NEW YORK—The move to dual distribution by RCA Records is being viewed with apprehension by many independent distributors and with great interest by other labels. Inasmuch as the new policy is being implemented on the eve of the NARM mid-year meeting, scheduled for Dallas Sept. 5-7, it is certain to be a hot subject in behind-the-scenes discussions. The thought is uppermost among many executives that the industry could be on the verge of a new distribution pattern with the attendant disruptions occasioned by new trends.

Independent distributors who are concerned, including some firms who are currently handling the RCA Records line, feel that the new policy sets up competitors against them and gives to these competitors—notably rack jobber-affiliated distributors—an unfair edge.

One Midwest RCA distributor, who is also a rack jobber, stated: "We took the line several months ago and invested about $100,000. Now the racks in our market are to get the same price and same privileges as distributors. They are just adding some distributors in some markets."

TARR'S VIEW

Irwin Tarr, division vice-president of marketing for RCA Records, stated RCA's new distribution plan is a major change for the company. "There is bound to be some natural confusion among distributors, but the dust will settle. As of the moment, formal appointments have not been made, but our distributors have been made aware of our plans. Appointments will be communicated shortly. Our distribution has been different from that of other companies, many of whom have been more widely distributed...so in a sense we are catching up...We are just adding some distributors in some markets."

The move to dual distribution by RCA Records has been viewed as a major change for the industry. It is uncertain how this will affect other distributors and their relationships with RCA Records. The move has been described as giving to competitors an unfair edge.

NARM Meeting

To Zoom in on All Tape Fronts

DALLAS—All aspects of the tape industry, from packaging to equipment, will be probed at seminar sessions and panels at the National Association of Record Merchandisers (NARM) convention, opening here Friday (5). The Fairmont-Mead (Additional NARM) (Continued on page 114)

Williams Estate Sues MGM

By BILL WILLIAMS

NASHVILLE—The estate of the late Hank Williams has filed suit in District Court here against MGM Records and Loew's Inc., demanding a "true accounting of royalties due" to the estate over the past 16 years, and a return of all the masters.

Europe, Japan in Classical Boom as U.S. Sales Slide

By FRED KIRBY

NEW YORK—Increasing sales in Europe and Japan, is making the financial success of classical recordings less dependent on the American market, where classics have been experiencing difficulties lately.

In a recent U.S. visit, Paul Myers, manager of the classical department of CBS Records Ltd., of England, noted, "Europe and Japan...are moving upwards in a steady pattern."

This expansion is being realized despite comparatively high prices and taxes. "Classical music is part of the European way of life," Myers explained. "European record buyers also are sophisticated." Taking into account difficulties in the U.S. classical market, Myers said, "The era of recording warhorses must be coming to an end. Great recordings already exist of these warhorses. Companies must create and discover new repertoire. This may be the time for more adventurous recording." (Continued on page 74)

Europe's 'United' Tape Drive

By MIKE HENNESSY

LONDON—The European music industry is gathering its forces for the first major, fully coordinated drive to establish a flourishing 8-track cartridge market in the U.K. and on the Continent.

The evidence from all sectors of the industry is that 1970 will be the year of the tape cartridge explosion. What has delayed an all-out effort to tap the Stereo 8 potential in Europe and caused indecision by record manufacturers has been the absence of a "united" front in favor of an ATR (All Tape in Common) initiative.
"Love and Let Love" #74-0228 introduces The Hardy Boys: Saturday morning's Love Kids.

Saturday mornings will never be the same.

Not with The Hardy Boys running all over the world, singing "Love and Let Love" and other new songs on their brand-new television series. (It premieres Saturday, September 6 at 10:30 A.M.)

The show is both live and animated.

The live rock group appears at the beginning and end.

Their music is heard throughout.

Add to that personal appearances all over the country.

Then there's their new album, "Here Come the Hardy Boys," LSP-4217, featuring songs written especially for the group (like their rising new single, "Love and Let Love" c'mon "Sink or Swim"). Looks like, sounds like The Hardy Boys are going to be giving and getting a lot of loving, in a lot of different ways.

Copyrighted material www.americanradiohistory.com
Buddah Meet Chalks Up $1.5 Million
In Sales; 33 New LP's spotlighted

By CLAUDE HALL

Joe Fields, director of LP sales and promotion, promised that Buddah Records would "capture the hit LP market completely in 1967...and take it right out of the singles field."

Tales of Beginning

Buddah released on the beginning of the label slightly more than two years ago by Art Andell and Bill Second. There then the addition of Art Kass as partner and executive vice president. He said that Buddah in two years had accumulated more than 25 million rec.

(Continued on page 113)

Kapp Sets 11-LP Release of 'Very Important Product'

NEW YORK — Kapp Records plans an 11-album full re-release under the theme of "The VIP's (Very Important Productions)" of the soundtrack of Universal's "The Loves of Isadora," which contains music of Maurice Jarre, Bernstein, Brahms, Bach, Borodin and Tchaikovsky.

Pianist George Feyer and Topel make their Kapp debut with "The Loves of Isadora" and the starring role in the film. (Continued on page 113)

LIFE PUTS OUT SPECIAL WOODSTOCK FESTIVAL

NEW YORK—Life Magazine will place on sale a special issue on the Woodstock Festival, which recently attracted an estimated 350,000 people to a field near Woodstock, N.Y., for a weekend of rock music and drugs. The issue will be available at 75¢.

The publication will be sold on newsstands as well as through other forms of distribution, such as music stores.

The special issue of this issue represented a departure inasmuch as it is the first special on a festival to be sold to young people specifically. Life has published only three other special issues: "Apollo's Day," July 20, 1967, dealing with the assassination of Sen. Robert Kennedy and "The Third" Kennedy, and a third on the voyages to the moon. The special issue will be sold on its own.

"Life is not only going to treat the festival both as a music event and as a social happening. He expressed the view that the belief that the festival was unique and should be reported."

The book will remain on sale indefinitely.

FOODS RAISES PRICES OF ITS ALBUM PRODUCT

NEW YORK—Sun God has notified his chain of stores of an immediate doubling of the price of all Sun God albums. Albums with a suggested list price of $4.98 will be sold for $9.98, a 10 cent increase from $9.98.

An additional price of $9.98 are priced at $9.98, a 10 cent increase from $9.98.

Albums with suggested list price of $6.98 are priced at $6.98, a 10 cent increase from $6.98.

The Sun God album will be distributed by Sun God's organization in Nashville.

The first release will be Cliff Janeway's Sun God album. This album will be produced by Jerry Phillips, Sam's son. Other albums that Phillips recorded, including a Mac's Thomas Howlin' Wolf, Little Willie John, Junior Parker, Little Milton, Doctor Ross, B.B. King, Koko Taylor, will be released on the new label.

Phillips said, "I have so many of those good blues songs on tapes. They are much more valuable for me now. I'm hitting all over the world again.

We will release singles, some of it on LP's. It will be enjoyable to listen to those artists, many of whom have never been recorded before, and others who are now with other record companies."

Cap Meet 4-Point Plan To Advance Promotion Power

By ELYT TIEGEL

For the next two years, CAP hopes to increase its national marketing capability. It is seeking to build a separate country music promotion and force, will build to several of its number of soul artists, will enter television variety programs, and has established a new position (national airplay director) to function as an "intelligence force" for gathering field information. These developments were revealed during the label's annual meeting Aug. 23 at the Century Plaza Hotel.

This was motivated by a force gathering for two days of meetings, heard home office executives, five steps:

* The label, formerly the national field marketing manager, has been elevated to the newly created post of national advertising director. Hall also said that the company will do more with vinyl albums."

(Continued on page 113)

Philips Forms Label Keyed to Blues Mart

By JAMES D. KINGSLEY

MEMPHIS — Sam Phillips, founder of Sun Record Co. in the early 1950's, has formed the Midnight Sun label, intended as a niche to record blues artists. The label has the Sun International label of Phillips, the new label will be distributed by Sun's organization in Nashville.

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(Continued on page 113)

Ampex Launches Record Firm Gets CUR Duplicating Rights

By RALDIF REEVE

NEW YORK — The Ampex Corp., giant of the tape industry, has launched a major business with the formation of Ampex Recording Co., a wholly-owned subsidiary which will begin operations later this month.

At the same time it was learned that Ampex has acquired the duplicating rights to product from Commonwealth United Records.

The formation of Ampex Recording Co. marks the second time that a major tape duplicating firm has established a label. The other only distributor which also serves a record company, is the well-known RGT Records in addition to purchasing the Chess label some time ago.

This move by Ampex represents a major break of about $6 million dollars. The division, to be headquartered here, will be a wholly-owned subsidiary, headed by Lawrence K. Harris, former vice-president of Electro Records. He will be responsible to Donald V. Hall, Ampex vice-president and manager of the Ampex Stereo Tape Division.

Ampex Records will produce and market LP records and 45's in a variety of styles, with the emphasis on popular music. Initial releases are expected to be on the consumer market by January.

The company plans, too, to form ASCAP and BMI publishing firms within a month. Hall said the current moves were developed to build a duplicating facility including a fully integrated Ampex music business.

"The record company will also supply additional music for recording...it will supplement our existing contracts with major record companies, until now only a separate country music promotion and force will build to several of its number of soul artists, will enter television variety programs, and has established a new position (national airplay director) to function as an "intelligence force" for gathering field information. These developments were revealed during the label's annual meeting Aug. 23 at the Century Plaza Hotel.

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SEPTEMBER 6, 1969, BILLBOARD
Executive Turntable

Neil Call named vice-president and controller of MGM's music, records, and marketing division, Robbins Music. Call joined the company this year as assistant to executive vice-president, Richard Berney, who is currently serving as vice-president and general manager at Paramount Pictures.

Ken Mansfield named director of exploitation for RCA Records. He replaces former director, John Adams, who was recently named vice-president and general manager at Columbia Records. Mansfield joined RCA in 1967 from the ABC Agency.

Hastak Baker named national director of advertising for Elektra Records. Previously, Baker served as assistant national public relations manager for Capitol Records. The move is expected to broaden Elektra's advertising efforts.

Dan Christopher named general manager of ABC music publishing. He will oversee ABC's various music publishing companies, including Music Sales, Porgie Music, and Westar Music. Christopher was previously general manager of Cy Coleman's Notable and Porter Publishing.

