warner Bros. album of American music titled, "The Cajun Way."

JERRY LEE LEWIS and Jerry Kennedy with the plaques received from Smash Records for their achievements as artist and producer. The singles involved are: "Another Place Another Time," "What Makes Milwaukee Famous," "To Make Love Sweeter for You," and "She Still Comes Around."

The station featuring Don Randi, Joe Duncan and Mike Barker, calls itself "Top 40 Country Music." KBOO, Burbank, featured the new Columbia album "Johnny Cash at San Quentin" in a special tribute to Cash yesterday. Featured on the show was the entire album. Comments about the artist and his influence on country music were reviewed by some of the close associates of Cash during the hour special. . . . Carl Perkins has just done three more sessions, and in fact reaching the pinnacle he held seven years ago. . . . Newest employee of the Country Music Hall of Fame and Museum is David Howard, son of Jan Howard. . . . While in South Africa for seven weeks, Stu Phillips recorded an entire LP in the Afri- kans language. The only familiar tune in the set was "Beautiful Brown Eyes." Tree writer Red Lane went into the studio with Ronnie Light producing his first recording session for RCA. He will record his own songs. Presently he has songs in the charts recorded by Hank Thompson, Wanda Jackson, Jack Reno, Buddy Killen and Bonnie Guitar. . . . Loren Mass had troubles akin to those of Ham- son Cargill. Flying from Nashville (Continued on page 64)

MARY CARR IS HOT

"FLAMES"

B/W

"IF WE BELIEVE"
K-ARK #949A

FOR DJ COPIES CONTACT:
K-ARK RECORDS
728 16TH AVE. S.
NASHVILLE, TENN. 37203

when answering ads . . . .
Say You Saw it in Billboard
<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Publisher</th>
<th>Chart Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Waylon Jennings</td>
<td>&quot;I'm On The Level&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>97</td>
<td>96</td>
</tr>
<tr>
<td>2</td>
<td>Johnny Cash</td>
<td>&quot;The Highwayman&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>95</td>
<td>96</td>
</tr>
<tr>
<td>3</td>
<td>George Jones</td>
<td>&quot;Up On The Prowl&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>94</td>
<td>94</td>
</tr>
<tr>
<td>4</td>
<td>Merle Haggard</td>
<td>&quot;Kiss Me When I Get Over You&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>93</td>
<td>95</td>
</tr>
<tr>
<td>5</td>
<td>Tammy Wynette</td>
<td>&quot;If I Never See You Again&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>92</td>
<td>94</td>
</tr>
<tr>
<td>6</td>
<td>Skeeter Davis</td>
<td>&quot;You'll Never See Me Again&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>91</td>
<td>93</td>
</tr>
<tr>
<td>7</td>
<td>Johnny Cash</td>
<td>&quot;If I Never See You Again&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>90</td>
<td>92</td>
</tr>
<tr>
<td>8</td>
<td>Merle Haggard</td>
<td>&quot;A Hundred Years From Today&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>89</td>
<td>91</td>
</tr>
<tr>
<td>9</td>
<td>Tammy Wynette</td>
<td>&quot;Careless Love&quot;</td>
<td>RCA</td>
<td>BMI</td>
<td>88</td>
<td>90</td>
</tr>
</tbody>
</table>

**Billboard Special Survey for Week Ending 8/9/69**

**Country Hot Single Hits**

**Mr. Dealer & Operator**

The score of the game is up to you.

You can ring up the scores on your cash registers from now thru world series time with...

"Strike Three, You're Out" B/W "I'm Not Half As Strong"

By Llawanda Lindsey

Just voted #2 most promising female country vocalist by the nation's top disk jockeys.

Start scoring today order chart #5024

Also featured with Kenny Vernon in...

Yonah Music Inc.

308 16th Ave. S., Nashville, Tennessee 37203

Telephone (615) 256-1087

(August 9, 1969, Billboard)
to Salt Lake City, the plane de-
veloped engine trouble and came
back, so the mixed connections,
finally arriving 30 minutes late
for the show and sans luggage. It
coupled with the next day, how-
ever, was a blow for Emmy.
Emmy and George Jones
visited Houston in a dual role. He
talked business with Paramount
Pictures-Publishing Co. repre-
sentatives Noble Glimmer and Bill
Biller, and helped Peggy Lit-
ttle finalize plans for her per-
manent move to Nashville. Col-
umbia's Lois Johnson has signed
an exclusive contract with Key
Talent Inc. She's a native of East
Tennessee. — Decco's Bill An-
derson, Jan Howard, and the Po
Boys lead the Seventh Interna-
tional Rodeo Festival at Fulton,
Ky., one of the big events of the
region. — The Country Broth-
er Bill and Frank, have been pre-
ened a certifi-
ate of appreciation award for
their work in entertaining U. S.
Marine patients at a recent ap-
pearance at the Oak Knoll U. S.
Naval Hospital in San Francisco.
— Roy Freny, the 24-year-old
Texan, opened at the 500 Club
for two weeks in late July. Owner
Paul D'Amato said Freny packed
the place every night. — Miss Jan
Harky, Illinois entertainer, is set
for six days at the Illinois State
Fair in Champaign. She's a part of
the "Eddy Arnold Show." — Roy
Taylor and the Iceman cow-
workers worked the Rodeo of the
Ozarks 25th anniversary with 13-year-old
Randy Hansen playing lead guitar.
Since then Bobby has added 17-
year-old Charley Ross, and moved
Taylor to bass. Roy Horton of the
Peer-Occidental organization notes
that two Larry Banderette tunes "Ex-
actly How I feel" and "Before I
Love My Mind," released as a new
Hillside Records single, have been
violated by those persons
controlling the negatives the
past nine or 10 years, and that
such a violation caused a loss of
money to the Nashville talent
community. — I did not say that Gannoway
had violated the contract for the
period of time mentioned in your
article for I don't know the ex-
act number of years Gannoway
has participated in the owner-
ship of the negatives. Gannoway
has been a party to the contract violation for some time and, as a result, money that
would have been paid to arris-
musicians in Nashville has been
lost. —

(Continued on page 65)

Sets Record Right
(Continued from page 60)

PASSKEY MUSIC
had a #1 song...
GEORGE JONES
did a #1
performance... and we have a #1 record coming up.

"IF NOT FOR YOU"
MUSICOR #1366

J. D. Addoms
The Springfield Press

"Sleeper of the Year"
BILLBOARD

Country Music
Nashville Scene

Briefs

BILLY JOE DAVIS

...Sleeper of the Year...

— BILLBOARD

AUGUST 9, 1969, BILLBOARD

Copyrighted material
Congratulations to our distributors in Canada.

PREMIERE RELEASE
"IT'S A SUNNY DAY"
1/5
"GROOVY THINGS"
THE MAGIC CYCLE
- August 12th

FINGERPRINT RECORDS
Owned and operated by

STAN KLEES LTD.
1560 Bayview Avenue
Toronto 352, Ontario
(416) 487-5812
**Nashville Scene**

- **Continued from page 54**

Richie Johnson has several new singles available. They include Faron Young, Gene Crawford, Lonnie Coleman, Jennie C. Riley, Jim & Jenny, Eddy Arnold, Jacki Burns and several others.

Foster Davis, who became all white in Illinois, has lost considerable weight. Her record MCQ Record was written by Leslie Miller, who is seen frequently in Salem cigarette commercials. Linda K. Lanier, who has moved to the Missouri Agency, played three shows with Waylon Jennings as a starter, and will play the show with Nettie Stroh.

Foster Lee Attractions has added three top acts: The Nashville Brass, the Bad Guy, and the Buntam Twins. Howard Vokes — His Country Boys have left the local scene and will be playing club dates throughout Pennsylvania, Ohio and West Virginia. He also will head the new "Grizzl Hotel Band" in Versailles, Pa., booking in top name country acts from around the nation. Laren Ashley, Margie Sheahan & the Journeymen, and Steve Kipler will participate all this week at the annual Golden Days celebration in Fairbanks, Alaska. Jim Hays has moved his base of operations to the West Coast. He's now at 6922 Hollywood Boulevard in Hollywood. They have called him back, and will return to the East in October.

The Second International Seminar sponsored by WSM and the Country Music Association has been set for the 4th birthday celebration of the "Opry" in Nashville, conducted by CMA; Dick Broderick and co-ordinated with Emily Bradshaw. Ohio artist Allen Warchuk will feature at RCA Cycle here.

**Singles Problem Laid**

**Too Much Product**

By BILL WILLIAMS

NASHVILLE — The singles problem is not new, according to Monument Record Co. owner-president Fred Foster. It's one of "overabundance of product."

The overabundance, Foster feels, is due to lack of selectivity on the part of the manufacturer. The increasing costs of record sessions, Foster hopes, may help to correct this. He said it is difficult to come up with creative sessions on a speculative basis when the costs are going up.

"Actually there is a great deal more wrong," the Monument head stated. "Until we decide whether we're going to go to monaural or stereo, we're going to lose all sorts of air play. It takes twice as much to produce a record if we release it both ways. So our decision has been to sacrifice stereo play and release monaural."

He points also to the confusion over tape and cards. The public is confused over which way to go because we're confused ourselves. Some insist that tapes have made disks obsolete," he said.

Still another factor, Foster feels, is the great number of LP's on the market. "The young people ask themselves now: 'Why buy a single when we can buy a month and buy an LP and get two songs and the next single as well?'

Foster feels there is lost motion between the manufacturer and the record jobber. "That is the (racks) account for 65 per cent of the sales," he said. "And it's getting harder to break a song in one major market and hope it will spread. If the song doesn't happen in the buyer's hometown, he doesn't see the feasibility of the song becoming a hit. Therefore he won't buy it for another town in his area."

**Joe Paul NICHOLS**

Sings two new ones that'll tear your gut!

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

"Victim of Man" gets with it on lovin' a starry-eyed woman for promo copy. Send this ad to TYLER PUBLISHING CO., Box 231-B, Tyler, Texas 75701.

AUGUST 9, 1969, BILLBOARD
**BILLBOARD ALBUM REVIEWS**

**AUGUST 9, 1969**

**DIONNE WARWICK'S**

Greatest Motion Picture Hits

**MUSICIAN REVIEWS**

**COUNTRY**

**MARIAN WILLIAMS**

- The New Country Picture Hits

This is a great gospel album. Marion Williams performs some of her best-known songs and técnico y lujo, and the two are applauded. These qualities, plus the voice's range and tasteful arrangements, make this an outstanding package. The package includes "Amazing Grace," "With the Circle Be Unbroken" and "I Have a Friend Among All Others."

**JIMMY ELLIS & THE REVIVAL SERIES**

- Spiritual Singers: Atlantic 5025

"My Way" by Jimmy Ellis is a weighty gospel classic that shows his prowess for such gospel along with the Revival Group's. This edition is produced by the Revival's spiritual bent and the Revival's band as "The West Coast Sound." The band, one of the top gospel groups, has a precision around gospel groups, tenor, and drum parts. "My Way" is a triumph in a frontier of four different groups, who successfully blend their styles and focus on gospel's more than just a "My Way." It's a hit as well as other spiritual favorites.

**ALBUM REVIEWS**

**IN SPOTLIGHT**

Best of the week in all categories as picked by the Billboard Review Panel for top sales and chart movement.

**LOW PRICE COUNTRY**

**BILLY WILLS**

- A Country Walk: Soma 5456 (S)

**JIMMY ELLIS & THE REVIVAL SERIES**

Spiritual Singers: Atlantic 5025

**GOSPEL**

- community youth choir-Running for our Life: Atlantic 4040 (S)

**INTERNATIONAL**

**MILTON HASCAMINCE**

-Courage: A&M SP 10111 (S)

**SPECIAL MERIT PICKS**

**POPULAR**

**POPULAR MORALE**

- Way-United Artists 6979 (S)

**MELVYN**

- The Plastic Cow Goes Missoula: Capitol 25706 (S)

**JIMMY ELLIS & THE REVIVAL SERIES**

- Spiritual Singers: Atlantic 5025

**GOSPEL**

- community youth choir-Running for our Life: Atlantic 4040 (S)

**LOW PRICE COUNTRY**

**BILLY WILLS**

- A Country Walk: Soma 5456 (S)

**JIMMY ELLIS & THE REVIVAL SERIES**

- Spiritual Singers: Atlantic 5025

**GOSPEL**

- community youth choir-Running for our Life: Atlantic 4040 (S)

**INTERNATIONAL**

**MILTON HASCAMINCE**

-Courage: A&M SP 10111 (S)

**Low Price Classical**

**CIPRIANO COMPLETE PRODUCTIONS**

- Rafael Orozco: RCA LPM 1029 (S)

**R&B**

**HAR-TOU PERSUSSION GROUP**

- GOLD 0-5 (S)

**JAZZ**

**HERB GORDON**

- Trio Tour: ESP SP 1012 (S)

**Lowell Davidson**

- Tenor-ESP SP 1003 (S)

**KAREL WEINKRANZ**

- Brass in Minneapolis: Soma 5332 (S)

**COUNTRY**

**BILLY WILLS**

- A Country Walk: Soma 5456 (S)

**JIMMY ELLIS & THE REVIVAL SERIES**

- Spiritual Singers: Atlantic 5025

**GOSPEL**

- community youth choir-Running for our Life: Atlantic 4040 (S)

**INTERNATIONAL**

**MILTON HASCAMINCE**

-Courage: A&M SP 10111 (S)

**Low Price Classical**

**CIPRIANO COMPLETE PRODUCTIONS**

- Rafael Orozco: RCA LPM 1029 (S)

**R&B**

**HAR-TOU PERSUSSION GROUP**

- GOLD 0-5 (S)

**JAZZ**

**HERB GORDON**

- Trio Tour: ESP SP 1012 (S)

**Lowell Davidson**

- Tenor-ESP SP 1003 (S)

**KAREL WEINKRANZ**

- Brass in Minneapolis: Soma 5332 (S)
we've broken a record. again. again. again.

We'll help you break records in your market. Take out a personal subscription to Billboard, today!