John Jossey promoted to Capitol's vice-president of sales. He was previously national sales manager, a position now taken by Jack Griffith, formerly Capitol's southwestern division manager.

Our Capsule Report on the New York State Music Industry:

New York State emerged from its four-year depression, while MGM gained nine titles in three categories during the first six months of 1969. MGM, with an 18% share of the market, has a 5% title lead, tied Capitol in overall awards, followed by Columbia with 17% and RCA with 16%. Six following Budah, was parent Warner Bros.-7 Arts with four. The No. 1 gold record awards.

Atlanta: Forming a NARAS Chapter

By Bill Williams

ATLANTA — This city is forming the first new National Academy of Recording Arts and Sciences chapter in nearly a decade, and is within reach of its required 150 members.

Spurred by the drive to organize has been Bill Lowery, president of the new subcommittee of the Nash- ville chapter. Lowery has spent time here helping in the organizational plans.

"We've been meeting in a lounge within a week, and it's just a matter of a few days until we get the Decca Major Push On Midsouth

NEW YORK — Decca plans a full-scale promotion for the first time to be used on DJ lists and Midsouth, arranged and produced by Al Ham, former assistant director of Columbia Records pop & rock under Mitch Miller. He has been concentrating recently on film scoring, composing, and radio and TV commercials.

Jukebox Patent Battle

CHICAGO — A patent infringement suit brought by Seeburg Corp. against Specialty Sights has been settled. Specialty Sights, a distributor of a German-made jukebox, is moving moratorium through U.S. courts after agreeing to pay $160,000 in damages and pay a 11-point complaint, plaintiff alleged in part that the NARM's invention was an "alleged" discrimination of the plaintiff's design incorporated into its product. In a 9-point counterclaim for declaratory judgment of non-infringement and invalidity, defendant alleged in part that U.S. Patent 2,126,986 "is invalid," and that further, "On information and belief, Plaintiff's jukebox is an unclean hemb." In reply, plaintiff denied all allegations in the 9-point counterclaim and noted that a contention that a "justifiable controversy" exists between the two parties. On August 27, the status of the case is scheduled for hearing before Judge Julius Hoffman here.

Original complaint in the case also in part: (Continued on page 49)

Mercury's Bueller Month

CHICAGO — Mercury Rec-ords is launching a major "Sep-tember Bueller" campaign to mark the release of his Du-Sable album, "Bueller on Ice." The album is one of six new LP's being released this month by the label, according to Mercury produc-t man John Sipple, the special Bueller program runs from Tuesday (22) to October 10 and includes trade and consumer advertising, a one-off "Bob Bueller" program and serialize of portions of Bueller's hit albums and over 50,000 four-color postcards to be distributed to radio stations and fans.

Special in-store merchandising pieces for "A Night at the Symphony," a Bob Dorough "bash," is designed, will be distributed with the "Ice on Ice," album and Bueller's six-LP collection are aimed at radio subscribers at a special price of $1.29. The album, along with all 10 of the LP's radio stations is being billed as the most extensive in recent memory.

As part of the promotion, four new sides will be added to the Bueller catalog. They are "Only the Strong Survive," "In Love," "Hey-Western Union Man," and "Neve Give You Up." Other LP's in the September release are "in the Night," "Along," Tracy Nelson of Mother Earth, the New Colonial Six, Roy Duncan, Bunky and Our Crew, a rock LP by Billboard's top studio musicians.

Letters Patent, Dec. 214,096 "is invalid," and that further, "On information and belief, Plaintiff's jukebox is an unclean hemb." In reply, plaintiff denied all allegations in the 9-point counterclaim and noted that a contention that a "justifiable controversy" exists between the two parties. On August 27, the status of the case is scheduled for hearing before Judge Julius Hoffman here.

Original complaint in the case also in part: (Continued on page 49)
Raven's music has been heard and applauded by several hundred thousand people.

And that was before they made their first album.
Copyright Review Panel Next?
By MILDRED HALL

WASHINGTON—This country needs a Copyright Review Panel to re-examine statutory royalty rates every five years and to try to resolve deadlocked disputes over those rates, between users and copyright owners.

Faced with rate wrangles and statutory royalty rates in the fields of music recording and publishing, John L. McClellan (D., Ark.) has been beseeched with demands by both publishers and users to try this way to save Congress from further involvement where present rates fix. Copyright arbitration tribunals operate in Western Europe, Great Britain and Canada, with varying degrees of coverage and authority.

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Which single will reach the top ten first?

(check both)

- HERE I GO AGAIN
  TAMLA 54183
- SMOKEY ROBINSON & THE MIRACLES
- BABY I'M FOR REAL
  SOUL 35066

THE ORIGINALS

MOTOWN RECORD CORPORATION
"The Sound of Young America"
Lib's 'Direct Line' On Promotion Clicks

LOS ANGELES — Liberty/UA is getting specialized, having national promotion managers report directly to national sales/promotion directors rather than general managers, and that's a positive move, according to selling promotion information to national sales/promotion directors. Frank Mendell, Liberty's national sales/promotion manager, was recently appointed to the job by Ceorge, a new position. Liberty, Imperial, World Pacif, the specialist, leases, and Request, reports, recently took on the added responsibility of participating in promotional ac-

tivities.

"There is a sense of immedi-

GOLDDIGGERS AID BENEFIT

LOS ANGELES — Single copies of the Goldiggers debut LP on Metromedia were sold at a television benefit in Mississippi from $30 to $12,000. The group, which featured on television's 1968,
The Double "Live"

"Live" on tape. All the power and popularity of Glen Campbell—twice. Double packs on 8-track and cassette. A unique first in double-set album packaging to celebrate Glen's first live recording.

And for double sales put Glen Campbell on your counter. He'll move out of this eye-catching counter display even faster after Wednesday, September 24:

The debut of this season's Glen Campbell "Good Time Hour" on CBS-TV.

Produced and conducted by Al deLory.
LOS ANGELES — Kenny Myers, head of the music publishing arm and a string of independent producers to get his recently formed record label. The label will concentrate on developing new artists and songwriting groups. It is the first major label to open a rock-and-roll record label, Tin Roof Records. Activists on Amaret include Rhett Butler, a former member of the group, and Mrs. Miller, formerly with Capitol Records.

Ampeg Registers Peaks in Qttr.

LOS ANGELES — Ampeg reported increases in sales and earnings in the three months ended Aug. 2. Sales were $36, $38, $38, and $38, respectively, a 24 percent increase over the $31,676,000 of sales in the first three months of last year. The earnings equalled 29 cents a share on the net sales, 12 percent above the 26 cents a share in the comparable period. Average shares outstanding, 12 percent above the 26 cents a share in the comparable period. Average shares outstanding, 12 percent above the 26 cents a share in the comparable period. Average shares outstanding, 12 percent above the 26 cents a share in the comparable period.

AF Lists Peak in Sales and Earnings

NEW YORK — Audio-Fidelity Records, Inc., reached record sales and earnings levels for the fiscal year ended March 31, according to Herman D. Giammanco, president. Sales, $136,351,000 to $97,262,000, a 56 percent increase over the $97,262,000 for the fiscal year ended March 31, according to Herman D. Giammanco, president. Sales, $136,351,000 to $97,262,000, a 56 percent increase over the $97,262,000 for the fiscal year ended March 31. Sales, $136,351,000 to $97,262,000, a 56 percent increase over the $97,262,000 for the fiscal year ended March 31. Sales, $136,351,000 to $97,262,000, a 56 percent increase over the $97,262,000 for the fiscal year ended March 31.

*Gypsy* Full Price

CINCINNATI — Ian & Lorne’s new ABC album “Gypsy People” has been released at a high price as previously reported.

Myers Banks on 9 Acts, Producers to Push Label

Monico working with the Crow. Troubled on the album, Miss Tins, Jimmy Haskell will produce Miss O’Leary, Howard Donaldson will produce Miss Temple, and the Triangle and Bobby Whiteside will produce Raintree Minor. Myers has also signed nine songwriters to Amaret’s two recording deals. Date (BMA and Arsk, ASCAP), including Ty Rimes, Howard Steele and Mike Donnelly, such as the Triangle, Alan Shaparian, Don Wyley, and Brian, will produce McDonald and Lilith O’Leary. With the addition of the U.S. Myers is looking for distribution and backpublishing of this group, which is handled by London in Canada, Astor in Australia, Gallo in France, and Hispavox in Spain. The label’s tape rights have been assigned to Ampex on a nonexclusive basis.
THE FULL-COLOR POP MUSIC POSTERS THAT SELL THEMSELVES!

These are the giants of the pop poster world! Two feet by three feet... in brilliant color. With a retail price of $1.50, the potential is millions.

How do you get in on this market? All you need is an unoccupied 14"x30" chunk of floor space, and we'll supply a self-service rack that comes with 280 posters... 28 different releases... protected in polyethylene tubes and displayed so the customer can easily make his selections. When a new star is born, a new poster is born... your inventory is always just as current as your record stock.

Once the rack is in, you don't lift a finger, the posters sell themselves and we supply the new releases. All you do is make your share of the millions.

SEPTEMBER-OCTOBER RELEASES:

DOORS
HUGH MASEKELA
JIMI HENDRIX
VANILLA FUDGE
CANNED HEAT
IRON BUTTERFLY
THREE DOG NIGHT
MOTHERS OF INVENTION
CREEDENCE CLEARWATER
TOMMY JAMES & THE SHONDELLS
JIM MORRISON
JOE COCKER
SLY & THE FAMILY STONE

STEPHENWOLF
GLEN CAMPBELL
ERIC CLAPTON
THE BEATLES
GINGER BAKER
STEVE WINWOOD
ERIC BURDON
HENDRIX / PEACE
LEO ZEPHYN
FIFTH DIMENSION
ROLLING STONES
MICK JAGGER
DONOVAN

*Available in Canada at slightly higher prices

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Another Goldstein-Gold Happening!
LOS ANGELES — "They're coming, as I, "I don't buy new artists unless they have a track record," said "Rocks" don't start new albums, I don't see where they are going to be any different without "Camper Salad". Cartridge sales may not be moving steadily upward to where record companies are starting to worry about whether the business is cutting into album sales, but there is a cautious attitude permeating rack merchandisers' cartridge buying patterns.

Cartridges are being bought from different parts of the country indicating the barrier which has developed between supplier and rack distributor.