Billboard, I'm ready to break records.
☐ 1 year $25 (52 issues)
☐ 2 years $40 (104 issues)
☐ 3 years $50 (156 issues)

Please enter my subscription for the term checked below.
☐ payment enclosed  ☐ bill me later

NAME
ADDRESS
CITY  STATE  ZIP
NATURE OF BUSINESS

Again. Billboard is the leading paper of the international music-record industry. Paid circulation now totals 30,244*, breaking last year's record for the same 3 months period by 1,857.

It figures.

When you're first to give members of the industry exclusive editorials and features, first-hand reports (and scoops), insights into trends—and foresights, authoritative charts, and analyses...when you're first to help members of the industry break records of their own,

then they help you break records, too!

*Publisher's estimate—average per issue for first three months of 1969
Chuck Wagon Gang Joins Jimmie Davis 11-Day Tour

NASHVILLE—The original Chuck Wagon Gang, coming out of a short-lived retirement, will join Jimmie Davis and the Downings in an 11-day tour during the month of August. It will begin in Sheffield, Ala., Aug. 7, ending in Martinville, Va., on Aug. 17.

The Chuck Wagon Gang will consist of Roy, Anna, Roy and Jim, all members of the erstwhile Carter Family of Gospel, who became the Chuck Wagon Gang when they joined Columbia Records some three decades ago. They will be accompanied by Greg Gordon, son of Anna and the late Howard Gordon, who was guitarist for the Gang. This will be the first appearance of the group since early November, 1968, when they "retired" from the touring circuit.

During the Gang's 32 years with Columbia Records they have sold more recordings than any other gospel group, both in this country and abroad. They have maintained the original sound down through the years, and will be singing some of their favorite numbers on this tour.

Davis, twice Governor of Louisiana, also is a gospel music legend. He, too, has been performing and writing for 30 years. His first Deces recording was a song he wrote, "Nobody's Darling But Mine." He is a member of the Country Music Hall of Fame. He also has served in the past as president of the Gospel Music Association.

Davis and Anna Gordon of the Chuck Wagon Gang recently married and now make their home in Baton Rouge.

The remaining Downings consist of Paul Downing, Ann Sanders Downing, Greg Gordon, Sue Chenshul and Dickey Mattheus. This is an unusually young gospel group.

All arrangements for this tour were handled through the Don Light Talent Agency.

Annual Stamps Session Sets 2-Disk Coverage

WAXAHACHIE, Tex.—The 45th annual Stamps Conservatory of Music session was held here June 6 through 28 at the Southwestern Assembly of God College here, with students from 41 States and several Provinces of Canada represented.

The conservatory-school, directed by J. D. Sumner, presented the Stamps Quartet and the Blackwood Brothers Quartet in a special program for the gospel music students. Instructors included Sumner, James Blackwood, Bob McCollum, Dottie Sumner, Sonny Brown, Duke Danus, Gary McSpadden, Henry Laster, Herschel Lester, Roy Raby, London Perrin, Nellie Barker, Nel Williams, C. C. Stafford, Dorothy Yarborugh, L. O. Hufstedter, Professor Hufstedter has been a faculty member since the school began.

Other special programs featured Hovie Lister and the Statemen, composer-singer Bill Gaither, and a trip to Six Flags over Texas.

Two record albums, directed by Don Sumner, were produced during the session. One album features the entire student body and the second presented the Stamps Conservatory Chorale, a special group of selected voices, featuring the hit gospel-pop song, "Oh, Happy Day."

The 1970 Conservatory session is scheduled to open June 15.

National Quartet Convention To Meet in Memphis Oct. 8-12

MEMPHIS—The 12th annual National Quartet Convention, organized and operated by the Blackwood Brothers, will be held this year Oct. 8-12 at Ellis Auditorium here.

Wednesday (8), Thursday and Friday evenings are devoted to in-person performances by professional groups in demand by the general public. Saturday morning is the time for the hopes of the non-professionals to take part in the annual talent contest. On Saturday afternoon the semi-professionals are featured, and Saturday evening is the highlight of the convention. The annual Parade of Quartets, this program features up to 75 professional singing groups. Sunday morning is devoted to an interdenominational worship service as the auditorium is transformed into a sanctuary. The Rev. Hovie Lister will speak, Sunday afternoon.

During the daytime hours, there are meetings, banquets, fan club gatherings, award presentations, a general membership meeting and election of officers in the Gospel Music Association. A golf tournament is held each year for both performers and the general public.

Benson Forms New Book Arm


The Benson firm, in business since 1922, is parent company of Heartwarming and Impact Records, one of the largest in the gospel field.

The new division will be headed by John T. Benson III, who is grandnephew of the founder and is vice-president of the Benson company.

The new company's first publications were introduced yesterday (27) at the Christian Bookseller's Convention in Cincinnati. The fifth release includes "The Seat of My," a 64-page collection of poems and song lyrics written by Dottie Rambo, one of America's outstanding gospel songwriters and artists, and illustrated with pen and ink sketches by Dave Pilster. Another is "Laughter in the Walls," a collection of inspirational free verse essays about the joys and trials of life, written by Bob Benson, an official of the Gospel Music Association.
"...But don't you know he saw it on a July afternoon—
saw a man named Armstrong walk upon the moon."

John Stewart

"ARMSTRONG"

single #2605 Produced by Chip Douglas
LOS ANGELES—Several Masterworks have bucked the decreasing classical record-buying trend, most notably a 21 compact disc collection of Brahms' works which is currently raising sales by more than 7 percent over last year. Divided equally between国立およびClassical Records, the set was introduced at the Columbia convention at the Century Plaza Hotel here last week. The convention also was told of Columbia's success in the "High Fidelity" market, where the record company has scored seven of the first 10 and 20 of the 40 positions. This success was headed by "Switched-On Bach" by Walter Gieseking and the Cleveland Orchestra under George Szell and the Columbia Orchestra have a Wagner symphony to announce. Also presented was an only.limited edition of Brahms' orchestral arrangement of "Variations on a Theme by Handel." Also represented was a program by Bernstein and the Philadelphia Orchestra which includes two of his compositions, "A View from the Bridge" and the "Rite of Spring.

The other major only-time offering was an encore of Steve Reich's "Drumming," which was originally commissioned for the 10th annual Festival of American Music in New York City. This performance, which was recorded in 1981, was released on Columbia Records and has sold more than 25,000 copies to date.

Also appearing on the convention program was a new collection of music by Horowitz, "The Horowitz Collection," which includes a 20 compact disc set of his performances of the Bach Partitas and seven experience of the Bach chorales. This set has sold more than 50,000 copies to date.

The other major only-time offering was an encore of Steve Reich's "Drumming," which was originally commissioned for the 10th annual Festival of American Music in New York City. This performance, which was recorded in 1981, was released on Columbia Records and has sold more than 25,000 copies to date.

Also appearing on the convention program was a new collection of music by Horowitz, "The Horowitz Collection," which includes a 20 compact disc set of his performances of the Bach Partitas and seven experience of the Bach chorales. This set has sold more than 50,000 copies to date.

The other major only-time offering was an encore of Steve Reich's "Drumming," which was originally commissioned for the 10th annual Festival of American Music in New York City. This performance, which was recorded in 1981, was released on Columbia Records and has sold more than 25,000 copies to date.

Also appearing on the convention program was a new collection of music by Horowitz, "The Horowitz Collection," which includes a 20 compact disc set of his performances of the Bach Partitas and seven experience of the Bach chorales. This set has sold more than 50,000 copies to date.

The other major only-time offering was an encore of Steve Reich's "Drumming," which was originally commissioned for the 10th annual Festival of American Music in New York City. This performance, which was recorded in 1981, was released on Columbia Records and has sold more than 25,000 copies to date.

Also appearing on the convention program was a new collection of music by Horowitz, "The Horowitz Collection," which includes a 20 compact disc set of his performances of the Bach Partitas and seven experience of the Bach chorales. This set has sold more than 50,000 copies to date.
Minn. Firm Boasts 'New' Programmer

By RON SCHLACTER

AUSTIN, Minn.—"A woman's touch is being put to effective use here by Star Music and Vending Co. approximately three years ago," Mrs. Judy Hatfield of the firm told Coin Machine World as she was preparing the firm's new jukebox programmer and route man. While female programmers are the exception, Mrs. Hatfield has the added distinction of being able to make the jukebox operate as well as knowing what records should be played on it. "I hired Judy because I thought a woman would do a better job," explained Gene Clennon, Star president. "We were short a mechanic and I simply felt that a woman would do a better job cleaning the machines. Of course, the difference in pay is also a factor to consider. "Judy has a great personality and is really a good will ambassador for us. She brings back information from locations and always tells us the truth. Rejection has been very good for her. She's a very good route supervisor, as you can see from the reports she sends back to us. When she was assigned to this route, she immediately started making calls to the dealers and was looking forward to her visits. As for bars, she visits them early in the morning, and the dealers are very happy with her. She's been a good asset to our company."

"Our men won't take the time to catalog and read meters. But Judy will take the time. For example, she will take requests and after a short time trying to fill them. We have nine mechanics plus Judy and she has really been a top-notch player."

"This has made a big difference in our operations," Clennon said.

When she started, Judy didn't think she'd be able to master changing the records and taking the meter readings. Now she carries her own light bulb and screwdriver and we have her doing minor repairs. When she's up in a location, she'll start by changing the bulbs and then go on to the more complex repairs."

MORE SUBSIDIES?

Music Operators Weighing Loss of TV Cigarette Ads

By BRUCE CORY

CHICAGO—Jukebox operators, including those who operate cigarette machines, may find cigarette manufacturers eager to furnish point of sale ad displays for public locations and equally eager to increase brand placement subsidies as a result of the gradual phase-out of cigarette advertising on television. In a survey last week of New York state operators, most operators said they would like to see more cigarette advertising on television, while some operators said they would like to see less. The survey was conducted by the National Advertising Federation (NAF).

A survey conducted by the National Association of Music Operators (NAMO) showed that 90% of the operators surveyed were willing to pay more for cigarette placement subsidies in exchange for increased cigarette advertising on television. However, the survey also showed that 70% of the operators surveyed were unwilling to pay more for cigarette placement subsidies in exchange for increased cigarette advertising on television. The survey was conducted by the National Association of Music Operators (NAMO).

The NAMO survey also showed that 80% of the operators surveyed were willing to pay more for cigarette placement subsidies in exchange for increased cigarette advertising on television. However, the survey also showed that 70% of the operators surveyed were unwilling to pay more for cigarette placement subsidies in exchange for increased cigarette advertising on television. The survey was conducted by the National Association of Music Operators (NAMO).

Most of the manufacturers of pool accessories and coin-operated billiard tables polled last week indicated they will be showing new or modified equipment at the Music Operators of America (MOA) convention here Sept. 7-9, at the Sherman House Hotel. There were reluctance, because "after you've had a 92-

Ruling Affects Illinois Tax On Cigarettes

CHICAGO—An Illinois cigarette tax ruling will save operators throughout the State thousands of dollars, according to Richard Funk, legislative counsel of the National Automatic Merchandising Association (NAMA).

The increased rate went into effect Aug. 1 and boosted the State tax from 9 cents to 12 cents per pack. However, the ruling permits operators of cigarette vending machines to sell cigarettes bearing the old tax stamp until Oct. 1, providing they pay the added tax of 3 cents per pack on their existing inventory.

For tax purposes, operators are required to estimate their inventory as of July 31, assuming 50 percent of the inventory to be merchandise and the other 50 percent to be cash. No actual count is required, nor will cigarettes have to be removed or stamped. (Continued on page 77)
Minn. Firm Boasts 'New' Programmer

What's Playing?

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

Austin, Minn., Location: C&W-Tavern

Current releases:
- "One More Time," Hank Williams Jr., MGM-14017
- "Johnny Be Good," Buck Owens, Capitol-2483.

Baton Rouge, La., Location: Kid-Restaurant

Current releases:
- "In the Year 2525," Zager & Evans, RCA-A-40114.

Bremont, Neb., Location: Adult (Over 30)-Lounge

Current releases:
- "I Can't Stop Loving You," Ray Charles.

Gulfport, Miss., Location: Adult (Over 30)-Restaurant

Current releases:
- "I'll Shave My World," George Jones, Mercury-7299; "Lincoln Park Inn," Bobby Bare, RCA-CL-0131.
- "Precious Memories," Foran Young, Mercury-72999.

Knox, Ind., Location: C&W-Tavern

Current releases:
- "I'll Shave My World," George Jones, Mercury-7299; "Lincoln Park Inn," Bobby Bare, RCA-CL-0131.
- "Precious Memories," Foran Young, Mercury-72999.

Mrs. IVY WALLACE, programmer, Automatic Music

Lady (over 30)-Lounge

Current releases:

Only current releases programmed.

Bill Bush, programmer, Les Montooth Phonograph Service

Reconditioned SPECIALS Guaranteed

PIN BALLS — BOWLERS — ARCADE

CHICAGO COIN
- Slicks & Kinks
- Bullets & Bullets
- Rock-Ola
- Rare Coin
- Gold Star S.A.
- Diner
- Parlor
- Novelty
- World Cup
- Dixieland
- Others

Gottlieb
- Ultra S.A.
- Tiger
- Orbital
- Star
- Pyramid
- TV

Write for complete 1969 Catalog of Phonographs, Vending and Games. Established 1934

ATLAS MUSIC COMPANY

3122 N. WESTERN AVE., CHICAGO, ILL. 60647.

All Machines Ready for Location

SPECIAL AMI-Mini with dollar drawer, acceptor, phonograph; wall box and stepdown with transmitter. $1,188.00.
AMI 200 selection wall box, 19.50.

Task force selection wall box, 29.50.

Crosley (6); brand new; Tested and approved. $149.50.

Centra-Cross Steinway, used. $229.00.

Playline Steinway, 249.00.

Rock & Roll, 149.00.

Priced Material, 33.00.

D E S I G N E D F O R

Ballooning Companies, Amusement Companies, Carnival Service, Appliance Stores, Dealer, Home Owners, etc. ELECTRIC HYDRAULIC POWER UNIT, RUNS ONLY WHEN EATING.

A MODEL TO FIT EVERY POPCORN TRUCK OR UTILITY BOX, MIGHTY IN SMALL VALVE PREVENTS OVERLOADING, NOT OVER 1,000 LB.
No cutting or welding required to install this Hydraulic Lift Gate.

$390.00

INCLUDES TANK, COST SAVING TANK.
MONEY SAVING TANK.

AUGUST 9, 1969, BILLBOARD
Billiard Table Makers Prepare for '69 MOA

Continued from page 73

inch table in a location for a few years, what else can you sell somebody but a larger table?" The new models will remain

coin adaptable and retain alumi-
num runway systems and have however, to discuss the improve-
ments in advance of the opening of the show.

Irving Kaye Co., Brooklyn, N. Y., will display a modified model of its six-month-old Apollo line of pool tables, ac-
cording to Howard Kaye. ("We inspired NASA to use the Apol-
lo name, not the other way around.") The new Apollo will stand on aluminum alloy legs, which will make the table "vi-
tually indestructible," said Kaye. "The new legs will prevent the
unit from being ruined by tavern customers who think they can
test their strength on the pool table after a few drinks," he ex-
plained.

The new model will also boast a "tamper-proof" meter inside a
new all-metal cash box. "The operator will have to remove the
cash box to get to the meter," Kaye said. "No body else will be
able to reach it."

While Kaye's 92-inch Apollo

is probably the company's best
seller, he added that the 66-inch
model is the most popular in
New York because of state re-
strictions on table size. Sales of
the larger 102-inch and 105-inch
Apollo's are pickup, he said,
black-pistol, red-white, Formica
finishes. Kaye will also exhibit a
new line of home tables and non-
pool coin machine games at the
MOA show, he added.

The revised Brunswick CB7
billiard table will have "a better
ball return system and a better
coin mechanism," according to
Glen Mittlacher, Brunswi cK
Corp., Chicago. The CB7, intro-
duced at last year's MOA exhibit,
will keep its removable
ball locks and Formica rail fea-
tures, he said. The uniform 25-
cent cash box holds over $250.

Excellent Coin Machine (Res-
arch & Development) Inc., will
display its new cut point filler at Chi-
(Continued on page 73)

To Spread the
Exciting News . . .
About the Biggest
and Most Important
"Moon Shot" of the
Year . . . World-Wide
Attention.
Reserve Your Space
Now in the
Billboard M.O.A.
Convention Issue.

ADVERTISING
DEADLINE
AUGUST 26th

AUGUST 9, 1969, BILLBOARD

Chicago Coin's New 2-Player

MOON ROCKET and
VENUS ROCKET with
COLOR SCORING FEATURE

- When Rocket Colors Match, Score Values Increase
- Ball Zomos Upward thru Either Rocket to Top of Playfield for Added Scoring
- Ball Going Over Center Playfield Button, When Used, Scores "Extra Ball"
- Match Feature
- Illuminated "Ball Count" and "Game Over", Next to Shooter
- Extra Large Cash Box with Individual Coin Ejectors
- Available in Single, Double or Triple Chutes

SAFARI • YANKEE BASEBALL

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

• Continued from page 72

On the Street
By RON SCHLACHTER

Bucky Buchanan is hard at work at Rediaco even though his em-
ployees are on vacation. Buchanan, who has become a weekend golfer,
predicts hit status for a new single called "The Time of the Year" by
Tomorrow's People. The release is
on the Bomber label and was writ-
ten and performed by the Balti-
mores based duo of Brian and
Dave, who are professionally known as Tomorrow's People.
Meanwhile, Buchanan reports that
"the Little LP business is falling
off some because the manufactur-
ers don't want to produce them."

... Nutting Industries, Ltd.

"some exciting things on the draw-
ing board and might have a sur-
prise at the MOA Show," accord-
ing to Gene Wagner. Aside from
Nutting, Wagner will be personally
introducing to the show a new game which is manufactured by a
London-based company.

Executive vice-president Ed Box-
is is back at Rock-Ola headquar-
ters in Chicago after a trip to Ja-
pan and Hawaii. His itinerary in-
cluded a visit to Sega headquar-
ters in Tokyo, . . . Hastings Dist-
ributing in Milwaukee has added an emarket line to its other dis-
tributorships and is receiving a
flow response, according to Jack
Hastings. The board of directors of
the Milwaukee Coin Machine
Association will meet Tuesday (5)
at the Chalet in West Allis. Among
board members expected to attend
is Sam Hastings.

Don McDonald of McDonald
Merchandising, Co., Ottawa, Ill.,
has called to the attention of the
Music Operators of America
(MOA) the difficulties caused by
the irregularity of 42.5 r.p.m. rec-
ord pressings. "We find that records
vary greatly in thickness, outside
diameter, location of starting
groove and cannot groove," said
McDonald. "If we adjust a pho-
notograph to play all of a long record before canceling, we find some
short records do not have cancel
grooves close enough to the center
of the record to trip the cancel.
Conversely, a photograph adjusted to cancel the short record will can-
cel before the long record has fin-
ished playing. By very careful ad-
justment of the photograph, we
are able to accommodate most
records, but feel that standard-
ization of records would eliminate
the problem completely," McDonald.

(Continued on page 77)

WANTED
JUKE BOX MECHANIC

Good Pay, Life Insurance, Hospita lization & Pension.
State Experience.
Give All Details
First Letter.
Write: P.O. Box "A"
Munster, Ind. 46321

Harry Jacobs
Dead at Age 52

Earlier this year (March 15, 1969) Harry Jacobs announced
promotions for his son, Paul, and son-in-law, Russ Townsend.
Both were named vice-presidents and given major responsibilities
in the family-owned firm. Paul Jacobs took charge of sales and
marketing, and Russ Townsend was named general manager.

Harry Jacobs died recently while he was on the road calling
on jukebox operating firms in the Fox River Valley area. His
body was found in an Appleton, Wis., motel after an apparent
heart attack.

Survivors include his widow, LaVerne, son, Paul, and a
dughter, Mrs. Russ Townsend.

CHICAGO coin's number 2 Player
New Vender Dispenses Objets d’Art

By BRUCE CORY

70-Year Old Colorado Operator Still Active

DENVER—Charles Flowers, a 70-year-old bulk operator here, is living proof that there is still a market for serving machines and running a route can lead to a long and successful career. F lowers, who has been in the vending business since 1945, also has some advice for other operators.

"As far back as 1930, he developed a system of marketing the machines and slowly added himself to the locations. Lately, however, failing knee problems have forced him to debate whether or not he should keep his route or sell it.

"I've got about 30 machines in storage right now," said Flowers, "and I'm trying to decide whether or not to sell them. Right now, I'm just where I can start looking at things and get my two hands on the machines and see if I can drive well.

"But I should be getting some pleasure from that soon and that might help."

Several years ago, Flowers developed a system of marketing the machines, leaving his name and address and phone number in a correspond

cence with a dime and a B
er-cemented on the inside flap of his location. He has several regular buyers when his machines needed fill-
Rising Cigarette Taxes Force Hike in Pricing

- Continued from page 73

said the TV suspension would have no effect on vending sales. Cigarette advertisements on TV are scheduled to end by 1972. "Over-the-counter carton sales may go down because of the health campaign," said Bob Breither, Seeburg Corp., Chicago. "But the vending machine has the advantage that the smoker can 'chew' and buy some cigarettes when he or she is not bowling or drinking." Breither was confident that the cigarette manufacturers will find new ways to promote their product after the end of television commercials. "The tobacco companies won't just sit on their hands. They have to maintain their volume," he mentioned more pointedly. Purchase advertising and greater subsidies as possible alternatives to television promotion.

Al Felvio, vice-president of sales, National Vendors, St. Louis, Mo., agreed that the cigarette companies probably will use location advertising more extensively. "Point of purchase advertising will grow in importance," he predicted. "Even if television ads came back the tobacco companies would continue in this area. Such displays could go either way, but the vending machine." He called a subsidy increase "a possibility."

The suspension of cigarette advertising on television will affect the company differently, but they should bounce back after a while as they have done in the past," Felvio said. "The development of cheaper cigarettes may help the tobacco industry out of any advertising problems. The longer cigarettes are a better job of filtering tars out of the smoke."

He looks forward to the day when the discovery of a "final filter" will end the controversy over the effects of smoking on health. The only joker in the deck, as Felvio sees it, is the United States Surgeon General. "If he comes out with still more damaging evidence on the effects of cigarettes, sales may be hurt badly," he said.

"We do not think the suspension of cigarette advertising on radio and television will hurt vending sales," said Merrill Steincamp, Automatic Products Co., St. Paul, Minn. "But it's hard to determine what the exact impact of the suspension will be without further study."

Operator Views

The cigarette vending machine operators interviewed, all busy adjusting prices to fit recent price and tax increases, agreed that the immediate effects of the loss of television advertising will be negligible.

"A lack of television time is not going to hurt us," said Ken Thoyn, Western Automatic Music Inc., Chicago. "Vending machine customers are people who have run out of cigarettes and want some right away—they don't care what the price is." He hinted that placement subsidies

The Bluebook

- Continued from page 73

19 & 45 RPM, 1965-66

22 & 45 RPM, 1965

22 & 45 RPM, 1964

22 & 45 RPM, 1963

22 & 45 RPM, 1962

22 & 45 RPM, 1961

22 & 45 RPM, 1960

22 & 45 RPM, 1959

22 & 45 RPM, 1958

22 & 45 RPM, 1957

22 & 45 RPM, 1956

22 & 45 RPM, 1955

22 & 45 RPM, 1954

22 & 45 RPM, 1953

22 & 45 RPM, 1952

22 & 45 RPM, 1951

22 & 45 RPM, 1950

22 & 45 RPM, 1949

22 & 45 RPM, 1948

22 & 45 RPM, 1947

22 & 45 RPM, 1946

22 & 45 RPM, 1945

22 & 45 RPM, 1944

22 & 45 RPM, 1943

22 & 45 RPM, 1942

22 & 45 RPM, 1941

22 & 45 RPM, 1940

22 & 45 RPM, 1939

22 & 45 RPM, 1938

22 & 45 RPM, 1937

22 & 45 RPM, 1936

1969 MOA EXPOSITION

Sherman House Hotel, Chicago

Friday, Saturday and Sunday, September 5, 6, 7

This is the only industry event of its kind. Here's where the action is. Here's where you will find new equipment, meet old friends, see new faces, learn what is going on in this rapidly changing industry. Here's where you will find the Jukebox exhibitors, recording companies,襄uran music, amusement games, special equipment, parts manufacturers, allied industries.


GALA BANQUET AND SHOW

MOA's three-day exposition will be topped off with the traditional awards banquet and stage show. Recording artists firmed at press time (with more to come) were:

Boots Randolph, Monument Records
Frankie Randall
Frankie Laine, Decca Records
Robert Quinlan & Don Cornell, Jaybee Records
Eliseo Laws, Columbia Records

The Happenings, Jubilee Records
Tommy Willis, Airtown Records
Johnny Smith, Mercury Records
Skater Davis, RCA Records
Peaches & Herb, Date Records

Hank Williams, Jr., and The Cheatin' Hearts, MGM Records
London Lee, Mercury Records
The Impressions, Curtom Records
Walter Sikes, U.S. Army

THE 1969 MOA EXPOSITION IS AN INTERNATIONAL TRADE SHOW FOR THE COIN-OPERATED MUSIC AND AMUSEMENT INDUSTRY.

Sponsored by

MUSIC OPERATORS OF AMERICA 228 N. LaSalle St., Chicago, Illinois 60601. Phone (312) 726-2810

A Great Industry Event!

We Have Only Real Bargains and Best Buys on the World's Largest Inventory of Machines of Every Make and Description.

CAUTION—DO NOT SEND FOR THE COMPLETE MACHINE LIST UNLESS YOU WANT BIG SAVINGS.

EXCLUSIVE ROWE AMI DISTRIBUTOR
E. A. St. George, Inc., St. Louis, Mo.

DAVID ROSE & CO.
805 N. BROAD ST., PHILADELPHIA 23, PA.
Phone 215-323-2200
### THE RADIO INDUSTRY'S MOST COMPREHENSIVE PROGRAM AND PERSONNEL MANAGEMENT LISTING CATALOG!!

#### THE RADIO PROGRAMMING PROFILE

**INDISPENSABLE AS A PROMOTION & SALES TOOL**

<table>
<thead>
<tr>
<th>Record Promotion Men</th>
<th>Agency Media Buyers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Field Sales Personnel</td>
<td>Radio Station Personnel</td>
</tr>
</tbody>
</table>

- A complete coverage of radio stations in the top 100 markets, including formats, personalities, time slots and percentage of music programming.
- A thorough coverage of the radio market, for time buyers at Ad Agencies.
- Will enable you to make a quick, and authoritative estimate of the cost of a station, or any combination of stations.
- Provides an accurate, up-to-date view on all FM formats in the top 100 markets.
- Provides all the information for your record promotion list.
- Has complete coverage of all AM stations with an FM section coming out in the fall.
- The latest Executive Listings of Major Market Executives and Personnel shifts, Major Format switches and change of Representatives. As an added service, all Supplementary bulletins are mailed to subscribers.
- Top coverage for regional radio billing . . an hour by hour programming profile for Radio.
- That every subscriber in its three year history renewed their subscription.

---

**Billboard Special Projects Division—Box 89**

**165 W. 46th Street, New York, N.Y. 10036**

Attn: Bob Gerber:

Please send me  [ ] edition(s) of The Radio Programming Profile Service @ $125 each covering a year’s subscription (Four Quarterly Editions). Enclosed is my check in the amount of $ . . .

**PAYMENT MUST ACCOMPANY ORDER.** Make all checks payable to Billboard Publications, Inc. To all orders add applicable state tax plus $6.00 for postage and handling.

*NOTE: For delivery in—*

- New York City, add 4% State Tax
- State of Calif., add 5% State Tax
- State of Ohio, add 4% Sales Tax
- State of New Jersey, add 3% Sales Tax
- State of Tenn., add 4% State Tax
- N. Y. State, outside N.Y.C., add 2% Sales Tax
- State of Mass., add 5% Sales Tax.
A GREAT THEME!