Racks are, in the main, holding back from stocking a wide variety of tape titles. They are primarily interested in cutting buying efforts on the hot tomatoes, just like they have done with albums.

Buying Hits

The situation is such that Mel Price, Columbia Records national tape sales manager, is encouraged to say, "They're creaming the hits and backing off from catalog. We do not see that the cartridge is generating hits." Price says that racks have "psychologically backed away" from 4-track, because of the steady interest in cassette and 8-track. When they do buy 4-track, they favor a tight representation from the top 20 titles of their inventory.

Floor space for cassettes is a major factor in this psychological re-examination for 4-track, Price believes. "They need the floor space so they can have a rack worth buying their 4-track inventories."

There is a Coast Rack which has begun buying reels again for their customers. "Reel tapes are receiving a coattail effect as a result of the success of cartridges," said Cartridge.

The chain's attitude seemed to be that it squelched already had a Bob Dylan album or 8-track tape, the Dylan cassette continues to sell.

Tape Again

There is an East Coast rack which has begun buying reel tapes for their customers. "Reel tapes are receiving a coattail effect as a result of the success of cartridges," said Cartridge.

However, there is a feeling that they may have to think about becoming a good stocker of reel tapes, as they are becoming more popular.

Rack merchants' buying patterns aren't uniformly spread in the country, with one appreciable difference. Asher's feels. "We think the best of your own product," said the rack merchant.

The buying patterns generally parallel those of albums, with one appreciable difference. Asher feels. "We think the best of your own product," said the rack merchant.

But a new avenue is opening. Instead of merely merchandising tape, the rack merchant is beginning to market equipment, be it cassette or 8-track, home or auto.

ABC Division

Transcontinental recently made the plunge into stereo equipment by establishing a division, Western Division, to market stereo equipment in several locations.

Belair Enterprises, manufacturer of 8-track and cassette portable stereo whips, has planned much of its efforts toward rack merchandisers.

It supplies Transcontinental with its product, and recently arranged contracts with ABC Record & Tape Sales to rack the portable line.

More than 1,000 Goodyear stores in eight major cities are already carrying the Belair line, which will be racked by ABC.

William Blacksmith, president of Transcontinental Music Corp., puts the value of hardware merchandising this way:

ABC Branch

At ABC Record and Tape Sales, Seattle branch, tape distribution is handled by John Hovik, who admits he tends to pass on a lot of items because of a wide variety of large items.

"I don't buy an artist that doesn't have a track record," said Hovik, who only buys if they're a known quantity because tape inventories in stores are not really what they are used to. If you don't need any classical picks, you might as well rack because tape products are heavy.

He also pointed out that they do a lot of volume buying in order to carry a variety of items.

The Seattle office services 300 accounts in various cities, including Oregon, Idaho, Montana, Washington, and Northern California.

Blacksmith said he tends to avoid buying the cheaper items because "there is not enough room to experiment at retail." He feels that there is a demand for the classics in cassette and 8-track because some stores have enough sales to warrant stocking a large variety of items.

Rack merchants are aware of the realities of space in the departments which the racks service. Blacksmith says record companies do not push their new merchandise. "You order what you want," he says.

The pressure, if it does come, is from the record companies which have subbed themselves to tape departments. "They're becoming more insistent," he says. If the rack merchant doesn't want it, he can't do anything about it.

The axiom goes, you don't have to sell your own product, the customer will buy it.

The next installment will cover the Do-It-Yourself department and the store's rack placement. (Continued on page 14)

Rack Jobbers' Role as Tape Mover Is Seen Mushrooming

By BRUCE WEBER

Racks are a new medium of business. Manufacturers, distributors, and retailers are all interested in the growth and potential of this medium.

Many believe the rack jobber stands on the threshold of a new era in retailing. Manufacturers, distributors, and retailers are all interested in the growth and potential of this medium.

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- **POSITION 2**
  - Playing stereo program 2

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  - Playing stereo program 1
- **POSITION 2**
  - Playing stereo program 2
- **POSITION 3**
  - Playing stereo program 3
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  - Playing stereo program 4

**COMPARE!**

What Is the Real Difference Between the Two Cartridges?

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3. 8-track contains four stereo programs on 7 1/2 minutes of tape.

With 4-track, you thus pay less money and get exactly the same amount of entertainment—and it sounds better!

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**MUNTZ 4-TRACK — WIDER SELECTION OF MODELS AND WIDER SELECTION OF COSTS!**

- **4-TRACK**
  - Cost: $5.98
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---

**Rack Jobbers' Role as Tape Mover Is Seen Muscled**

*Continued from page 12*

"Store locations carrying only tapes and not other merchandising hardware are missing out on extra profits and on a solid in-store traffic building program. A healthy planning program will help us to broaden our rack hardware line including non-portable players," said an executive.

Ed Mason, Bellevue said, that rakrs can offer customers services in the merchandising field: ordering, ordering inventory and promoting.

With a multitude of hardware available by a large number of manufacturers, retailers have limited knowledge and little time to spend on ordering, knowing what to order.

**Amortization**

In addition to the obvious advantages, the rack merchandiser offers the dealer an investment of accessory equipment, including promotion materials and display racks.

As a rack merchant, a rack merchant is able to offer a hardware merchandising program to the retail chain.

When a retailer gets when he takes on a rack jobber is a basic inventory service which the retailer (location) pays for.

The rack merchant then comes into the store and sets up the inventory (much like records and tapes). Besides not having to clutter up a ware house or stock room with hardware, the retailer does not have to spend time on ordering, maintenance or inventory.

The attitude of hardware manufacturers is easy to follow: Racks come into stores at about five years ago and drive sales exploded. Why can't racks, which come into stores at about five years ago, also widen their scope by rack merchants?

Racks are becoming increasingly aware of merchandising tapes and hardware equipment together, and using players as a traffic builder for tapes. In most cases, too, hardware equipment is rack right next to records.

Most appealing to the consumer who shops off racks are players in the under-$100 price category. Today, the market is being flooded by low-end equipment.

Many believe that the role of the rack jobber in players and tapes will continue, as does the rack's role in records a few years ago.

---

**GRT Into Three Pacts**

LOS ANGELES—GRT has announced three tape licensing agreements and contract extensions with Earth Records of New York, Skye Records of Los Angeles and Sun Records of Nashville and Memphis. Initial release on Earth will be... (Continued on page 28)
FINEBILT HI-SPEED COMPACT TAPE DUPLICATOR

FINEBILT'S latest achievement in the tape field is the HI-SPEED compact tape duplicator.

This superbly engineered hardware is the Finebilt 69-5 highspeed tape duplicator system.

There never has been anything like it, and it is going to shake up the tape duplicating scene.

Here are just a few features:
- Precise highspeed duplication of 4-track, 8-track, cassette, reel-to-reel or play tapes...5 positions in one machine!
- Produces up to 2000 one hour subjects 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 readily into an ordinary electrical outlet.
- Smaller original cost, minimum maintenance and operating cost, plus matchless performance, make the multipotent 69-5 the unduplicated duplicator.

ALSO—these Extra Bonus features!

★ Common capstan transport—no introduction of wow or flutter.
★ Big reel capability—7200 ft. per position at high speed without stop.
★ Any of the positions can be stopped without interrupting operation of duplicator.

FINEBILT Fine-Coat Manufacturing Equipment

The complete plant package to fit your requirements. Now you can establish a compact, automatic tape plant which can produce the highest quality recording tape at a minimum investment. How? With FINEBILT Fine-Coat Magnetic Tape Manufacturing Equipment, another industry "breakthrough" by FINEBILT, the quality name in precision phonograph record pressing, and plating equipment.

Backed by unmatched experience gained in the special design and installation of sound industry facilities throughout the world, Fine-Coat Tape Equipment was developed to enable you to set up a modern plant with a maximum of efficiency. This equipment represents a total concept in plant operation. We are not merely selling factory machinery...WE ARE MARKETING A SELF-CONTAINED BUSINESS WITH AN UNLIMITED PROFIT POTENTIAL.
Muntz in Courts—a Double Bill

LOS ANGELES — Two separate court cases involving Muntz Stereo-Pak are continuing in Federal and Superior courts here.

Muntz has filed a suit in Superior Court against Fireman's Fund Insurance Co., charging breach of contract and negligence. The suit stems from a fire in May 1968 that caused more than $605,000 property damage to the Muntz Stereo-Pak duplicating facility in Van Nuys. The company is seeking to recover funds on an insurance policy.

The suit contends the defendants have paid Muntz $326,916.14 for property loss, but have breached the policy by failing to pay a balance of $277,755.63 and an additional $1,499,031.92 under a suspension of business clause.

In addition, the company claims it has been damaged in the sum of $7,765,597.53 as a result of the breach of contract. Muntz also requested the court reform the policy to include several verbal commitments allegedly made between Fireman's and the tape company.

In another action, the U.S. District Court has ruled that Muntz Stereo-Pak must comply with an Internal Revenue Service summons to testify and produce books and records in an IRS investigation.

Judge Jesse W. Curtis denied several motions by attorneys representing Muntz Stereo-Pak, Bernard and Christine Phillips and the Clarion Import-Export Co. to dismiss an IRS action.

The court denied a counterclaim for injunctive relief and a motion to convene a three-judge district court. The government investigation is to explore the tax returns of Bernard and Christine Phillips and the Clarion Import-Export Co. between 1964-1967 (Billboard, Feb. 8).

Muntz had filed 15 statements in court giving rise to the lawsuit, including the lack of jurisdiction over the subject matter by the District Court and that summonses required by the IRS allegedly violate the fourth, fifth and sixth amendments to the U.S. Constitution.

Attorneys for Muntz contended the IRS complaint failed to state a claim, that the petitioners delayed in filing a claim, thus causing prejudice to their case, and that the complaint was not issued to obtain evidence in a criminal proceeding.

They also filed objections to the proposed findings and conclusions of the court.

Curtis, who "sustained in part and overruled in part" the respondents' motion objecting to the proposed court order, requested the government's counsel to prepare a new order, and denied a motion to reopen the case.

Cartridge, cassette or reel.

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We'll multiply your master and have your dubs shipped back to you in record-byte or before.