"FOOTPRINTS ON THE MOON"

JOHNNY HARRIS* ORCHESTRA

WB-7319

"This will be the instrumental record of the year . . . it is not just another moon record . . . it could have any title."

Buzz Lawrence—KHOW/Denver

*Tom Jones' conductor

WARNER BROS. — SEVEN ARTS, RECORDS INC.
Musical Instruments

Educators Learn ABC's at Youth Music Symposium

MADISON, Wis.—The nation's educators took a look at the music of today during the three-day Youth Music Symposium, which was held here July 21-23 at the campus of the University of Wisconsin.

The symposium was sponsored by the United States Office of Education, the Music Educators National Conference and the Extension Music Department, University Extension, the University of Wisconsin, and brought the educators face to face with a number of teenage musicians and professional artists, including the Serfs and Oliver.

While no clear-cut formula was developed from the general consensus that educators should be more aware of current music. Meaningful communications were pointed out that a rock musician could provide the guidance of the general knowledge of music.

"We have found that there has been a lack of knowledge, awareness, of rock," said Anderson White, Detroit. "We feel the stress of rock in a school should depend on the existing need. It definitely should be included, but it's not an entity by itself."

William Johnston, Illinois State Supervisor of Music, Springfield, Ill., discussed the responsibilities of the educators: "It is our duty to bring to the students an understanding and background. From this understanding, they can go on to make their own choices. As for rock, we better get with it if we can.

(Continued on page 82)

LP Spotlights Banjo

By BRUCE WEBER

LOS ANGELES—An amplified banjo, developed by Chris Peterson, Pete Records president, is being used as the lead instrument in a contemporary album, "The Banjo Revolution."

The banjo, outfitted with two highly directional microphones mounted on the instrument and another built into the unit, is played by Don Beck, 21-year-old musician signed by Pete Records and to its music publishing company, ASAP (ASCAP).

Peterson experimented with an amplified banjo in the company's own TV and film studio before attempting a recording project. After six experimental recording sessions, the LP was cut at Gold Star Studios with Marty Paich and Beck producing.

The Paich and Clark Gassman-arranged LP includes original material written by Beck and standard compositions, "Hey, Jude," "Imagine" and "All You Need Is Love," all using the amplified banjo as the lead instrument.

(Continued on page 82)

New Tempo Guitars

LOS ANGELES—Two new Tempo guitars are latest additions to the guitar line now being distributed by Merson Music Products Corp., Model 4042 is a grand concert size with mahogany back and sides and spruce top, while model 4041 is a country-western style guitar with the same finish and trim. Both guitars have a suggested list price of $40.

NAMM/CES Weigh 'Joint' 1971 Exhibits

• Continued from page 3

ferred with him during NAMM's recent show. "After CES broke away from NAMM and went to New York— they have from time to time discussed coming back to NAMM," said Gurt said. "Now with the opening of McCormick Place this is perfectly feasible. Will be very good for dealers who might normally want to see both shows.

The understanding that CES will meet here Aug. 12 to decide on coming into the lower level of McCormick Place. Gurt indicated that, like NAMM, CES is putting its membership on the feasibility of a public day during the 1971 event.

The NAMM exhibit at McCormick Place will occupy the 200,000 square feet of space. NAMM's 1970 show was held in Miami starting June 6 and CES' 1970 show will be held in New York again starting June 28.

W.M.I. Moves To New Plant

LINCOLNWOOD, Ill.—W.M.I. Music, Inc. has tripled its facilities by moving into a new one-story building at 3725 W. Chicago Ave. The move from the company's Evanston headquarters was made necessary to keep up with greatly increasing sales, according to President Edward R. Woodruff and vice-president Barry Hornstein.

The two-day show was held at the Regency Hyatt House.

TEN-WAY-OLD Jimmy Laves- que, jazz virtuoso from Fall River, Mass., demonstrated his skill at the Thomas Electric organ during the two-day show. The organ was on display at the Thomas Electric Organ's "Home Entertainment Center of the Future" console during the company's recent show at the Regency Hyatt House.

CHILDREN ENROLLED in Atlanta's parks and recreation program here on hand to watch Roby Richter play Thomas Organ Co.'s "Home Entertainment Center of the Future" console during the company's recent show at the Regency Hyatt House.

McKINNON, Bell & Howell (left), tape recorder to musical merchants Joe Kariner, Ed and Fred Spuzello.

THOMAS ORGAN CO. president Bob Bloomberg (center) was on hand at the company's recent show at Atlanta's Grand Hotel to congratulate dealer Cecil Guellich (left), owner of the Music Mart, Orlando, Fla., for ordering a 1969 Mustang during the special "Treature Chest" drawing. Shown here on the right is Bob Barnes, regional sales representative.

BOB VAN KAMP is shown here playing the Thomas Celebrity Organ at the recent Thomas Organ Co. show, "A Fair to Remember," in Atlanta. Looking on, from left to right, are Thomas president Bob Bloomberg and public relations director Byron McCarley.

TWELVE-YEAR-OLD Jimmy Laves- que, jazz virtuoso from Fall River, Mass., demonstrated his skill at the Thomas Electric organ during the two-day show at the Regency Hyatt House.

when answering ads ... Say You Saw It In Billboard
SMASH
BROKE WIDE OPEN WOKY, WRIT-MILWAUKEE; WAYS-CHARLOTTE

MAH-NÁ MAH-NÁ
FROM THE ORIGINAL SOUNDTRACK OF

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.

Exclusively on ARIEL RECORDS #500
A Div. of Progressive Media, Inc., 300 West 55th St., NEW YORK, NEW YORK 10019
DISTRIBUTED BY

MUSICOR RECORDS

240 W. 55th STREET, NEW YORK, N. Y. 10019 212; 581-4680
Radio Doctors Open Soul Music Outlet in Milwaukee

BY RENN OLLMAN

MILWAUKEE—While many retail firms have left the inner city area here in the wake of riots a few years ago, Radio Doctors has reversed the trend with the opening here recently of an 18x20 outlet at 2225 North Third St. Inventory and remodeling cost better than $25,000.

“We’re in the soul music business and here in the inner city area the best place for a store like ours,” said Jerry Glassman and his store manager, Mike Mowery. “Too many business firms have left this street since the riots several years ago. But we’re here to stay and to grow.” The parent store, Downtown Radio Doctors, has an obvious edge in total sales volume. “But nobody around here carries as much soul, blues, gospel and spiritual records as we do,” said Glassman.

The 160-foot-long store was designed with the help of the entire staff. All were requested to submit ideas to the remodeling contractor, Melo Curto, a former record dealer and jukebox operator. What evolved was a long, wide, open store with thousands of albums, singles and tapes, all within easy reach of customers.

Accessories volume has leaped upward since moving into the new location, Record carrying cases, racks for tapes and albums and floor stands are displayed on shelves above the record bins. Up front near the checkout counter is a glass-covered display case filled with pre-recorded tapes.

A color coding system eases the inventory and stock replenishing task of the store’s buyers. All records are separated by color coded dividers which indicate musical categories: wood grain, c&w; brown, spirituals; green, jazz, rock, pop; black.

Col Unwraps New Additions

LOS ANGELES — Masterwork Audio Products, a department of Columbia Records, introduced two new additions to its fall product line during the label’s national sales convention here Wednesday through Friday.

They include a M-600, a solid-state stereo playback deck for prerecorded cassettes. It is a fully transistorized unit in its own walnut cabinet, and has an AC setup which can be plugged into any existing music systems with tape units. All of the M-620’s operations are push-button-controlled, with a simple action pop-up for rewind, fast-forward, play, stop and eject. It is four inches high, seven inches wide and nine inches deep. It will carry a suggested list price of $199.95. The M-610 also has a retractable carrying handle.

Jerry Glassman (right), with tape buyer, Mark Olson, at the checkout counter.

The other addition is the Masterwork line in Model 660, a cassette tape recorder. The 660 is a moisture resistant playback cassette player. The model features double power for both AC and DC operation, automatic level control, separate manual level control, meter for recording level and battery condition, and separate volume and tone controls. The 660 also has a retractable carrying handle.

The 660 is a carrying case and remote control microphone with a 110-volt AC line cord, an earphone with monitoring capability, a microphone, a bridge strap, and a blank c-60 cassette and also included. The 660 will operate on 110-volt lines and also in 230-volt areas. The instructions booklet is printed in English, French and Spanish. The suggested retail list price is $199.95.

Masterwork has also introduced a new version of Model 480. This model, which is one of the best-selling pieces of equipment in its component line, will now also feature a front-mounted stereo headphone jack, output socket, and a lead-in panel for extra speaker plug-ins and an AC outlet on the rear of the chassis. The 480 is packaged with a Garrard changer with hubular tone arm and vinyl brush and will carry the same suggested list price of $169.95.

Educators Learn ABC’s at Youth Music Symposium

• Continued from page 80

want to survive. The time has passed when only our choices count.”

A member of the University of Wisconsin faculty, Robert Pezinik said:

“We have to make the students aware of all kinds of music, not just 100 to 200 years of music heritage. The educator is still important in assisting the student so he can develop his own criteria. Being sympathetic, the educator realizes there is more than just one fish in the ocean. If the role of the educator is to be a resource person,

then perhaps we’re on the right road. We can provide the tools for the young people.

“We should not place an emphasis on specifics. Instead, we should stress principles and techniques that are more likely to be flexible. They have no al-

terna-tives.

Although not scheduled for a formal address, Oliver also stepped up to the podium. After explaining that he had not par-ticipated in music pro-

grams as a student, the record-

ing artist said:

“Rock music is something you have to feel. However, I’m learning now and I wish I had learned while I was in school.”

Radio Doctors Open Soul Music Outlet in Milwaukee

We Congratulate GRT of Canada Ltd on their entry in the Canadian record field. We know when they say “Grow with Us,” they mean GROW. Their success with tapes proves it. So, again, Congratulations GRT.

A.A. MURPHY & SONS LIMITED

2120 — St. George Ave., Saskatoon, Sask.

652-6622

1322 McIntyre Street, Regina, Sask.

522-0620

LP Spotlights Banjo

• Continued from page 86

The banjo was an 18-piece and 23-piece orchestra. Oakland records, selections, “East Bound Southers,” “Gold Hill” and Rosemary’s “Baby,” a three-voice group supported the Palich-Gausman arrangements.

“The amplified banjo represents a plucked five-string sound that has the ‘attack’ of the regular banjo and the ‘hold’ of the guitar or dobro,” said Petersen. Pete Records is releasing several singles from the LP aimed at specific markets. A single for easy-listening stations may be “Lullaby of the Field”/“Rosemary’s Baby,” for “Top 40” outlets, “Hey, Jude,” and for country and western stations, “Windmill of Life.”

Current on a concert tour with Johnny Hartford, Beck turns this month to record a second amplified banjo LP spanning rock and bluegrass. Petersen also is planning a classical LP utilizing a symphony orchestra with Beck’s amplified banjo as the lead instrument.

Allied Opens Store

DETROIT—Allied Radio Stores, Inc., subsidiary of Allied Radio Corp., has opened an electronics and high fidelity store in suburban Livonia. The new outlet, which is conveniently located to serve residents of the city’s southwest suburbs and northwest sections, is located in the Wonderland Shopping Center. It represents the third Allied store in the Detroit area.

Scott Brochures

MAYNARD, Mass.—H. H. Scott, Inc., has introduced three new brochures describing the company’s stereo consoles for 1970. Each fully illustrated booklet features one of Scott’s three console series: the Carlisle, Andover and Salem.

positions written by Beck: “Past Life,” “Gold Hill,” “East Bound Southers,” “Scott and Moors” and “Nobody’s Home.”

Currently on a concert tour with Johnny Hartford, Beck turns this month to record a second amplified banjo LP spanning rock and bluegrass. Petersen also is planning a classical LP utilizing a symphony orchestra with Beck’s amplified banjo as the lead instrument.

Allied Opens Store

DETROIT—Allied Radio Stores, Inc., subsidiary of Allied Radio Corp., has opened an electronics and high fidelity store in suburban Livonia. The new outlet, which is conveniently located to serve residents of the city’s southwest suburbs and northwest sections, is located in the Wonderland Shopping Center. It represents the third Allied store in the Detroit area.
Today's newest and brightest Country artists are on Metromedia Records

Durwood Haddock
"When The Swelling Goes Down"
MMS-136

Edna Lee
"Men"
MMS-137

Jimmy Peters
"Sweethearts Everywhere"
MMS-129

Clay Hart
"Spring"
MMS-119

Metromedia Records, 1700 Broadway, New York, N.Y. 10019
RECORD DISTRIBUTORS!
The Novart Intl. Distribution office announces that all orders for records of Frank Sinatra will be awarded to distributors in each state. This is in accordance with the recent ruling of the Copyright Protection Act. The new policy will ensure fair distribution and prevent the monopoly that has traditionally existed in the record industry.

DISTRIBUTING SCHOOLS & INSTRUCTIONS

WANTED TO BUY
WANT TO BUY 1950S ROCK & ROLL 78s. Must be complete sets. Also 45s. Write for list. Address: 315 W. Fifth St., Columbus, Ohio 43215.

MRS. REPS WANTED
GROWING COMPANY SEEKING REPS FOR SALE OF RECORDS TO DJ'S AND DISTRIBUTORS OF RECORDS TO STORES. Send for application. New York 15, N. Y.

FOR SALE
CHILDREN'S SONGS—LP'S Classification 2160. 25 each, 250.00 for $15. J. A. C. M. Record Co., 63 West 42nd St., New York, N. Y., 10018.


SALE: MAJOR LABELS, SEND MONEY ONLY, 200.00 FOR $15. J. A. C. M. Record Co., 63 West 42nd St., New York, N. Y., 10018.

 Classified Advertising Department, BILLBOARD MAGAZINE, 145 West 46th Street, New York, N. Y. 10036.

WANT "A CAPELLA" JINGLES?
SMOKER'S SPECIALS or "Jingles" for Bar, R.C. Records, personality, N.M., M. Co., or record store, can be had at a 50% discount & two dedications. Write for details.

WANT "A CAPPELLA" UNLIMITED? by WAY RADIO PRODUCTIONS
89 W. 9th St. New York, 212-982-4400.

INTERNATIONAL EXCHANGE

IN ENGLAND

YELLOW SUBMARINE, Lp, Hendrix, 1968, 2.00; On-Stage, 2.50 for 5, plus 10c. 3.00 for 10, plus 10c. 3.50 for 20, plus 20c. 4.00 for 50, plus 1c. 4.50 for 100, plus 1c. 5.00 for 200, plus 1c. For 100, 50c. 1.00 for 1000, plus 1c. For 2500, 25c. 1.00 for 10000, plus 1c.

IN THE UNITED STATES

DEALERS—COLLECTORS, RARE OLD 78s, 45s, etc. Buy or Sell. John E. Jenkins, 480 West 48th St., New York 18, N. Y. 10019.

INTERNATIONAL EXCHANGE

ENGLAND

YELLOW SUBMARINE, Lp, HENDRICKS, 1968, 2.00; ON-STAGE, 2.50 for 5, plus 10c. 3.00 for 10, plus 10c. 3.50 for 20, plus 20c. 4.00 for 50, plus 25c. 4.50 for 100, plus 25c. For 100, 50c. 1.00 for 1000, plus 1c. For 2500, 25c. 1.00 for 10000, plus 1c.

IN THE UNITED STATES

DEALERS—COLLECTORS, RARE OLD 78s, 45s, etc. Buy or Sell. John E. Jenkins, 480 West 48th St., New York 18, N. Y. 10019.
And rather than hit you with a lot of copy about the records we’re releasing, we just want you to know we’re here and ready—with the taste, acumen, humor and anxiety that are the fabric of a sound label.
Radio Doctors Open Soul Music Outlet in Milwaukee

- Continued from page 82

adult easy listening, and blues, r&b and rock.

Many inner core record shops complain about the high cost of pilferage. How do they face this problem at Third Street Radio Doctors?

Pilferage

"Pilferage in our new store is not a serious problem," said Glassman. "This is partly because we are able to keep a watch on everyone in the store at all times. There are no corners, high displays or blind spots in the store to make it easier for thieves. Pilferage is always a problem in any retail operation. But the degree of it depends largely on how management reacts. Our policy is to call the police. We prosecute any shoplifters we catch who are over 18 years of age. It is amazing how this policy helps get the word around that your store is not an easy touch. But the most important thing is to prevent shoplifting by arranging the store so that customers are always visible. And that's what we have succeeded in doing with our out-in-the-open design."

Tour for N.Y. Philharmonic

OTTAWA—The New York Philharmonic begins its first transcontinental tour since 1963 here on Aug. 23. Karel Ancerl, new music director of the Toronto Symphony, will conduct with pianist Byron Janis as soloist.

Conducting duties in the 20-concert, 11-city tour will be shared by Ancerl and Seiji Ozawa, Ancerl's predecessor at Toronto, who will become music director of the San Francisco Symphony in 1970.

Other soloists will be pianists Andre Watts, Eugene Fizons, Leonard Bernstein, and Van Cliburn, clarinetist Stanley Drucker, and soprano Judith Rabin.

After the Ottawa opening, the orchestra will play at Rochester, N.Y., Aug. 24; Los Angeles, Aug. 25; San Francisco, Sept. 2-3; Hollywood Bowl, Sept. 4, 6; Santa Barbara, Sept. 7; Iowa State University, Sept. 9-11, 12-14; Wheaton College, Sept. 16; University of Wisconsin, Sept. 18; Milwaukee, Sept. 19; Chicago, Sept. 20; and University of Michigan, Sept. 21.

New Leisure Group to Buy World Wide and Other Firms

- Continued from page 73

Asked if this meant Pictorial might acquire other coin machine distributors, he said, "Yes. This would be the pattern of any expansion in this area."

Pictorial's expansion into the leisure time market will mean a $1.8 million in 1968 to an estimated $33 million this year. McPherson said the firm's stock is traded over the counter. The other three firms approved in the acquisition proposal are World Famous Sales Co., Monroe Fabricators and Maximus Sound Corp. The acquisitions are subject to a stockholder's vote Sept. 10.

The acquisitions putting Pictorial in the leisure and recreation fields will also result in the firm being merged into a newly created group to be called American Recreation Enterprises, Inc., with the surviving company being known as American Recreation Group, Inc. Among investors in the new firm are several financial institutions and private investing groups, such as American Express.

NEW PRODUCTS

- Continued from page 74

Penny King's Rocket Mix has sold out, but the company is making a #17-K mix which will contain gold bibles, foam dice, silver baseballs, Japanese dolls and other items. A mix of flicker rings with marbles inserted has also been put together to take up the slack until the rocket mix is once again in stock.

Penny King Mix #1, available with a foam display containing 27 extra rings, includes magnifying glasses, animal charms, dominoes in painted and gold dolls of all nations and other charms.

SPECIAL MERIT PICKS

- Continued from page 68

FOLK

Randy Sparks—Evening of the Magician, ESP 1056-57-80-70. Randy Sparks walks through a hauntingly sentimental series of love songs built around folk-like patterns. Added by Bruce Somers' delicate clarinet solo, Sardi's hits lightly and romantically through "Evening"

Magicians, "Bar's Song," "Girl From Esp," "Why "I Have a Dream"," the renaissance of the disk only enhances its sincerity. A skirted and shawl-wearing lady magician is a charming way to help the women in her life.

SPEAKING WORD

BART WHITMAN: EYESWITNESS TO THE JUDGMENT DAY, Rca 7-6241. This two-LP package presents a moving Civil War document as a spoken-word commentary on Wall Street's symbolic appeals to the events of the war. Included are a litany of battles, military exercises, speeches, a Union and Confederate prayer, and from the last comes the memorable "When Union Lost, and the Stars and Stripes."

ACTION RECORDS

SINGLES

* NATIONAL BREAKOUTS

There Are No National Breakouts This Week

* REGIONAL BREAKOUTS

GOING IN CIRCLES... Bonds of Distraction, RCA 74-0236 (Mono, Emi) (Dallas)

REAL THING... Part 1... Russell Morton, Diamond 606 (Wren, Warner, EMI) (Houston)

ALL I HAVE TO GIVE YOU (To Me)... Charley Pride, RCA 74-0121 (Hill & Range/Blue Cross, Kapp) (Atlanta)

ALBUMS

* NATIONAL BREAKOUTS

DOORS—Soft Parade... Elektra 99-7200 (S)

TEMPATIONS—Show... Gentry GS 933 (S)

SMOKY ROBINSON & THE Miracles—Time Out For... Tamla TS 297 (S)

NEW ACTION LP's

AEROSMITH—Can't Quit Her/The Letter... Date TES 4017 (S)

More Album Reviews... Page 68
Congratulations to GRT Canada from "Scotch" Brand Magnetic Tapes

We salute this fast-growing organization on their entry into the Canadian recording field. We are proud to be their suppliers of professional quality magnetic tapes for recording and duplicating.
WINRO's 1st 3 Acts Will Be Spotlighted on McNair TV

LOS ANGELES — WINRO Records, owned by Winters-Rosen Productions and Transcontinental Entertainment Corp., will spotlight its first three acts on the Barbara McNair syndicated TV series.

Winters-Rosen produces the May 6 premiere of McNair which will be seen beginning Sept. 14 around the country. The acts, all of whom will be initially debuted on WINRO, are vocalist Chris Kingley and two rock bands, Big Foot and Tomorrow.

The two TV producers plan to spotlight their disk artists in their TV specials, with Kingley, Big Foot (Orange County, Calif.) and Tomorrow alternating on the weekly McNair series.

Survey's Compilation

NEW YORK—The six-month analyses of Billboard's "Top LPs" (1970-100) is based on a mathematical formula that takes into account the significant factors of each label's (or artist's, or publisher's, or producer's) chart action: (1) numbers of weeks on the chart, (2) peak positions attained; by each, (3) total number of weeks each product was on the chart during the measured period.

The mathematical formula works this way: points are applied to each title on an inverted point basis, with the No. 1 record getting 100 points, No. 2 getting 99 points, etc., down to the No. 100 chart, which earns 1 point (the "Top LPs" chart is drawn from 200 points down to 1 point; each title accumulates points for each week that it attained a chart ranking during the 26-week period; points for each title are totaled for the total period; the total points for all the label's chart records are added together, which total points are weighted by each label's percentage of the total chart's record market for the full period being measured.

Where percentage shares show as ties, the actual point counts determine which label earns the higher rank.

Deep Purple's Royal Philharmonic Date

GRT of Canada Ltd. has moved into records in the way we know best — straight ahead. With a great, expanding market and total acceptance in that market — add it up for yourself —
Total Sound . . . Total acceptance . . .
TOTAL SUCCESS!

Grow with Us!
GRT of Canada Ltd. - *Living* on tape / *Happening* on records.
'Harper PTA' Leads Heavy MOA Hit Vote

American Shuffleboard Co., Union City, N. J., will be exhibiting an improved coin-operated machine at the 1969 MOA show. "When you've made so many improvements to our machine, we have you out of ideas and we know we're going to do it," explained the company.

"The company will display the 'Galveston' home table line and may exhibit a non-post coin-operated version of the machine to show its standard coin and home table lines. The games of the 6-, 6-, 7- and 8-foot high-pressure laminate coin-operated tables, the large models sell particularly well," he said.

Fischer Manufacturing Co., Inc., Tipton, Ill., will also display improved models of its Empire, Regent, Regent and Fiesta 55 lines, according to sales manager Frank Schroeder. The Empire line, which features 32- and 92-inch models, the Regent in 101-inch, 91-inch and 86-inch sizes, the Empire in 101-inch and 92-inch, while the Fiesta is the smallest model at 58 inches.

The Empire line was the best seller in the line, according to Schroeder.

"We will use new cues, table accessories, racks, clothes, coverings and cool parts at the MOA show," said Samuel Berger, president, Dynahall Co., Meriden, Conn. While he was reluctant to discuss the topic of new fall equipment. Early 2012, Valley Manufacturing and Sales, Bay City, Mich., said its company is sure to return its patented "magnetic cue ball" return system. "We have the only company with the same size cue ball as the ball (2 1/4-inch). A magnet holds our special cue ball to the ball and returns it to its separate case in case of a scratch," he said.

"The 714-inch model is the bestselling table in a few years," Berger said.

For Tapes and Records?

The Bluebook

American Shuffleboard Co., Union City, N. J., will be exhibiting an improved coin-operated machine at the 1969 MOA show. "When you've made so many improvements to our machine, we have you out of ideas and we know we're going to do it," explained the company.

"The company will display the 'Galveston' home table line and may exhibit a non-post coin-operated version of the machine to show its standard coin and home table lines. The games of the 6-, 6-, 7- and 8-foot high-pressure laminate coin-operated tables, the large models sell particularly well," he said.

Rising Cigarette Taxes

Granger.

"We will use new cues, table accessories, racks, clothes, coverings and cool parts at the MOA show." said Samuel Berger, president, Dynahall Co., Meriden, Conn. While he was reluctant to discuss the topic of new fall equipment. Early 2012, Valley Manufacturing and Sales, Bay City, Mich., said its company is sure to return its patented "magnetic cue ball" return system. "We have the only company with the same size cue ball as the ball (2 1/4-inch). A magnet holds our special cue ball to the ball and returns it to its separate case in case of a scratch," he said.

"The 714-inch model is the bestselling table in a few years," Berger said.

For Tapes and Records?

The Bluebook

American Shuffleboard Co., Union City, N. J., will be exhibiting an improved coin-operated machine at the 1969 MOA show. "When you've made so many improvements to our machine, we have you out of ideas and we know we're going to do it," explained the company.

"The company will display the 'Galveston' home table line and may exhibit a non-post coin-operated version of the machine to show its standard coin and home table lines. The games of the 6-, 6-, 7- and 8-foot high-pressure laminate coin-operated tables, the large models sell particularly well," he said.

Fischer Manufacturing Co., Inc., Tipton, Ill., will also display improved models of its Empire, Regent, Regent and Fiesta 55 lines, according to sales manager Frank Schroeder. The Empire line, which features 32- and 92-inch models, the Regent in 101-inch, 91-inch and 86-inch sizes, the Empire in 101-inch and 92-inch, while the Fiesta is the smallest model at 58 inches.

The Empire line was the best seller in the line, according to Schroeder.

"We will use new cues, table accessories, racks, clothes, coverings and cool parts at the MOA show," said Samuel Berger, president, Dynahall Co., Meriden, Conn. While he was reluctant to discuss the topic of new fall equipment. Early 2012, Valley Manufacturing and Sales, Bay City, Mich., said its company is sure to return its patented "magnetic cue ball" return system. "We have the only company with the same size cue ball as the ball (2 1/4-inch). A magnet holds our special cue ball to the ball and returns it to its separate case in case of a scratch," he said.

"The 714-inch model is the bestselling table in a few years," Berger said.

For Tapes and Records?

The Bluebook

American Shuffleboard Co., Union City, N. J., will be exhibiting an improved coin-operated machine at the 1969 MOA show. "When you've made so many improvements to our machine, we have you out of ideas and we know we're going to do it," explained the company.

"The company will display the 'Galveston' home table line and may exhibit a non-post coin-operated version of the machine to show its standard coin and home table lines. The games of the 6-, 6-, 7- and 8-foot high-pressure laminate coin-operated tables, the large models sell particularly well," he said.

Rising Cigarette Taxes

Granger.

"We will use new cues, table accessories, racks, clothes, coverings and cool parts at the MOA show," said Samuel Berger, president, Dynahall Co., Meriden, Conn. While he was reluctant to discuss the topic of new fall equipment. Early 2012, Valley Manufacturing and Sales, Bay City, Mich., said its company is sure to return its patented "magnetic cue ball" return system. "We have the only company with the same size cue ball as the ball (2 1/4-inch). A magnet holds our special cue ball to the ball and returns it to its separate case in case of a scratch," he said.