Tape dubbing is our only business at Magentix, so we put all we have into the quality of your job. Try us.
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- Bill Ford ______ KBZY #8
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4 TRACK-4968
CASSETTE-C0968

VOLUME 7
8 TRACK-8969
4 TRACK-4969
CASSETTE-C0969

VOLUME 8
8 TRACK-8970
4 TRACK-4970
CASSETTE-C0970

VOLUME 9
8 TRACK-8971
4 TRACK-4971
CASSETTE-C0971

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BOBBY VEE • SANTO & JOHNNY • BOBBY LEWIS
TIMI YURO • FLEETWOODS • ANITA BRYANT
LONNIE MACK • GARY LEWIS & THE PLAYBOYS
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CARTRIDGES & CASSETTES

Liberty/UA Stereo Tape
Prunes and chart Steppenwolf, has "Jackson," earth Angel, and "Once in a While," and this program should soar much in appeal and sales.

This album is a collection's dream come true. It is not really over the top, but it is truly versatile and is an enjoyable trip down memory lane. This is more meditative.

The sister and brother team of Little Girl and Jerry Lee Lewis rode to the top of the country charts with their album "Don't Let Me Cross Over" (insulated here), and this album follows thru to prove this group's success. Their first releases seem to open the way for them, and "Stevie Ray" should culminate the group's singing, with same sent to follow.

The exotic Kubin-Karosnov is by Konstantin Kubin, "Don't Let Me Cross Over," and the equally popular "Song of India" and "Flight of the Bee," and...
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Billboard's Christmas Gift Guides have proved their sales power with dealers all over the country. They have all the ingredients that will bring customers into your store... and bring them back again and again... to buy records and cartridge tapes for Christmas gift-giving as well as for their own libraries:

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- the most-wanted product of all labels... the artists, records and cartridge tapes that will be a basic part of your normal stock... selected from Billboard's charts, plus Grammy and Naras winners and Gold Record awards;
- all of the best-selling categories, to suit buyers of all ages and all musical tastes;

Make full use of Billboard's Gift Guides—as direct mail sellers, as counter give-aways, as purchase enclosures, in countless other ways—and make 1969 your biggest Christmas sales season. Order now and be assured of early delivery—by November 15 or sooner, guaranteed!

Billboard's Tape Gift Guide
Compiled from Billboard's Best-Selling Charts

Billboard's Gift Guides
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RECORD GIFT Guide

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Seek Ruling on State Penalty for Illegally Duplicating Product

LOS ANGELES — Dupli-
cators are pressing for a ruling in the U.S. District Court here on the constitutionality of a re-
cently passed state statute mak-
ing it a misdemeanor to ille-
gally duplicate product.

Tape Industries Association
of America, Barry Pressman,
Donald Koven, Jean and Robert
Holmquist and Stanley Mecullar
have filed a suit in District
Court against Evelle J. Young-
er, district attorney, and Roger
Arnebergh, city attorney.

The plaintiffs seek an injunc-
tion, a three-judge panel to re-
view the illegal duplicating law
(California Penal Code, Sec-
tion 635b), and declaratory re-
lief.

Judge A. Andrew Hauk de-
moted a motion by Younger
and Arnebergh to dismiss the plain-
tiffs action on three grounds:
lack of jurisdiction over the sub-
ject matter; failure to state a
claim for a three-judge court
and lack of equity jurisdiction.

He ordered a three-judge
court to be convened, because "I
am not convinced that there is
a clear and unequivocal show-
ing that there is no substantial
issue of constitutionality raised
by the complaint." Judge Hauk
asked the chief judge of the U.S.
Court of Appeals for the Ninth
Circuit to convene a three-judge
District Court.

The suit contends that the new
statute, in effect, grants a
copyright to the owner of the
master. Such establishment
of a perpetual copyright, in pub-
lic domain items, violates the
copyright laws (Article 1, sec-
tion 8, clause 8).

(The statute, in part, says
persons are guilty of a mide-
emeanor who knowingly trans-
fer sounds recorded on record,
disk or tape with intent to sell,
use or profit through public per-
formance without the consent
of the owner; sells any such
article with the knowledge that
the sounds have been transferred
without the consent of the own-
er.)

Seek Injunction

The plaintiffs want a pre-
liminary and permanent injunc-
tion restraining Younger and
Arnebergh from initiating or
prosecuting violators of 853b;
a court of three judges to hear
and determine the case, and un-
less Younger and Arnebergh act,
they (the plaintiffs) have been
denied their rights, privileges
and immunities to allow them
to copy, and exploit items in
the public domain.

(Continued on page 26)
The Compact Cassette with the 17 Jewel Movement

Each individual part of an Audio Magnetics Compact Cassette is precious. 17 parts, each manufactured with jewel-like precision to match Philips (they're the standard for quality) part for part with nothing omitted. We use only the finest of components; special felts from Italy for the pressure pads; high fatigue enduring beryllium copper springs; a highly permeable metal with low hysteresis loss for the recording head shield, Delrin rollers and so on. We even manufacture our own magnetic tape just to be sure of the fidelity. And then each cassette is put together by screws or sonic welding. After all, our Compact Cassette is a precision instrument and has to be as reliable as an astronaut's watch and just as rugged.

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How to Display Is $64 Question Sticking Trade

By BRUCE WEBER

LOS ANGELES — Much of the talk these days is about the technological advancements made by the tape industry. But packaging is still a major concern. Record companies are becoming increasingly alarmed at the widespread disregard of the packaging perplexity by tape accessory firms, wholesale-distributors and the retailer.

Both the Record Industry Association of America (RIAA) and the National Association of Rack Merchandisers (NARM) are working with both the record-tape industry and independent accessory producers to solve a continuing headache.

The problems of merchandising softgoods and equipment, too, are beginning to multiply. Innovations alone are creating marketing, merchandising and promotional woes.

Is the answer an industry-wide packaging concept? If so, will record manufacturers concur with tape accessory producers? Which packaging system does the industry use? Will accessory specialists manufacture product to fit the needs of rack merchandisers? Is packaging standardization practical?

Fred H. Rice, national merchandising manager at Capitol Records, offered three merchandising aids that could solve the packaging problem:

A complete tape department — new releases and best sellers for record stores, service stations, photo shops for wall or floor unit, full display, pifer-proof plastic outer package that locks either cartridges or cassettes in a clear plastic reusable package; the picture pack, individual graphic outer packages carrying full graphics, liner notes and back cover copy.

"Tape packaging will change," said Rice. "It will be a continuous change and a faster change. When cassette tape players get the reversible feature, negating the turning over of the cassette, you can bet we'll be in an all new ball game."

S. Harvey Laner, president of Recco, feels that merchandising is the largest single problem in the cartridge field.

Recco has developed a box holder which fits into a browser box and because of its 12-inch by 4-inch by 1-inch size, discourages pilferage. "Sales have increased 300 percent, up to as high as 35 percent of LP volume," said Laner.

He feels the manufacturer must accept the responsibility to deliver a product which can be displayed, promoted and merchandised for self-service sale.

How to solve the packaging dilemma?

"One way," said Laner, is for retailers to arouse the procrastinating manufacturers of cartridge tape to deliver a product that allows the freedom of sales merchandising expression."

Goetz Comment

William E. Goetz, chairman and chief executive officer of Music West, said:

"Wholesalers and retailers are not in the packaging business. I believe it is the responsibility of the manufacturers to develop a packaging concept.

"Manufacturers should do more to study display techniques of all forms. They should also become more concerned with bulk packaging."

At a recent RIAA meeting attended by representatives of major record companies, positive steps were taken to resolve some packaging headaches.

It was recommended and approved that if any other package is adopted for the 4-track, 8-track and cassette, they should

(Continued on page 26)

N Arm Tape Special

Radiant

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RECORD EXECUTIVE

Billboard

September 6, 1969, Billboard
We invented stereo-8 for customers with big ears. So when your customers are looking for big, brilliant, full dimensional stereophonic sound... give them what they want. The total pleasure of a Lear Jet Stereo 8 Tape Player.

Big ears are just all the better to hear Lear Jet Stereo 8 with. And this year's line of Lear Jet Stereo 8 Tape Players is the most complete ever. We've got the largest selection of new car units ever offered (from $69.95 to $250.00)... a wide variety of portables (from $32.95 to $99.95)... and the best selection of home units in the entire industry (from $39.95 to $289.95).

And we're doing something more... We're introducing a car unit, and a home unit that records, as well as "plays back."

So when you stop to think that Lear Jet has the most complete line... the most complete sound... the freshest styling in the field... and an ad campaign that gives you what you need... Shouldn't you be stocking the new 1970 line of Lear Jet Stereo 8 Tape Cartridge Players? Then you can "throw a party for your ears." The ring of your cash register.

Lear Jet Stereo 8 gives you what you need.

The "95" really "grooves," man! A ROBERTS Cassette Deck that plays pre-recorded cassettes through the home stereo system with push-button ease and big stereo sound. Drop in a cassette...and gloriously! Two solid hours of music without touching a tape. It records, too, from FM stereo, LP records or "live" from microphones. So Millie can program this week's "Top Twenty" with a flick of the switch. You can "groove" a little, too, with this mini-module that brings in maxi-profits from the Teen scene... and from every other audiophile who will welcome ROBERTS quality and high performance with cassette convenience!

Roberts "95" comes complete with patch cords and blank cassette... ready for instant plug-in with the family stereo.

Retail Price: $99.95

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

Be Part of the Billboard

September 6, 1969, Billboard
Motown Moves Into Own Cassette Tape Operation

DETOIT — Motown Records is moving into its own cassette tape operation, including packaging, merchandising and distribution, beginning Monday (1).

RCA will duplicate Motown's new cassette product, with Ampex, the previous cassette licensor, duplicating only reel-to-reel. Munoz Stereo-Pak will continue to duplicate Motown's 4-track.

Motown's initial cassette release under its own banner will be called from catalog material.

Car Tape Unit

LOS ANGELES—Sony has introduced its first car cassette unit, the model 20, which has a pull-in front load feature, automatic rejection and power cutoff.

The unit comes complete with a mounting bracket and hardware and a coupon allowing the consumer to purchase a three-pack of SuperScope cassette tapes at a special $3.83 price. The tapes will be available shortly from SuperScope dealers, who are selling the $11.95 player.

The unit has a program search capability which allows for location of a musical selection.