"The 714-inch model is the bestselling table in a few years," Berger said.

For Tapes and Records?
INCREDBILE NEW EXCITEMENT ON
DECCA RECORDS

DECCA RECORDS/NATIONAL CONVENTION/AUGUST 1969
GRT, Canada, Go Into Disks, Distribute Five More Labels

TORONTO—GRT of Canada Ltd., who recently acquired Canadian distribution rights for Chess, Checker and Cadet, also have distribution rights for five additional labels. Included in the deal are four labels formerly distributed by Sarnoff of Canada: Vee-Jay, album product of which will retail for $2.49, MTA, Hi-Fi, and Ashley, a country line. GRT already distribute MTA and Ashley tape product. GRT has also completed the mechanics for distributing U.S. produced tape and record product of Janus Records, the new joint venture formed by GRT Corp. in California and Pye Records in the U.K.

The Canadian operation of GRT has created its own GRT label in Canada for the disk market and will concentrate on Canadian groups and compositions.

News of the official opening of GRT's ultra-modern Alliston, Ontario, factory and executive office complex will be announced shortly.豆腐大王大前路

GRT Distrib Now Complete

TORONTO—GRT of Canada, Ltd., has now completed its distribution network across Canada. GRT's new Toronto marketing offices, located at 175 Midtown West, Scarborough, Ontario, will head up their sales and promotional activities across the nation. Starting Aug. 12, GRT's sales force will cover the Ontario region and report to Ed LaBuck, national sales manager.

A chain of independent distributors will handle GRT's tape and record product in the other nine Provinces. These include Canadian Assemblies, Amherst, Nova Scotia for the Atlantic Provinces; Trans Canada Records Inc., Montreal, for the Province of Quebec; Laurel Records Ltd., Winnipeg, for all of Manitoba and east to the Lakehead; A. A. Murphy & Sons Ltd., Saskatchewan, for the Saskatchewan territory; Van Dusen Brothers Ltd., Edmonton and Calgary (two offices), for Alberta; and Emerson Sales, Vancouver, for the West Coast province of British Columbia.

Capitol Signs Tucker Group

TORONTO—After lengthy negotiations, Capitol Records of Canada have signed the Vancouver group, Mother Tucker's Yeller Duck, to a recording contract.

The group's first album, previously recorded for Duck records, will be released Aug. 21. Prior to its national release, the single, "One King Jane," from the LP will be distributed on the Capitol label.

Future appearances for the group include being one of the headliners in the Washington State Sky River Festival on Labor Day weekend.
From the Music Capitals Of the World

* Continued from page 94

TORONTO — The booming popularity of the tape market is strikingly evident in the Quality Records sales figures for the month of June, when tape sales soared in 57% of the company's total volume of sales, compared to 48% per cent from April to June.

This upsurge in interest in the tape market has led Quality Records to offer a combination tape- record display rack rack in the industry. The rack holds 15 tapes (180 tapes and 22 cases), fully displayed for consumer inspection, and the device allows access to all seven channels with just a flip of the tape. Smaller display units for each tape system are planned for future.

The reason for designing a rack that holds an almost equal number of tapes is that 7-inch 5-track tapes were based on sales figures from January to May. During this time, tapes were selling well, a cut in a half to one in favor of 8-track cassette tapes. New models are moving up so quickly that they are expected to be equal to 8-track sales soon, Quality has doubled its duplicating facilities for both systems. Previously produced 8-track cassettes, Quality has now installed separate equipment to produce 8-track and cassette tapes more rapidly and efficiently.

Nems Enterprises - Four Arts Set Representation Deal

TORONTO — Dick Citron, director of Four Arts Productions Ltd., Toronto, flew to London, England, last week for complete negotiations with Nems Enterprises Limited, who would make their company fully represent in the U.K. and Europe. The new agreement, Nems will act as concert and TV representatives for all Four Arts artists. The new Canadians involved in the pact are singer Lonnie Donegan, drummer Roy Byram, and bassist John McVie. At the same time, interest was shown in Motherhood and Dutch Groover, who were the first U.K. artists affected by the New Arts System.

Quality Records Tape Sales Soar in June

The Magic Cycle on Fingerprint

* Continued from page 94

The president of the label which is part of his own Stan Lee Kees Ltd. group of companies.

A major release on Fingerprint will be "It's A Sunny Day" and "Shy Girl". These songs were part of the Magic Cycle 1969, for which the group's productions are original by the group.

The Magic Cycle had a number of previous releases on the Red Leaf and week label which have cut a series of singles for the Coca Cola Company, presently being aired on radio.

Other contributing producers agreed that a Fingerprint label will be Greg Weldon, and Bill Armstrong of Armstrong Communications.

Fingerprint Records will concentrate on a very high percentage of its records in all their productions, said Kees.

MIDYEAR GOLDEN ALBUMS

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTISTS</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Story of Mary Poppins</td>
<td>Stereophonic LP</td>
<td>Disneyland</td>
</tr>
<tr>
<td>Ray Littleton</td>
<td>Roy Acuff</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Christmas Song</td>
<td>Nat King Cole</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Littlest</td>
<td>The Philadelphia Orchestra</td>
<td>Columbia</td>
</tr>
<tr>
<td>Album 1700</td>
<td>Peter, Paul &amp; Mary</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>Gene Krupa &amp; Glenn Campbell</td>
<td>1939</td>
<td>Columbia</td>
</tr>
<tr>
<td>Dean Martin's Greatest Hits, Volume I</td>
<td>Dean Martin</td>
<td>Capitol</td>
</tr>
<tr>
<td>Yellow Submarine</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Stripper</td>
<td>Johnnie Ray</td>
<td>RCA</td>
</tr>
<tr>
<td>The Wait</td>
<td>The Manhattan Transfer</td>
<td>RCA</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>WWII</td>
<td>The Bobbys</td>
<td>Reprise</td>
</tr>
<tr>
<td>Lest Yeun</td>
<td>The Moonglows</td>
<td>Columbia</td>
</tr>
<tr>
<td>iPod</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Wiggle</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wm. Lettrist</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Les Paul</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Boppin'</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Album 1700</td>
<td>Peter, Paul &amp; Mary</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>Swing</td>
<td>Nat King Cole</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Last Walt</td>
<td>Dean Martin</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Most Beautiful</td>
<td>Dean Martin</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Wait</td>
<td>The Manhattan Transfer</td>
<td>Columbia</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>WWII</td>
<td>The Bobbys</td>
<td>Reprise</td>
</tr>
<tr>
<td>Lest Yeun</td>
<td>The Moonglows</td>
<td>Columbia</td>
</tr>
<tr>
<td>iPod</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Wiggle</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wm. Lettrist</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Les Paul</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Boppin'</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Album 1700</td>
<td>Peter, Paul &amp; Mary</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>Swing</td>
<td>Nat King Cole</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Last Walt</td>
<td>Dean Martin</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Most Beautiful</td>
<td>Dean Martin</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Wait</td>
<td>The Manhattan Transfer</td>
<td>Columbia</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>WWII</td>
<td>The Bobbys</td>
<td>Reprise</td>
</tr>
<tr>
<td>Lest Yeun</td>
<td>The Moonglows</td>
<td>Columbia</td>
</tr>
<tr>
<td>iPod</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Wiggle</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Les Paul</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Boppin'</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Album 1700</td>
<td>Peter, Paul &amp; Mary</td>
<td>Warner Bros</td>
</tr>
<tr>
<td>Swing</td>
<td>Nat King Cole</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Last Walt</td>
<td>Dean Martin</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Most Beautiful</td>
<td>Dean Martin</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Wait</td>
<td>The Manhattan Transfer</td>
<td>Columbia</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>WWII</td>
<td>The Bobbys</td>
<td>Reprise</td>
</tr>
<tr>
<td>Lest Yeun</td>
<td>The Moonglows</td>
<td>Columbia</td>
</tr>
<tr>
<td>iPod</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Wiggle</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wednesday</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Wm. Lettrist</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>Les Paul</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
<tr>
<td>The Boppin'</td>
<td>The Beatles</td>
<td>Apple</td>
</tr>
</tbody>
</table>
GRT, Canada, Set Two-Day Meeting

TORONTO—GRT of Canada, Ltd., has invited its distributors from across Canada to take part in a two-day national sales meeting in Toronto on Aug. 12-13.

Kicking off the event will be a moonlight cruise aboard a Toronto ferry, followed by an occasion, "The Record Launch." Alan Howes, president and chairman of the board of GRT Corp., will act as host with Ross Reynolds, senior vice president of GRT Canada, national sales manager Ed Labadie, and Zone 2 and 3 manager Ed Lawson.


Rotary Connection, Cordon-Concept recording group will entertain during the cruise with Joe Yano, a new singer currently being promoted by Chess. This will be Yano's first Canadian debut. Local group, the Eighth Day, recently signed to the newly formed Magic Cycle, a Toronto group whose songs are scheduled for release on their Fingertip label, distributed by GRT, will also appear.

Eight distributors will meet at the East Holiday Inn just outside Toronto for a full-day session. Guest speakers will include Marshall Chess, who will make a slide presentation on the new music from the Chicago-based family of labels, and Ross Reynolds, who will talk about the growing acceptence of tape products in Canada.

Howes Imp New Howes Co.

LONDON — The Arthur Howes agency has formed a new company, Arthur Howes Associates Ltd., an independent record agency company — and has registered its second record production company, Record Ventures Ltd.

Directors of Imp are Arthur Howes, president, and Ross Reynolds, chairman, and Arthur Howes Imp, which will also have a music publishing offfice, will have its first production "Beautiful Day" by Pinky and the Paws released by Polydor Friday (1).

July Singles From RSI-ltaliano

MILAN — RSI-ltaliano has selected the ten new records causing the most impact in Italy at the moment for shipment in July. They include: Germano Ruscito, Billboard's director of Italian operations. The selection of the new releases, which include record companies and managers who rate the records and songs for their value in their particular market, RSI-ltaliano, which applies the English translations of the Italian lyrics and information to where licensing arrangements are available. The selections include Italian copyright only.

Festival Chooses Pye For U.K. Distribution

LONDON—Pye Records will be the licensee in the U.K. and Eire for the newly formed Festival Records International—an offshoot of Festival Records of Australia.

The move follows negotiations between Fred Marks, managing director of Festival Records, Australia; Lionel Benjamin, managing director of Pye Records, and Mike Sloman, managing director of Festival Records International.

The deal is described as "long term" and Pye expects to sign at least 12 artists in its first year of operation and to release a minimum of 26 singles and several albums.

Pye will now have access to the Australian catalog of Festival Records.

Runner-up will be signing independent producers for the new company, Vicki Walton has been appointed to the position of director of EMI Records and Mike Sloman, managing director of Festival Records International.

The company is based at 55 Harley House, Marylebone Road, London, N.W. (Tel: 935.6856).

Argentina in Spain Link

BUENOS AIRES — An association linking music business executives in Argentina and Spain has been formed between Pablo Ortega and Spain's Juan Manuel Serrat.

As a result of an agreement the publishing firm, Editorial Clavero of Argentina will publish all material by ballad singer Serrat.

Another pact was made for the exchange of their songs between Sandro (CBS Argentina) and Raphael (Hispanovis of Spain) is agreed to be exchanged on an equal basis.

Capitol, EMI, Toshiba Joint Japanese Venture

TOKYO — A newly organized tripartite of Capitol Industries of the U.S., EMI, Inc., in the U.K. and Toshiba Shibaura Electric Co. of Japan (Toshiba) was celebrated with a party at the Hilton Hotel this week.

The breakdown of the new venture gives Toshiba 50 percent, Capitol 25 percent and EMI 25 percent.

Among the ceremonies was the signing of a new publishing agreement between Toshiba and the Capitol/EMI companies.

Three government officials, Pres. John C. Hay and Richiedi, president of Capitol Industries, were present at the signing ceremony.

More than 1,000 guests were on hand, including music business officials, music critics and entertainers.

© Copyright Material 97
From the Music Capitals of the World

- Continued from page 96

artists promoting the castañuela, a European dance success, in the Argentine capital of Buenos Aires. (Super Atlantic) is the title of the second album by La Radio, featuring the group's signature sound. The album also includes a contribution by Phonomag with Aretha Franklin and Wilton Pickett among the first artists featured.

Recent charts have shown strong success for the castañuela. In the top positions, "Rosa Real" (CBS) topped the charts, followed by "Mi Tiempo" (Gran Combo) at second place. The album "Ibarian" (Laser) has also been a major hit.

SAN JUAN

Raphael (Hispanol) will play two dates, Sept. 5-6, in Madison Square Garden, New York City. This is the first time in the city for the singer, who is expected soon at the El Flamboyante Hotel. Raphael is being promoted by Don Twoey (guitarist) and Bill Alexander (bass). The show is hosted by Leny Abrahamson (who is also the manager of the hotel). The concert will feature the band's recent single, "Ibarian," which has been a hit in many countries.

Gema Records of New York is promoting the latest single, "Ladysen" (Latin Pop). The record is being distributed worldwide by RCA (record label) by license of Hit Parade Records. The incalculable success of San Juan has contributed significantly to the growth of the Spanish language music industry.

ANTOÑO CONTRERAS

ZURICH

The German version of the musical "The Sound of Music" (Schatz- und Verlosungsverband) has its premiere with an open-air performance in the Richemont Park. The production features guest stars Red Skelton and Loretta Young. The show is directed by Paul Henreid (director) and choreographed by Chacho Avellaneta, both United Kingdom touring company members. The album is distributed in the United States by London Sound Factory. The production will be produced and directed by Jerry Simon.

Gema Records of New York is promoting the latest single, "La Muerte" (Spanish Pop). The record is being distributed worldwide by RCA (record label) by license of Hit Parade Records. The incalculable success of Manchester has contributed significantly to the growth of the Spanish language music industry.

Buenos Aires

The Figura Quinzel Quintet, five brothers, will play a special concert at the Salon de los Conquistadores. The group plays classical and folk music and has represented Puerto Rico in many of its international tours. The concert is expected soon in Puerto Rico for an October TV special. The Figura Quinzel Quintet is a well-known group in the United States.