Illegal Duplicating

continued from page 23

Pressman, Koven and Jean and Robert Holmquist claim they manufacture and distribute prerecorded tape cartridges which have not been copyrighted but have been previously produced, recorded, sold and therefore in the public domain.

The suit says that the plaintiffs purchase the recorded performances and make their own recordings, sell them with labels purchased from tape industries association of America, which collects and transmits licensing fees to the copyright holders or their agents.

The suit also contends that they (the plaintiffs) pay compulsory licensing fees to copyright owners (Title 17, U.S. Code, section 106).

In another case in District Court involving similar litigation, defendants have filed an answer to a complaint originating in the middle of 1969 music publishers charging violation of the copyright law.

Deny Allegations

Patrick Oshorn and Robert Philadelphia, both of Phoenix Tapes, have denied allegations brought by the music publishers. In addition to Oshorn and Phoenix, other defendants are Christopher G. Holmquist, Richard W. Eis-

Customizing Tapes


In answer to the charges, the defendants claim:

• Copyright owners have themselves used the musical compositions for the reproduction of the work, or have licensed others to do so.

• The plaintiffs fail to state facts sufficiently to constitute a claim.

• They have sought to obtain the names of the proprietors of the copyright works they have manufactured.

(Prior to the court action, the defendants had not secured such names, according to the brief, but have paid the sums into a trust account to be held for the benefit of such proprietors.)

• They feel the plaintiffs have refused, or would refuse, payment.

Data Packaging Doubles Output

CAMBRIDGE, Mass.—Data Packaging Corp. has doubled its production capacity for cassettes and cartridges. The firm now uses more than 86,000 square feet of production space at its Kenmore Hill plant.

William W. Stevens, general manager of the Data Packaging Division, said that weekly shipments of cassettes and cartridges have reached 450,000 units since July 15.

Data Packaging Corp., a public limited company (OTC), manufactures peripheral equipment and supplies for the data processing, cosmetic and music industries.

How to Display

continued from page 24

have a width no greater than 4/5 inches and 12 inches high and a thickness which is no greater than 1-inch for car-

tridges and 3/4-inch for cassettes.

The decision by the IRAA may help standardize the general shape of an outer package and meets most of the specifications of the outer packages that are currently on the market.

In short, before the industry can look at the exploding 1970's, it must solve the packaging dilemma in the 1960's.

Your own thing.
Hardware Men Woo Key Account Racks

LOS ANGELES—Hardware manufacturers are beginning to woo rack merchandisers who service major national accounts.

Rather than replacing their own independent network of distributors, hardware producers are looking at the rack jobber to supplement distributors and reach the market, through mass merchandising chains.

Many equipment manufacturers feel independent distributors cannot supply national accounts, such as B. F. Goodrich, Goodyear, White Front, etc. By working with major racks, equipment producers are able to market product across the U.S.

In many cases, equipment is shipped to warehouses belonging to rack merchandisers who then ship to national accounts. The plan saves shipping fees by the manufacturer to individual stores and allows hardware producers to use racks to inventory product.

Often, a hardware manufacturer saves costs by allowing the rack merchant to service the account with marketing aids and displays. By working with a rack, the equipment producer saves conference time by doing business with one buyer, rather than talking with individual buyers representing a handful of outlets.

Several manufacturers already are using rack merchandisers in specific areas to market their equipment; namely, Belair Enterprises, Craig, Sharp, Viking, Concord, Tenna, Philco-Ford and Panasonic.

Belair, manufacturer of 8-track and cassette portable stereo players, recently named ABC Records & Tape Sales Corp., the distribution-rack arm of ABC, as its distributor in Texas. It also will have its equipment merchandised in more than 1,000 Goodyear stores in eight major markets via ABC, which supplies a large part of the Goodyear chain with tape.

To protect its network of independent distributors, Belair Enterprises will only use rack merchandisers to service national accounts. "Our goal is to enhance our product in mass merchandising chains and still protect our independent distributors," Belair also merchandises its players through Transcontinental.

Transcontinental also merchandises Panasonic's 8-track auto player, Philco-Ford's 8-track portable, Tenna's 8-track auto unit, Concord and Sharp's cassette units and an 8-track auto unit from Viking.

Bill Hall, Transcontinental Music Corp., vice-president, feels the rack jobber is able to offer national accounts a hardware merchandising program... (Continued on page 28)

THE ORIGINAL ONE
THE QUALITY ONE
THE ONE

Fidelipac® 880 "Fool-Proof" 8 Track Cartridge

Tele-Pro designed the 880 for the Professional duplicator. Perfectly aligned closure opens and closes without expensive jigs or machines. Pinch roller and pressure pads provide proper alignment which withstands temperature variation, physical abuse, and tolerates differing capstan force in playback machines. The tape-path and moving parts design offer dependable performance under severe conditions. For price, dependability, and consumer satisfaction, you can't beat the Fidelipac® 880.

TelePro JET CARTRIDGE

Breaks Cassette Price Barrier!

Each Tele-Pro cassette bears a written performance guarantee of reliability, and reproduction fidelity is built in before it leaves the factory. "Fool-proof" posts and a fail-safe hub, as well as a plastic retainer to give positive hold to leader, make sure that performance is exact.

TelePro COMPACT CASSETTES

Made in U.S.A.—licensed by NAP—pre-loaded with Fidelitape®—pre-leaded or unassembled—private labeling. All lengths—plastic mailer boxes—display packaging.

Write or call Tele-Pro for speedy information on your tape cartridge requirements.

September 6, 1969, Billboard
Cap Push on Country, Contemporary Titles

LOS ANGELES — Capitol is promoting three new contemporary titles a month on country and contemporary product. The country campaign goes under the banner "Look Who Capitol's Corralled." The country promotion spotlights 16 titles, the pop program 12. All of the titles are new to the label's cassette catalog.

Hardware Producers

"What a retailer gets when he takes on a rack merchandiser is a basic inventory service which the retailer (locational) pays for. Besides not having to clutter up a warehouse or stock room with hardware, the retailer does not have to spend time on ordering, inventory or marketing," Craig said.

A barn shaped counter bin has been designed for both cassette and 8-track product.

Three of the tapes are of a variety nature blending various artists and selling for $1 less than normal 8-track ($5.98) and cassette ($5.98).

These two promotions are timed to break in September at a time when the label is bowing its simultaneous releasing program (reported exclusively in last week's Billboard) of tapes and albums.

Simultaneous releasing, the company claims, will benefit tape only retailers because of the airplay, advertising and in-store displays which Capitol develops for album product. Capitol's initial simultaneous release package comprises 17 titles by such artists as Merle Haggard, Stan Kenton, Nat Cole, Bob Seger, Mel Torme, Jim and Ingrid Crouch, the Fourth Way, Zoet Money, Sonny James, Joan Shepard, Cliffie Stone, Wynn Stewart, Roy Meriwether, Jim and Jesse, Melba Montgomery, Jan Rubini and the Sarti Synphony and a country compilation package.

Auricord's New Tape Cassettes

NEW YORK — Auricord-Seyvill has introduced a quality line of tape cassettes for OEM use with Auricord's cassette systems and other standard cassette recorders.

The tape used in the cassettes is a low-noise, high-output product slit to extremely close tolerance for reduction of edge effects. Careful particle size and binder control is exercised to minimize oxide loss and drop out.

It is encased in a sturdy two-piece container screwed together for easy access. Precision rollers and lubricated edge supports assure extremely low internal friction. High-strength hup attachment is guaranteed through the use of leaders.

The cassette tapes are available in standard lengths, without identification labels, permitting users to stamp as required.

Better Enough

A single so nice, you won't stop listening.
On Reprise (0851), where nice things are, usually.

Nancy Sinatra's Drummer Man

Nancy Sinatra makes her night club debut, August 29th through September 19th at the International Hotel, Las Vegas.
The Rack, Once Thought Doomed, Alive & Well & Living Nicely

By RADCLIFFE JOE

NEW YORK — Eleven short years ago, many people in the recording industry were predicting that the rack jobber, then creeping on the scene like the malignancy of old age, would come like water and go like wind.

Today, those so-called visionaries are eating their words. Their prophecies have fallen apart. The insomniac, illicit infant of the trade has developed into the giant of the industry, taking as much as 65 to 70 percent of the retail market.

It all started just over a decade ago when a few progressive thinkers, visionaries in their own right, developed the rack jobbing method of distributions, by placing toletries and other small handy items into specially designed racks strategically located in supermarkets, camera shops, drugstores and other similar organizations. Later records and tapes were introduced.

Today rack jobbing is a multimillion-dollar business, which has moved with giant strides from the increasingly dated state of mutual merchandise to a highly automated state. For confirmation, one needs look no further than Transcontinental Music Corp.

TMC, a wholly owned subsidiary of Transcontinental Investment Corp., services an estimated 11,000 racks across the country, handling tape and record product.

To assure its customers of the best service and to stay on top of a market which contains constant changes and expanded, TMC has developed some of the most sophisticated methods of merchandising and inventory control available to the industry.

A spokesman for the organization said that TMC's executives are always thinking ahead of ways to better their day-to-day administrative activity, their promotion department, their sales service organization, their shipping operation and all the myriad avenues.

He disclosed that TMC's data processing department has in a very short time, become one of the firm's most essential tools.

In addition to handling payroll and billing, the company's data processing department prepares and pre-tickets TMC merchandise. These color-coded tabs which contain information such as category and catalog number, are separated at retail level, and returned to TMC headquarters where the information is placed on punch cards and fed into the computer, he said.

"This enables sales service people to keep close watch on inventories, and up-date, supplement or replace tapes and records as the case may be."

The TMC computer also helps speed deliveries as orders are translated into categorized numbers, enabling warehouse order pickers to make up a number of shipments at a time instead of picking and packaging each order separately.

The importance and versatility of the computer in racking is also manifested in its role in the unusual manpower task of purchasing stock. The printouts tell buyers not only to buy to replenish in-store stock, but to what extent a particular release should be overstocked in preparation for future demands.

Trend-spotting is another facet of the TMC computer. By careful analysis of day-to-day activity, the company's sales force determines the acceptability of new releases, and stock customers with the product in anticipation of the expected sales boom.

Continuing its seemingly endless role in the rack jobbing business a computer operation can also locate urgently needed product immediately. As in the case of the TMC computer which locates warehoused product almost at once if an artist's appearance in concert in a certain town results in a depletion of his product from the shelves of a rack.

Unlike the early days of the rack jobbing era when racking seldom extended beyond refurbishing and relisting racks with chart-topping merchandise, rack jobbers today have developed into specialists in their field. They have become merchandisers par excellence, offering their clients proper inventory control and assuring that current, in-demand product is always available.

As the business grows in sophistication, and rackers merge, or distributors become rackers and vice versa the trend moves to better packaging, better advertising and promotion and a

(Continued on page 30)
Amex Solo Distrib, Duplicator for Vault

LOS ANGELES—Vault Records is going to Ampex for exclusive cartridge duplication and distribution. Ampex, along with GRT and Muntz Stereo Pak, are all on non-exclusive arrangements.

The exclusive Ampex deal will provide the duplicator with coverage in all configurations.

Vaul has been using Liberty Tape Duplicators for some of its cassette duplication. In this instance, Vault sold the cassettes itself through its own record distributors who had the capability to handle both systems. Approximately 15 of Vault's record distributors have been selling Vault cartridges in their regions.

Ampex is already duplicating Vault's six new albums, featuring performances by the Ashes with Pat Taylor, a rock band; Lightnin' Hopkins, the veteran blues singer; the Chambers Brothers' psychedelic rock style; jazz pianist Hampton Hawes with a large string orchestra; Waldo De Los Rios with a Spanish orchestra, and the Hawaiian Strings.

According to the label, albums which did not sell very well are moving in cartridge configuration, with 8-track the leading system.

RCA Tapes


The pop release includes John Hartford, Paul Anka, Ed Ames, Anthony Newley and Floyd Cramer, among others.

The Rack, Alive & Going Strong

- Continued from page 29

With closer liaison with manufacturers and distributors.

In the tape business, packaging has been, and still is one of the major headaches of the rack jobber who is faced with the problem of wide-scale pilferage because of the compactness of the cartridge and cassette.

However, the problem appears to be heading toward a workable solution as manufacturers, represented by the RIAA (the Record Industry Association of America), and members of NARM (the National Association of Rack Merchandisers) take steps towards resolving the dilemma.

Probably the most acceptable solution to date is the approval by the RIAA of a standardized package, 4½ inches wide by 1 foot high by an inch thick (⅛ of an inch in the case of cassettes), which, because of its bulk, would thwart pilferage. Meanwhile several other innovations, including a pin-proof browser pack, are being developed.

Outside of the dilemma of suitable rack packaging, another of the gripes of the rack jobber is extreme price fluctuations in the tape market. Stuart Mont, vice-president and general manager of the Fine Tone Corp., said that the absence of stable prices in the industry is hurting and confusing the dealer.

He said that the time for price stabilization is now before permanent harm is done to the industry.

Another and probably the most serious of the problems facing the industry is the slow but sure disappearance of the demarkation lines between rackers and distributors.

This latter problem began rearing its head early in the days of the racks. Some of the smarter old-line distributors envisioned that the rack would eventually develop into the mouse that roared, and became rack jobbers, while the rackers, growing in status and power, began challenging at the bit for distributorship status.

When the latter situation began developing, many of the manufacturers began developing a hard-line attitude and refused to give a distributorship to the rack jobber. Un做大, and affluent enough to take the bull by its horns, they in turn began buying out smaller distributors.

Today, the lines between the two are no longer clearly defined, and, although an uneasy calm exists over the industry, yet everyone readily admits that the situation is explosive.

Meanwhile, the market continues to move with the beginning of a trend to budget tape. Those acceptable to Mont of Fine Tone, is catching up in drug and food stores.

The new Ampex revolving display unit is also beginning to move. But Mont sees Play-tape and reel-to-reel configurations as dying items, and said a cassette and 8-track are the two current best sellers on the market.

Is this Kraco Kassette an auto stereo, dictating machine or tape recorder?

Yes.

...and you better believe it! Having fabulous stereo sound in an automobile is now a selling point. Having a unit that can be used for both tuning and dictating is another selling feature. Now, when you consider that this Kraco Model K-2999 is the finest cassette auto stereo that accepts the cartridge in the center of the unit, well, you've got something really unique.

How many business men who once had to have a unit like this to make notes or record while they drive the highway and still be able to listen to their favorite music?

Kraco also has attractively designed display units, all right, that are available to dealers on a special low-cost basis. This is the kind you know how the market is out there, so, write or phone us for more information on this new competitively priced, easy to demonstrate and sell Kraco Kassette Auto Stereo system.

Tape CARtridge

KRACO PRODUCTS INC.
3811 N. Van Buren St.
Compton, California 90224
Phone (213) 274-3963

September 6, 1969, Billboard
Burton Unit ‘Together’

NEW YORK — The Gary Burton Quartet opened its stint at the Village Vanguard on Aug. 19 with a selection of music from Antonio Carlos Jobim to his own creations which brought raves from the small audience.

The Atlantic Records artists are the latest cohesive, coherent young jazz groups. Their work ranges from lively, rarely sounding to moody, contemplative tunes.

Unique arrangement by Burton, the band leader and vibraphone player, gives each member of the quartet an opportunity to express himself. The result is a harmonious cohesion, which at the same time spotlights the talents of each man.

The repertoire spanned the pages of jazz music from the fast-moving pulsating, “Walter L.” to the dreamy, nostalgic “On the Third Day” and gave the group an opportunity to show its dexterity as musicians and improvisers.

Jazz experiences like the Gary Burton Quartet are growing less and less frequent. No jazz enthusing should miss it.

Nelson in a New Groove—And Scores With an Oldie

NEW YORK — Rick Nelson joined the string of early rock performers seeking to change their images through an engagement at the Bitter End, when he opened there on Aug. 22.

But, although his new material included two Bob Dylan tunes that went over well, it was in the older rock that “I Don’t Know Why, You Say” that he scored his biggest success.

A much-maligned performer, he has a strong asset in his good voice quality, which he used to best advantage in his latest Deca single, Bob Dylan’s “She Belongs to You.” Dylan’s

10 Concerts on L.A. Jazz Fare

LOS ANGELES — Ten concerts will comprise the Pilgrim Theater’s Fall Jazz Festival, spread over Sundays from September to November.

The series of free jazz concerts began last spring at the outdoor theater set on the highway from the Hollywood Bowl; sponsored jointly by Musicians Union, Local 47, and the County Dept. of Parks and Recreation.

The fall schedule, as arranged by coordinator Tony Ferrara, includes: Stan Kenton, Sunday (7); Shelly Manne and His Men, Sept. 18; Mike Barone orchestra, Sept. 21; D’Vaugh Pennington Quartet and Kelly Greene Ensemble, Sept. 28; Vi Reiki Quartet, Oct. 5; Gerald Wilson Band, Oct. 12; Matty Matlock, Oct. 19; Tommy Vige orchestra, Oct. 26; Dave Mackay Concert and Award Plummer and His Comic Brotherhood, and Pete and Cindi Candoll and a battle of trumpets, Nov. 9.
Talent

King of the Blues Courts Fans

NEW YORK—The Pavilion, which has become a most popular New York summer place to listen to rock, presented another well balanced and successful show to a capacity crowd on Aug. 23. The enthusiastic gathering listened to music from Poco, Albert King and the Chambers Brothers.

King, Stax artist, is a blues great who has gained a tremendous underground following in the last few years. A huge man, he presided over the several thousand fans with authority and music, exuding the feeling of a grinning daddy, seeing his children for the first time. Half of King’s show is the talk with which he precedes his songs. Besides amusing with his folksy humor, he builds an affectionate kind of suspense, playfully dangling his music before the eager throng before he gives it to them. Instructing them to dance or clap their hands “if the spirit grabs you,” he subdued the formed guitar with solitary force living up to the title of one of his LP’s, “Live Wit-Blues Power.”

As a guitarist, he is virtually without peer. Concentrating on sound rather than speed, his musical and vocal style are the roots which have influenced many of the top English blues musicians. King has been doing this show for years but his performance always seems fresh.

He does the definitive versions of blues standards like “Crosscut Saw,” “Kansas City” and “Pretty Woman,” adding something new in music if not in words every time. “Born Under a Bad Sign,” King has finally received well deserved acclaim. His genius is not only for music but for his universal ability to communicate, making him a diverse and unusually magnificent performer.

Epic’s Poco played two short sets and proved that having members who are good musicians does not ensure a good group. About half of the group are former Buffalo Springfields but their sound is the now familiar Southern California country-rock.

Performing material from their album “Pickin’ Up the Pieces,” they failed to establish any real identity, sounding more like a catalog of country-rock than an exponent of it. This is especially true in their country numbers, which bears, by the way, very little relationship to genuine country music.

Their rock material is much less self-conscious and more authentic and enjoyable. It seems as if country, like blues a few years ago, is destined to become a mannerism in many groups who cannot handle it and choose to try due to their allegiance to musical trends. The unassuming Chambers Brothers were the reason for most of the audience and, as always, they earned their pay. Able to excite the crowd with an evil grin, the self-styled psychedelic soul group presented their glamorous image of bad guys making good. They never desert the audience and their image is an even stronger attraction than their music. Their music is still in fine shape, though. Despite attempts to encompass songs like “To Love Somebody,” that don’t work, and little new material, their catalog is of genuine and simple entertainment for the most demanding ears. They did “Time,” of course, and “Can’t Turn You Loose,” and some nameless screeching soulsters which took the set well into the morning. They are still among the most popular, an asset and consistent performing acts.