LUKAS SMITH, president of Kultur Records of Hialeah, Fla., recently signed a deal with the major record companies. The deal will allow the record company to promote its artists on national radio stations WRAI and WYAF, granting them status as first-tier artists. This is the first major contract for Smith, who is also the manager of the group.

RIO DE JANEIRO

Singer Tito Puente, the famous Latin American musician, will be featured in a special concert at Rio's famous Music Hall. The concert will feature a variety of artists, including Tito Puente Jr. (son of the legendary Tito Puente), and will be broadcast live on Brazilian television. Puente is known for his unique brand of Afro-Cuban jazz and is regarded as one of the greatest Latin American musicians of all time.

MANILA

Met Recording Co., owned by singer-songwriter Callelo Del Revial, is planning a follow-up to the company's first successful album, "Slow Down," written and performed by the group's lead singer, Callelo Del Revial. The album is expected to be released in the special full-color package. Del Revial is a talented vocalist and has been prepared to be titled "Callelo Invites You." This will contain all new compositions, including "They Should Have a Woman," "Tell Me Now," and "The Gift of Sacrifice." "I Know Your Name" is also included on the album, and "Slow Down" is a novel version by Raul Bicolor.

MANILA

The duet group Cuba and the Blackout in Britain Aug 8. The group will make 10 appearances, including dates at the Black Cat and Pheasant clubs and at the British and Scottish music festivals. Cuba and the Blackout are also commissioning new material for future releases.

AMSTERDAM

Dutch blues group the Cuban, featuring singer Lucecita (singer), has released their first 4-track album, "The Cuban," featuring some of their most popular tracks. The album is available in record stores throughout Europe.

STOCKHOLM

The record industry here has unwound for the summer and new releases are down to a minimum. At the same time, a strong drive for stereo cartridge sales has been in effect. Mercury has released three budget albums featuring such artists as Arturo Sandoval, Johnnie Ray, and the Cuban, among others. The albums were released in Sweden by the Red Mitchell Trio.

MANILA

Met Recording Co., owned by singer-songwriter Callelo Del Revial, is planning a follow-up to the company's first successful album, "Slow Down," written and performed by the group's lead singer, Callelo Del Revial. The album is expected to be released in the special full-color package. Del Revial is a talented vocalist and has been prepared to be titled "Callelo Invites You." This will contain all new compositions, including "They Should Have a Woman," "Tell Me Now," and "The Gift of Sacrifice." "I Know Your Name" is also included on the album, and "Slow Down" is a novel version by Raul Bicolor.

MANILA

Met Recording Co., owned by singer-songwriter Callelo Del Revial, is planning a follow-up to the company's first successful album, "Slow Down," written and performed by the group's lead singer, Callelo Del Revial. The album is expected to be released in the special full-color package. Del Revial is a talented vocalist and has been prepared to be titled "Callelo Invites You." This will contain all new compositions, including "They Should Have a Woman," "Tell Me Now," and "The Gift of Sacrifice." "I Know Your Name" is also included on the album, and "Slow Down" is a novel version by Raul Bicolor.

MANILA

Met Recording Co., owned by singer-songwriter Callelo Del Revial, is planning a follow-up to the company's first successful album, "Slow Down," written and performed by the group's lead singer, Callelo Del Revial. The album is expected to be released in the special full-color package. Del Revial is a talented vocalist and has been prepared to be titled "Callelo Invites You." This will contain all new compositions, including "They Should Have a Woman," "Tell Me Now," and "The Gift of Sacrifice." "I Know Your Name" is also included on the album, and "Slow Down" is a novel version by Raul Bicolor.

MANILA

Met Recording Co., owned by singer-songwriter Callelo Del Revial, is planning a follow-up to the company's first successful album, "Slow Down," written and performed by the group's lead singer, Callelo Del Revial. The album is expected to be released in the special full-color package. Del Revial is a talented vocalist and has been prepared to be titled "Callelo Invites You." This will contain all new compositions, including "They Should Have a Woman," "Tell Me Now," and "The Gift of Sacrifice." "I Know Your Name" is also included on the album, and "Slow Down" is a novel version by Raul Bicolor.
VIENNA

Turnover for the Austrian record industry was up 12.8 per cent in 1967, and the year ended in Vienna with a TV variety show. Udo Jurgens (Arola) drew a capacity audience for his concert in the "Voices of the World" series... Juergens, a German artist Herbert Helme (Tria) will visit Vienna Oct. 10 and 12 and will tour Austria in November. The Alexander (Arola) has been offering a recurring role in the Jerry Orbach musical "Hello, Dolly!"... Charles M. Denham, who have their German language premiere in Vienna this fall. Jurgens has released an English record for Hungarian pop singer Rudi Kovacs and a German record by Hungary's Paul More.

The American group, the Milestones (West Melodies), won the Show Chance international song contest organized by Austrian, German and Swiss TV. The winning song was released in Aust- ria and is expected to appear in Germany and Holland with Schwartz by Arista.

Wein Melodies presented a silver disk to the Melodi for 20,000 sales of their first record. The record has been released in Ger- many and Switzerland by Elmore, and Germany has topped 25,000.

Marika Liptar has left Arista to sign with Polyphon. The artist has been invited to appear in the American singer Jacki Don's show, the "Hubbub, titled "Happy Hubs."

Toehorn discovery Ub Endores (Fontana) will represent Austria in the international song contest of Festival, Poland, Aug. 21, 1968... Barry Ryan and the Amen Corner performed in Belgium and the Netherlands in October.

Following Elke Fitzgerald's concert in Vienna, Centura launched their annual duet series Aug. 3, and will be released on the series of the American artists.

Dylan Heads U. K. Festival LONDON--The presence of Bob Dylan at the Isle of Wight pop festival on Sunday, Aug. 31, has now been confirmed. It is possible that more L.P's will be devoted to Dylan.

The deal was concluded Aug. 7 and was completed Aug. 8. The deal was concluded Aug. 7, will be released in September, and will run for three days, are: Moody Blues, Pentangle, Joe Cocker. Bonzo Dog Band and Julie Felix.

Young Blood With Atlantic

LONDON—Product on Young Blood won at the U.K. rhythm and blues label recently created by writer and producer Miki Dallon, has been acquired by Polydor, the USA on Atlantic, with the exception of the recordings of Don Farson.

Fardon's outlet in the USA will be Gene George's Cres- cendo label, following a $100,000 deal between Nor- man and Dallon.

Fallon has already negotiated deals in Australia, Sweden, and France... Young Blood, which will be run in association with Beacon Records and distributed in the U. K. by EMI and Beacon, has offices in 138 New Bond Street, London, W.1.

Dallon is planning a house production band and a house vocal group to back his artists. Dallon has also set up a publi- cation, Epic Records... the Italian Music Corporation, in addition to the Mickey Dallon Music company, A a speciality, has now been announced. It is still not clear, however, that the company will participate in the British market. Whatever deal is finalized, EMI is expected to press and distribute the company's product.

Motown Planning U.K. Changes?

LONDON—Tamla/Motown is expected shortly to announce plans to step up its involvement in the British market this fall. Tamla/Motown label Manager (J. K.) John Marshall (24) is leaving EMI in the middle of August, but will continue to work for Motown, probably tak- ing the title of European representative.

Tamla is released here by EMI under a licensing deal, which expires Sept. 30. Whether Tamla will go fully independent or seek some other deal involving EMI's participation in the British market, is unknown. Whatever deal is finalized, EMI is expected to press and distribute the company's product.

Motown's Vice-President Barney Ales was in Britain recently for talks with EMI, but EMI Records' Managing Director Ken East said last week that no statements from Motown in Britain could be made at this stage as the company is due to visit America himself shortly.

Tamla/Motown and Atlantic are the only two labels which do not have their own independent British companies. Marshall, who has been Tamla/Motown label manager at EMI for the last two years, was previously with the British company's international division. He will be succeeded by Brian Hopkins (24) at present area sales manager covering part of Essex and Suffolk for EMI.

Motown's publishing company, Joebot, is represented here by Carlin under a deal which has exactly a year to run.

FRED MARKS, managing director, Festival Records, Sydney, Australia, who has spent a week in Britain, made his first appearance as group merchandising manager for Festival. He congratulated Frank Dongle on his appointment as group merchandising manager for Festival and the country in all States of Australia. Occasion was the annual sales conference for record managers and publicity men at the Intercontinental Hotel.

Motown's distribution operation in Britain is still with Prestige.

Wyper Move CBS Realign

LONDON--The departure of marketing manager Oliver Wyper to take a similar post at Philips Records, has triggered a complete reorganization of the company, and will result in the departure of executive and departmental responsibilities with CBS. Wyper is also to take an active part in the company's marketing and promotion policies.

Managing director Ken Glan- ny said that instead of appoint- ing a successor to Wyper, the company's a.d.r and marketing responsibilities will be divided between two groups—a pop department under John Wyper, and a classical section run by Paul Myers. Both Everett and Myers will report directly to Glanny.

Wyper's exit means that John Hayes, manager of the creative services group, and Jack Flory, sales and distribution manager, will also report directly to Glanny. We have taken this prelimi- nary step to ensure that there will be further refine- ment at a later date," added Glanny.

Brazil Album Sales Jump

RIO DE JANEIRO—Albums are now accounting for 75 per cent of the Brazilian record business with singles making up the remaining 25 per cent.

A recent market analysis showed that L.P's now amount to 75 per cent of the cash sales while E.P's have fallen to 12 per cent.

French Co. Plans to U.K. LP's

LONDON—Young Interna- tional Ltd., the second French record company to open a Lon- don office (Vogue was the first), is planning to record albums a year in London, covering the pop, jazz, free jazz, underground and blues fields.

The company's first British produced album by Freedom, a group which includes former Procol Harum member Bobby Harrison, has just been completed.

Young is also planning to open an office in San Francisco, Los Angeles and Miami.

Meanwhile Young's associated company in Paris, Dig Records, is to release re-processed masters of early Riverside releases acquired from Orphéeus in the States. These records feature such jazz artists as Louis Armstrong, Sidney Bechet, Muggsy Spanier, Bix Beiderbecke, King Oliver, Jelly

Disk-Book In Holland

AMSTERDAM—The book and music publishing company Rinia, which published the first Discobook—a children's storybook with images of disc recordings on the cover—has added a new color illustration from the book on both sides.

Rinia recently produced the Discobook in conjunction with the Rinia Phonograph company, the firm which has pioneered the process of full color record illustrations on the Record. The Discobook, a children's story written and illustrated by Maurice Hennes, consists of two songs associated with the story on the disc. The songs were written by Henk van der Moln. Within two weeks of release the Discobook sold 10,000 cop- ies and Rinia is preparing a fur- ther edition of 25,000.

POLYDOR HOLLAND will take over Dutch representation of the Chess, Checker and Cadet labels beginning Sept. 1. jets will be handled by promotion by Van Bremen Label manager, and Robert Oeges, marketing manager.

Udo, Manuela Top Pop Poll

HAMBURG—Manuela (Tel- do) and Udo Jurgens (Arola) are the most popular native artists in West Germany, according to the annual poll of the West German music magazine "Schallplatten." Topping the in- ternational section of the poll are Mireille Mathieu and Tom Jones.

Other results: Top German newcomers: Kirsti and Peter Or- ph์eus; Top newcomers: Barry Ryan and Mary Hopkin. The four voices of Jacques Janse; Top English: John Lennon; Top international artists: Herb Alpert; Top na- tional artists: Dusty Springfield; Top international artis- tes: Beltestok. Top disc jockey: Dieter Heck.

JAPAN GETS A MOON SINGLE

 TOKYO—To coincide with the U.S. moon landing, Toshiba Records released a special record by a group of studio musi- cians calling themselves the Houston (after the Space Cen- ter) which went on sale July 21.

Special promotion on radio and TV tied in with the release.

The record was produced by Takushima, a Toshiba producer who has prepared many records on his or- ders to his credit. Toshiba offi- cials here say that Liberty Rec- ords in the U.S. plans to release the single in the future.
Canada, U.S. Talks

LONDON — Ian Ralfini, managing director of Warner Bros.-7 Arts Records Ltd., flies to Montreal Aug. 11 to visit the Canadian company and discuss closer co-operation with the newly independent London Company.

Ralfini will then fly to the States to catch the New York autumn album presentation on Aug. 15, part of the Warner Reprieves Road Show which is featuring new product to distributors in New York, Los Angeles, Chicago, Miami and Montreal.

The Majors meeting, Sept. 3 to 7, will be the most extensive European sales conference ever organized by the company.

Meanwhile the London company's publishing division is building up its roster of British writers following discussions in London among George Iac, vice-president and general manager of Warner Brothers Seven Arts Music Publishing; Ian Ralfini and Tony Roberts.

The company has signed as writers two former members of the Soft Machine, Kevin Ayers and Hugh Hopper; two new writers, Peter Pauzen and Keith Chambers, who are making a record album with producer Tony Cox, and folk writer Claire Edwards.

Warner Seven Arts is also promoting the Michael Lewis score for the movie "The Madman of Scullcove" and the soundtrack of "The Big Bounce."
**BELGIUM: FLEMISH**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>

**BELGIUM: FRANCÉS**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>

**BRITAIN**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>

**CANADA**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>

**FRANCE**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>

**HOLLAND**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>

**JAPAN**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>

**PHILIPPINES**

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>2</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>3</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>4</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
<tr>
<td>5</td>
<td><em><strong>ZOT</strong></em> / <em><strong>ZOT</strong></em></td>
<td>Godfried</td>
</tr>
</tbody>
</table>
A Heritage of Hits.

"MAY I"

"I'VE BEEN HURT"

and the biggest yet!

"WHAT KIND OF FOOL
DO YOU THINK I AM"

Bill Deal & The Rhondels

HE-817

Heritage Records is distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.
Jerry Ross Productions Inc., 1855 Broadway, New York, N.Y.
Love Is For The Two Of Us

a HIT is for ALL

RAY ANTHONY

SINGLE RECORD #854
FROM

RANWOOD RECORDS, INC.