DANIEL GOLDBERG

Signings

Stanley Turrentine signed with Canyon Records, who plan an album for the jazz saxophonist. Barbara Randolf to LHI Records, Doug Korthaus, Caison Fiddler, joined Warner Bros./Seven Arts, where a September album is planned. Otis Matthew to Epic Records, Prince Albert and the Cars, formerly as Pure Funk, signed with Philips. Advancement to Mercury Record Corp, with a label designation to be determined. Al Cappa signed with Pendulum Productions to arrange Jerry Naylor’s upcoming Columbia singles. Eddie Berum, singer-writer, also joined Pendulum. Portable People in Demo Productions. Carl Hayre and Alicia Maglani, Peruvian husband and wife writing team, signed with Peer International Corp. They record for Varrey in Peru. Longbranch and Ponywhistle to Amos, where their first single “Júbilo Amor” was produced by Tom Thacker. Chauires signed with Reprise, where Jim Hilton will handle productions, including “City Boy,” the (Continued on page 33)

GOOD MUSIC RADIO
WBAL BALTIMORE IS PLAYING
‘FIFTY STARS’
(GENERATION CC 131 A)
NEW YORK UNIVERSITY CHORUS & CHOIR ARE YOU?
NOTABLE MUSIC CO., INC.
161 WEST 54th ST.
NEW YORK, N.Y. 10019
Say You Saw It in Billboard

People Are Warming Up To

“Kool and the Gang”
DE-LITE 519

P.S. We are De-liked to have another hot number. De-Lite #517 “SUSAN” by the MAUROKS
Hare Krishna Mantra

Radha Krishna Temple (London)

Produced by George Harrison
Dundall, artist, Miss Houston to sing in a forthcoming series like "Live and Let Live" by composer Jimmy Webb, and her new record "Going to the Moon." Hines, Hines and Dad bring to San Francisco's old vaudeville days. There is a reason for passing everything from tap.

FINISH (Continued on page 33)

Three Dog Night Makes It Day for Standing Ovations

DALLAS—Three Dog Night received a standing ovation at Memorial Auditorium on August 24 in their first appearance in the city. The band, Cory Wells and Danny Hutton were outstanding. The encore was obviously pleased—and more than fully satisfied. The Three Dog Night's full program devoted to performing songs from their last three albums, "P蓓" "Alight?" "El's Comin'" "That's a Lotta Love," "Celebration," "Spill Fever," and "The Loner." And arrangements for some songs were extended renditions, their original arrangements producing such a high level of energy that the songs sound all their own and never dull or boring.

The group's casual, impromptu stage manner and compelling, soulful styling would have won even the most skeptical and hesitant. Three Dog Night—fully harmonized vocal trio backed by a musical curiosity, the exceptionalists who know without a doubt what they're doing—proven itself a tight unit of spontaneity.

MARGIE PETTIT

Drexler's Scrapbook

BY DAVE DEXTER JR.

HOLLYWOOD—After more than 40 years of making records, Fred Drexler completed a series of recitals through four decades and racked up 200 miles. "The tunes I did in the past," says the old Groaner, now 65, "are the same with eight bars of melody, followed by a repeat eight bars, then a reminder to the original eight-bar melody with a high ending. "But there's no characteristic number of bars in the stuff they write these days. Maybe open four bars of melody and then six bars of a different melody, then 12 bars of something else again and close with nine and half measures in a different key. It's intricate, all right. Unless you learn it when you're very young, it's probably hard to pick up.

Crosby isn't complaining. He says that this is one of the world's foremost composers of pop music, Rudolf Frei, who will be 90 next December and who practices four hours daily at 8 a.m. His home atop a mountain that overlooks the Pacific ocean just west of Hollywood. Fred says welded together a pop music group, he told Jim Walter last week. "The band forms of this band, the 'DOLLS,' by Dan Mike and Richi Ezo, formerly of Bay Ridge, are producing the yellow rock band in San Francisco with "So Hot, Baby."... Solid State Records is producing a West Coast trip for meeting beer Hamilton and Pure Cane Management, on a fall col....

Merkury's Buddy Miles Express has been held over at Los Angeles. The band's group performed Fred Friday (29); Push N' Pull Saturday (30) and Anchorage, Alaska (31). They appear at the Vancouver Pop Festival the following week. Bob Thackeray, director of the famous recording, recorded Arlo Guthrie at the latter's sold-out concert last month at the Music Hall, HYANNIS, Mass. The material will be on the band's next Warner Bros. 7 Arts album.


(GENERATION CC-101 A)

NEW YORK UNIVERSITY: CHOOSE YOUR AREAS?

NOTABLE MUSIC CO., INC.

(161 W. 54th St.
NEW YORK, N.Y. 10019
Would $1,000 give you more time to get it together?

Fine.

Here's the story.

Allen Organ Company (of big electronic church organ fame) is having a contest. It's called the "Carousel Brass Ring" contest. And if you have your organ, it could win you $1,000. Or $500. Or $250. Plus the chance to get all sorts of nifty publicity and exposure as a performing Carousel artist.

The whole idea is to build around Allen's new Carousel keyboard instrument. (We didn't say "piano" or "organ"; there's a reason.) But we're not here to hype the Carousel, because in order to win you'll have to find one—at your local Allen dealer—and use it to make a six-minute tape of you playing. So if you're going to enter, you'll find out about the new Allen Carousel by playing it. Which is really the only way.

But to be honest, it's going to cost you something.

Time; and the $6 stamp it'll take us to write you for full details and rules on the "Carousel Brass Ring" contest.

That is, if you'd like it to cost you $1,000.

The Carousel Brass Ring Contest

Allen Organ Company, Macungie, Pa. 18062

THE CAROUSEL BRASS RING CONTEST


talent KNUS (the local underground outlet under its regular air name, Weaver... Mike Marshall, the 7 p.m.-midnight man at WFAA, is leaving for Houston where he begins Monday (1) hosting the 4-7 p.m. show at KFKR.... Terry Wood, WFAA's all-night man, has taken a position with the news department of KLKB-TV in Lubbock.

Margaret Pettypage

Houston, 4.1 sows

• Continued from page 34

Swing dancing, to swing to comedy. Their show is fast-paced and tightly knitted, and stretches over a repertoire which spans old standards like "I Won't Dance," and "Singing in the Rain," and current chart-rising pop numbers like "Michelle," "Della," and "Ochobah." The trio, two sons and their father, is essentially a visual act and has done a number of television appearances in addition to nightclub performances. They are available on Columbia Records.
The MGM record family wishes to thank its friends in the industry for their thoughtful expressions of sympathy and condolence.
...and to announce that the lion is very much alive and roaring.
With a powerful catalog of stars. Stalking new talent and fresh ideas.
DETOIT — Artie Fields Productions, one of the nation's leading producers of commercials, has launched a custom service for clients to provide them with specifically the announcers and talent they desire on commercials. Fields, an orchestra leader who drifted slowly into the commercials field, has been held responsible for many of the award-winning commercials for Chevrolet, will now provide all clients with a client's reel featuring 23 of the nation's leading announcers and commercials performers. The radio or television advertising agency can select one of these, send copy to Fields, and promptly receive the finished production.

There is a wealth of talent available in Detroit, but the firm also has on tap such names in the commercials field as Bob Morris, the country music talent of the year, and Herman, Marlene Ver Plank, and Don Shelton, formerly of the Hi-Lou.

The new service is directed toward radio commercials or on-the-spot commercials are just not available in Detroit.

One thing that Fields has available is the world's largest storehouse of talent, and many of the Motown Records artists have devoted their talents to his commercials. And soul music grows in importance in the field of commercials. When Fields did commercials in the past for such road runners, for example, the results were so great that the automotive manufacturer had to expand production far beyond the figures originally intended for the car.

Today, in the commercials world, owners of music agencies are becoming aware that broadcasting is segmented, Fields said. "Clients don't want to keep on allocation of their segments to their stations. They want a product that is 100 percent the type of station they want."

On the one hand, Fields has shown that the type of station client can be identified. If you put a soft commercial on a rock station, you can offend those people who like hard rock music. Whereas, a soul-oriented commercial can be played on both soul music stations and rock stations. But rock or soul-oriented commercials might not be appropriate for music stations. The smart commercial producers are choosing their programming at the station. By the way, you can still offend a soul audience by playing a commercial that's too white on a soul station," Fields said.

Can't Ignore Soul

Fields constantly represents the argument to advertising agencies that they cannot afford to ignore radio commercials. As they launch an advertising campaign. "And, of course, you can make a lot of changes in your presentations, too, with that same type of commercial."

Fields, of course, does not limit himself to any one type of commercial. As a matter of fact, he has played commercials over the years to about 20 people. The bulk of his business is in commercials for networks or large regional accounts. For example, he wrote the music for all the Hyde Gorme commercials for Plymouth through Young & Rubicam agency. "I got in with the agency and helped negotiate the contract," said Fields, Gorme's agent, Ken Greengrass. 

IBS Parley to Be Held April 3-5

CHICAGO — The 31st national convention of the Intercollegiate Broadcasting System will be held April 3-5 at the LaSalle Hotel, according to Robert A. Leather, president, chairman of operations of the IBS. Once again, the meeting of college student broadcasters will be held concurrent with the annual convention of the National Association of Broadcasters.

WHBI-FM Show

NEW YORK — WHBI-FM will feature a variety music show from the Golden night club in downtown New York. The show will be hosted by Don Julio and will feature singer, songwriter Bobby Brown. The show's opening night was Monday (8).

Selling Sounds

What's doing among the major music houses. Items should be sent to Charlene St. Croix, Billboard, 165 W. 46th St., New York, N.Y. 10036.

WEEK OF 31-4 AUG-SEPT.

MBA MUSIC, New York—MU 8-8247

(Richie Simon reporting)

- Chevrolet 1970, agency was Campbell-Ewald, the producer was Nick Coloff, arrangers were J. E. Johnson and Tom Newman, it was recorded at National, 739 5th Ave., Studio A, it was a TV spot.

- Gillette, agency was Doyle, Dane & Bernbach, the producer was Claire Baren, arranger was J. S. Johnson, it was recorded at MBA Studios, it was a radio spot.

CHARLES H. STERN AGENCY, INC., California—273-6980

(Charles H. Stern reporting)

- PERRY Botkin Jr. selected by Getzel/Walshen Productions to provide 60-second and 30-second arrangements for Pan-Am featuring The Lemonmen. Tracks were recorded at TOT in Hollywood with Jack Hunt the recording engineer.

- PERRY Botkin Jr. produced and arranged new campaign for Mr. Clean. It was recorded at TOT in Hollywood.

- PERRY Botkin Jr., together with lyricist Barry DeVernce, created new commercials for Mattel Toys, recorded at TOT in Hollywood.

LARINA MUSIC, New York—RE 7-9071

(David Pochina reporting)

- MacLean's Toothpaste for Kenney & Eckhard. Jim Miller was the agency producer. It was written and arranged by Larry Goodman and recorded at National Studios, fellow Singers were Jim Thomas, Conny Stowe, Thomas R. Picone, Robert Rapini. It was a TV and radio spot.