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

www.americanradiohistory.com
**TOP 20 POP SPOTLIGHT**

**STEPPENWOLF—MOVE OVER**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**VOGUES—GREEN FEARS**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**BILL DEAL & RHONDELLS—HERE’S WHAT A FOOL DO YOU THINK I AM**
(Prod. Jerry Ross; Writer: Whitfield/Whitfield/Law-Ted; BMI)—This powerhouse ballad builds on the power and performance of the duo, with a strong beat and a powerful melody. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**DICK HYMAN—AQUARIUS**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**CAPTAIN BEEFHEART—LITTLE SONG**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**JOE SOUTH & BELIEVERS—DON’T MAKE IT WANT TO GO HOME**
(Prod. Joe South; Writer: Whitley; BMI)—The “Cries Please Play” puts it back in a powerful way and maintains the same rhythm and bass support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**CANNED HEAT—POOR MOON**
(Prod. Skip, Taylor; Writer: Whitley; BMI)—The “Cries Please Play” puts it back in a powerful way and maintains the same rhythm and bass support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**APPHRODITE’S CHILD—I WANT TO LIVE**
(Prod. Poisonous/Restoration—French hit offers equal sales potential to the US market. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**KEY ANTHONY—Love Is for the One of Us**
(Prod. Dick Clarke; Writers: Willis-Bernstein; Track Buck; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**TONY BENNETT—It’s Gotta Be Me**
(Prod. Jerry Warner; Writer: Mark; BMI)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**CHORDS—The Xmas Will Fall**
(Prod. Talion Prod.; Writer: Stansberry; BMI)—“The Xmas Will Fall” is a soul ballad beauty that offers equal sales potential to the US market. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**KING CURTIS—I See You**
(Prod. Chris Homan; Writer: Christopher; BMI)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**TIMES—If You Love Me Baby**
(Prod. Billy Jackson; Writer: Carlini; BMI)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**JOHNnie**
(Prod. James Homan; Writer: Mark; BMI)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**RICHARD SATIN—Here’s the One**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**BOB DYNEL—Just One Look**
(Prod. Jerry Warner; Writer: Mark; BMI)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**MAYBE—I Want You**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**CHARLESTON—Sorry**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**MIGHTY AUTUMN—Lucky**
(Prod. Jerry Warner; Writer: Mark; BMI)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**BRUCE SPRINGSTEEN—The Show**
(Prod. Ofelia Molina; Writers: Karen Dorsey; Narrator; Bob Dylan; ASCAP)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**BRAZIL CORPORATION—Last Time I Saw Paris**
(Prod. Jerry Warner; Writer: Mark; BMI)—This ballad beauty begins with a strong buildup to the singer’s rich, low, “If you want a body, write a body,” with a muscular lockstep bass and strong support of the rhythm guitar and bass. This ballad is sure to be a hit to keep the rhythm and bass alive on all three charts.

**ALL RECORDS REVIEWED**

All records reviewed for this study should be available at Record Review Department, Billboard, 165 W. 46th Street, New York, N.Y. 10036.
<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Release</th>
<th>Label</th>
<th>Artist</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>28</td>
<td>1</td>
<td>BLOOD, SWEET &amp; TEARS</td>
<td>Columbia</td>
<td>4:55:00</td>
<td></td>
</tr>
<tr>
<td>54</td>
<td>2</td>
<td>ORIGINAL CAST</td>
<td>RCA Victor</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>3</td>
<td>SOUNDTRACK</td>
<td>Columbia</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>4</td>
<td>SEALED BUTTERFLY</td>
<td>RCA Victor</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>5</td>
<td>TOM JONES</td>
<td>Parlophone</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>At San Quentin</td>
<td>Columbia</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>B.S.O.</td>
<td>Columbia</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>CREESEY'S STORIA</td>
<td>Asylum</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>9</td>
<td>HENRY MANCINI &amp; HIS CINCH</td>
<td>RCA Victor</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>TOMMY</td>
<td>Monument</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>11</td>
<td>LED ZEPPELIN</td>
<td>Atlantic</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>12</td>
<td>BOB DYLAN</td>
<td>Columbia</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>13</td>
<td>FIFTH DIMENSION</td>
<td>A&amp;M</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>14</td>
<td>THE BAND</td>
<td>Atco</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>15</td>
<td>JEFF BECK</td>
<td>Reprise</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>16</td>
<td>JODY FEUDO</td>
<td>Reprise</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>17</td>
<td>DUNBAR</td>
<td>Chess</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>18</td>
<td>THREE DOG NIGHT</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>19</td>
<td>THREE DOG NIGHT</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>20</td>
<td>ABIGAIL FRANKLIN</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>21</td>
<td>CREEDENCE CLEARWATER REVIVAL</td>
<td>Warner</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>22</td>
<td>JIMMY CROW</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>23</td>
<td>EDDIE PERRY</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>24</td>
<td>JERRY REED</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>25</td>
<td>TAYLOR</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>26</td>
<td>TAYLOR</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>27</td>
<td>ISMAIL MAYER</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>28</td>
<td>PETER, PAUL &amp; MARY</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>29</td>
<td>STEVE MILLER BAND</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>30</td>
<td>THE MARTY &amp; THE TUSKMA BEARS</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>31</td>
<td>REEVE MANN</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>32</td>
<td>TOUCH OF GOLD</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>33</td>
<td>CARLOS GONZALEZ &amp; TERRORIST AUTHORITY</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>34</td>
<td>VENTURES</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>35</td>
<td>DAVID BURTON</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>36</td>
<td>MOODY BLUES</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>37</td>
<td>TIMOTHY BRIGHT</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>38</td>
<td>DIANA ROSS &amp; THE SUPREMES</td>
<td>Special</td>
<td>5:55:00</td>
<td></td>
</tr>
</tbody>
</table>

Continued on Page 108
UNI's Baby (Shamley) Has Been Covered.
"FLAMENCO FUNK"
B/W HORNETS NEST
BY JAN DAVIS
S44016
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Year</th>
<th>Label</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vikki Carr</td>
<td>Buckings</td>
<td>1967</td>
<td>RCA</td>
<td>4108</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
When The Dells cut "Love is Blue" as a single, it was one of the hottest records in the country. Now, "Oh, What A Night" (Cadet 15649) looks like an even bigger hit.

Both tunes, plus eight more of their best are on The Dells latest album. They ought to be on your latest order.

Produced by Bobby Miller
Arranged by Chas. Stepney
Cadet LPS 829
Buddah Urges Reintroduction Of Stereo Single at $1 Price

* Continued from page 1

price. In point of fact, Buddah has been selling stereo singles recently, marketed as "Dual 45," including the Edwin Hawkins Singers, "Oh Happy Day" and " Ain't It Like Hit?." Bogart said, "With a price increase and industry-wide stereo plus good product, I believe that by next year a gold record for a million single could be part of the past. It is very possible, and the market gives every indication, that two million single sales will be the new gold standard."

Station Networks

He added that the single record offers a variety of possibilities in the areas of sales, promotion and consumer orientation. "No matter what a radio station's attitude is toward the number of singles it will play," Bogart said, "stations are playing singles and making hits."

He emphasized that a good hit record has the potential of twice the sales it had two years ago. He pointed out that during this period, many artists have sold in excess of two million singles on each of their hits. Among these artists have been the Isley Brothers, Tom Jones, the Rolling Stones and Tom and Jerry.

Bogart added, "The comments of retailers in recent issues of Billboard such as King Karel indicate that singles are a good business which can only get better through a determined effort on the part of the industry." He added that he sees no point in removing one of Buddah's two cuts of record company income by producing only albums. Just because a single record offers more opportunities doesn't mean that we're going to sell twice as many albums.

Century City Putting Moon In Orbit, Aims for Top 40

LOS ANGELES — Century City Music has formed a second record company, Moon Records, to concentrate on top 40 product.

First group on the label is Brown & Sugar, the company's initial label, Century City Rec-


Wing Summer Offers 17 LP's

CHICAGO—Wing Records, the Mercury Record Corp. company, expects 17 LP's this summer.

The list includes four specially priced two-disc sets, featuring Dinah Washington, Janie C. Lindsey, Top 40 and Pattie Page. Each set contains 20 selections.

One of the sets, "Hair at Its Finest," features tunes from "Hair" and "Hair Play" as performed by Sandy Beal and His Gentlemen Friends, and two classical items featuring the Choral Society of the One is Tchaikovsky's "Three Great Ballets," with Antal Dorati conducting the Minneapolis Symphony Orchestra, while the other is Beethoven's "Nine Symphonies," with Franz Convidt conducting the Gewandhaus Orchestra Leipzig.

In addition, the July release includes three LP's by Peter Golia and His Orchestra, two

Executive Turntable

* * *

Paul Wyatt appointed executive vice-president and general manager of Buddah Records, formerly as assistant producer, became producer and moved to Nashville to open the Capitol office there. From Capitol he was named vice-president of the Standard Record Co. in 1964. He joined Columbia as national studio sales manager and manager of the company's Hollywood studios. Last year he became director of import administration, and then director of independent production for Columbia.

Kenneth E. Rhines promoted distributor sales manager for cassettes, magnetic tape, tape recorders and high fidelity accessories for Robins Industries Corp., Flushing, N. Y. He was formerly data devices sales manager.

Clade Lawrence named promotion director, Buddy Lee Attractions, Nashville personal management and booking agency and publishing house. Lawrence has been on the production staff of WSM-TV for the last three years and will be responsible for personal and public relations for the company. Earl E. Owens joins the company as agent. He was previously president of LEO Talent Productions. . . Jay Mark, Julian Mills and Alan Bergman appointed vice-President of The Richmore Organization. Mark joined TRO in 1955 as copyright and office manager. Previously he was with Angel Records. Mindel joined as controller in 1967 and was formerly with Specialty TV and Paul Revere's World. Mindel staff announcer at ABC Records, Bergman joined TRO last year. He was also house counselor for Frank Music.

Gerald Taub named controller for Avco Embassy Records. He was previously with Columbia Pictures for seven years. He served as assistant controller for Columbia and has been appointed controller for Columbia Pictures, Screen Gems, music publishing division. Brothers Steve and Bill Jerome appointed to the independent producer's department of Atlantic Records. Last seven years they have recorded hits with the Cupids, Reparata and the Delfonics, Left Bank, Fifth Estate and Blades of Grass. Their Real Good Production Co. sold to RCA, Columbia, Ato, Bell, Jubilee, Kapp, UA, MGM and most recently Dunhill Records. For the past year they have been Eastern ad directors for MCA Records.

Joe Petralia named national radio promotion director of ESP-Disk. Larry Ray, former West Coast and booking agency of the company, has been appointed producer for Columbia Pictures, Screen Gems, music publishing division. Brothers Steve and Bill Jerome appointed to the independent producer's department of Atlantic Records. Last seven years they have recorded hits with the Cupids, Reparata and the Delfonics, Left Bank, Fifth Estate and Blades of Grass. Their Real Good Production Co. sold to RCA, Columbia, Ato, Bell, Jubilee, Kapp, UA, MGM and most recently Dunhill Records. For the past year they have been Eastern ad directors for MCA Records.

Joe Petralia appointed president of the firm, which is currently under the management of William S. Friedman, whose previous experience was with the William Morris Agency, and the firm's new office in Los Angeles.

Joe Petralia has been appointed a general manager at Capitol Records. Prior to joining Capitol in January, Kapp had been executive vice-president at Capitol Records. Other appointments at Capitol: Fred Dunham, Western States district sales and promotion manager for Angel, to national sales manager; Mike Walker to distribution center manager in Atlanta; Raymond Whitcomb to sales director in Canada; Arnold Goewitz to group marketing vice-president of Capitol Records (Canada), and Alex Sherman, business expansion vice-president of Capitol Records (Canada).

Mike Kapp has been appointed a general manager at Capitol Records. Prior to joining Capitol in January, Kapp had been executive vice-president at Capitol Records. Other appointments at Capitol: Fred Dunham, Western States district sales and promotion manager for Angel, to national sales manager; Mike Walker to distribution center manager in Atlanta; Raymond Whitcomb to sales director in Canada; Arnold Goewitz to group marketing vice-president of Capitol Records (Canada), and Alex Sherman, business expansion vice-president of Capitol Records (Canada).

TA Records, Pub's Formed

LOS ANGELES — Talents Limited, a TV and film products company, has formed TA Records, LLC, a co-venture of recording and publishing companies, TA Music and Centro Music.

Steppenwolf/Divided

MIAMI BEACH — Steppenwolf Broadcasting Co. has declared a regular quarterly dividend of 25 cents a share on its common stock, payable Sept. 5, 1969, to stockholders of record Aug. 22, 1969. This is the 63rd consecutive quarterly dividend paid on the stock since it went public in November 1953.

LP's by George Barnes and single albums by Cleaveroff and His Orchestra, Los Chavales De Spain, the Cleaveroff Strings, Billy Byers and Quincy Jones and His Orchestra.

Initial product on the label is a single, "I'm Gonna Come," by Denny Lanelle, and an LP, "De Angelis," by the Denny Lanelle LP's will be distributed by Bell Records.

Steve Binder, independent TV producer, has been appointed production manager by the firm. "Ludwig" and "Brian" have been named ad directors, and Gary E. Kanter and Brian Potter have been appointed art directors.

Zeppelin Gets Gold LP Disk

NEW YORK—Led Zeppelin have been awarded a gold disk for their album "Led Zeppelin II," which has sold over a million on the first Atlantic album, "Led Zeppelin." Their second LP is being completed and will be released shortly.
It's our new single.
It's from our million-selling album "Age of Aquarius."
It was produced by Bones Howe.
Its catalog number is 776 and it's on Soul City Records.
Whatever heats up has to burn out, including a record on the charts.

That's why GRT wastes no time in getting the hot sounds and putting them onto tape. And rushing those hot tapes to the distributor, now. Before a hot tape's temperature has a chance to cool off.

The difference between a hot tape and a not-so-hot tape can be a matter of days. GRT cuts heat loss.