BOB SILBER ENTERPRISES, INC., New York—628-8152

(Bob Silber, president, reporting)

- Boney's for Griswold-Edelhahn. Free 60 radio spots for back to school clothing. Original Music, arrangements and original material provided by Bob Silber, Co-produced in conjunction Steve Kedas and Michael C. Lipman. Recorded at National, 735 Fifth Ave.

BERNIE SABER PRODUCTIONS, Chicago—312-346-5952

(Sabreberner Saber reporting)

- Green Giant, Two TV spots, titles were "Gourmet Cafe," and "MR. Fix It," agency was Leo Burnett Co. It was recorded at Universal.

- Savitu, a new agency was McKeown, John, & Adams, there were two TV spots recorded of Eight Track Studios.

GRANT & MURTAGH, New York—581-4000

(Pat Geisinger, administrative assistant, reporting)

- Volkswagen, the agency was Doyle, Dane & Bernbach, the producer was Al Meyers, it was a TV spot, recorded at Media Sound.

- Hires "Whistle Man," the agency was Janine Marple, it was a TV spot recorded at Fine Recording.

ARIE FIELDS PRODUCTIONS, Detroit—313-873-8900

(Jeff Parsons reporting)

- Dodge 1970 Dealer, "Dodge March," agency was B.B.D.O., singers were Dan Shelden, Tom Asplane and Marshall GIB, it was a radio spot.

- Admiral TV, Commercial, agency producer was Jim Hicks, singer was Judy Lawley, it was as a TV spot.

- G.O.M., TITLE "Your Tea Thousand," it was a radio and TV spot, it was music only.

SHEILA SONE, left, representative for Kelly Nason Inc. in New York, supervises a recording session with artist Sheila MacRae in the WFAA recording studio, Dallas, Clarence Brayer, WFAA recording manager, guides the session—radio programs for ABC radio sponsored by Griffin Shoe Polish. Nason is the agency for Griffin. Miss MacRae was performing at the Fairmont's Venetian Room, Dallas.

SEPTEMBER 6, 1969, BILLBOARD

Commercials

Fields Productions Offers Client
An On-The-Spot Custom Service

By CLAUDE HALL

BLORE OPENS IN BRUSSELS

HOLLYWOOD — Chuck Blore Creative Services, producers of radio commercials, has opened an office in Brussels, Belgium, reports President Millard "Mick" S. Hoven of St. Louis, an agency affiliated with International Commercials, Inc. The new office is managed by Richard S. Mulford. Commercials produced for advertisers overseas will take two forms. Commercials will be written in English or French, or commercials will be created in one or more foreign languages, depending on the agencies in the markets in which the advertiser clients have distribution and advertising campaigns.

Merc's Drusky Does Chow Spot

CHICAGO — Mercury Records has used欧式, has finished the first of a series of television commercials for the new Chow and Purina Puppy Chow Spot. The one-minute color spots will be broadcast on Chicago television stations during the Purina-sponsored "That Good Ole Chicago Music Show" and will be shot on location at the artist's home in Madison, Tenn. The account is handled by Garten Advertising Co., St. Louis.

38
CHICAGO, APRIL 24TH: SEVEN OF THE GREAT LIVING BLUES MUSICIANS WALKED ON STAGE TOGETHER.

FATHERS AND SONS

APRIL 24TH FOR SALE.

Also Included: (from our studio) April 21, 22, 23.
Radio-TV programming

WASHINGTON—WASH-FM Banking on Gallaher To Capture the Morning Crowd

By CLAUDE HALL

WASHINGTON—WASH-FM has set out to make one of the handicaps of FM radio a thing of the past—the lack of a major audience in the morning hours. Notably, FM in most major markets is weak in audience ratings during the morning, picking up some as the afternoon draws on. The prime FM time, is usually, in the evening.

But William Dalton, general manager and vice-president of WASH-FM, figured out what might be the perfect answer and that's Ed Gallaher. Gallaher is a byword in Washington radio, having started with WTOP in 1946 as host of their "MORNING Sundial" program. He stayed in Washington for ten years, hosting a talk format and its current news format. Now, with WASH-FM, he'll be going back to music. Dalton said that the easy listening music, morning format, is "a good thing for radio and competition with AM radio in Washington." Gallaher is said to have large following. It is this audience that he'll be bringing to WASH-FM as well as creating new listeners.

WASH-FM programs an up-tempo middle-of-the-road sound. Records are up-tempo and bright but not hard. Jerry Vale and Al Martino get played, but only their best records, as do the Temptations, Engelbert Humperdinck and Sam & Dave. About 50 percent of the music played on WASH-FM is from singles.

Stereo Singles

Between the same number of the singles now coming out in stereo, Dalton said. A year ago, only 25 percent were stereo. In a given week, WASH-FM will play about 50 singles and the staff is aiming for, but not too well selected LP cuts both old and new. The programming aim is toward 20-40 year-old adults.

The lineup at WASH-FM will be: Gallaher 6-10 a.m., Jerry Clark 10 a.m.-1 p.m., program director Mike Collins 1-4 p.m., Jay Morrill 4-8 p.m., and Bill Cerri 8 p.m.-1 a.m. At present, the station signs off at 1 a.m., but will soon be going 24-hours a day.

Gallaher will provide the same type of services on WASH-FM that people are used to getting on AM radio. The reason, Dalton said, is that "you normally cannot build an audience on a radio station by shooting for the morning audience like an AM station. You have to aim for an early evening audience and spread both directions from that point. But Gallaher will create an audience on FM here that never existed before. I'm convinced of it."

The station is highly involved in all types of promotions, such as cash calls and community bulletin boards and civic projects. Not renting there, Dalton also has a drive on to put more FM radios into cars at the market place. Between September and November, the station is offering a $10 advertising allowance to all auto dealers for each FM radio they put into a new car. They have to match the $10 in cash in order to use it.

Dalton took over as manager of WASH-FM in July 1968. Before that, he worked with WEZ in Chester, Pa., a country music station.

NATRA Elects Dixon As Its New President

WASHINGTON—The National Association of Radio and Television Announcers (NATRA) has elected Alvin (Dickey Don) Dixon of Montgomery as its new president. Dixon succeeds E. Rodney Jones.

In his installation address at the Hilton Hotel, Washington, Dixon told his audience that the emphasis this time ontop of the schedule. He said: "I could stand here all afternoon and deliver 1 million words in a thousand sentences, but without production they would be nothing. It's a hard thing to do, and I'm sure you know that. Without your help I would be nothing; but with your moral, financial and physical support, I am sure that in the next two years we'll see the greatest NATRA."

Other members elected along with Dixon were first vice-president Ken Knight, vice-president George L. McCandless, secretary-treasurer Fred S. Bennett, and Cyril Haines of Los Angeles, appointed to the board of directors.

Coverage to Bow Knight Show into Syndication

JACKSONVILLE, Fla. — Coverage Inc., a firm headed by Ken Knight, will launch "The Ken Knight Show" into national syndication in the next few weeks. The half-hour color videotape show, that has been a standard each Sunday at 9:30 a.m. on WIXT-TV since December 1961. The music featured is basically gospel or religious in nature, although the list of artists who've appeared on the show in years past range from Jackie Wilson, Lou Rawls, and Lionel Hampton to Mahalia Jackson and Ella Fitzgerald. Knight also presents personalities from sports, business, and education.

Knight, a veteran radio personality, is also vice-president of WRHC, a self-sustained station in Jacksonville. He began his radio career in 1947 after finishing college on WROD in Daytona Beach, later, he worked at WERD in Atlanta, as program director and assistant manager. He joined WRHC in 1952. Active in many civic and business organizations, Knight was also one of the pioneers in helping establish the National Association of Television and Radio Announcers for soul and radio announcers.

WTPR-FM To Hip Rock

PORTLAND, Me. — WTPR-FM has launched a progressive rock format, reports operations manager Robert Carson. The station formerly simulcast the country music programming of WPOR.

Carson said the new programming features folk, rock, blues and jazz from 7-11 p.m. and "already the response has been phenomenal, with calls and letters coming from all over the southern half of the state." Personalities on the FM station include Tom Elliman, Mitch O'Brien, Al Diamond, and weekenders Bob Willett and Ann Zaza. The air check of the new programming, Carson said, is that broadcasting seemed a "waste of facilities."

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

A CROWD OF 16,000 is on hand this year to celebrate the birthday of WAYS in Charlotte—a live show presented at the coliseum. Discussing the show backstage are, from left, Dean Barry, Walter M. McDonald, and Jack Kiefer. Three other radio stations—the first—and Mike Clinton of Liberty Records. Ten acts performed on the show.

SEPTEMBER 6, 1969, BILLBOARD
NEW VOCAL TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

JAMES BROWN—WORLD (Part 1)
(Prod. James Brown, (Writer: Brown)—Brown follows up his current chart
rider "Lowdown Popcorn" with one of his finest productions to date.
Powerful, soulful performance and exceptional material make this a con-
tender for the very top of the charts. Flip: "World (Part II)." King 6258

JAMES BROWN WORLD
(PART I and II)

RED HOT SIZZLING SINGLES

★ Marva Whitney • "THINGS GOT TO GET BETTER"
KING #6249

★ James Brown • "LOWDOWN POPCORN"
KING #6250

★ Vickie Anderson • "ANSWER TO MOTHER POPCORN"
KING #6251

★ Hank Ballard • "BUTTER YOUR POPCORN"
KING #6244

★ Bill Doggett • "HONKY TONK POPCORN"
KING #6239

STARDAY*KING
recording and publishing companies inc.
P.O. Box 8186
3517 Dickerson Road, Nashville, Tennessee 37207 6150 229-2575

POSITIONS OPEN

"URGENT"

We have immediate openings for

- Mini-Mr. West for

Announcers

(AA) - 1st & 2nd Ticket

P. D.'s

News Men

Sales & Comps

Send tape & resume immediately to

UNION COMP, INC.

Wheatridge, Colorado 80233

A Media Employment Agency

NEEDED SUMMER

Positions with local AM

& FM radio TV stations

VARIETY ATTRACTIONS, INC.

P.O. Box 5748

Alma, Ohio

Note to all applicants: If you're interested in the variety attractions industry, please contact the appropriate office for more information.

Supervisor Salaries: sell

with our company's lovely
to see the radio station's

We need an experienced announcer

and personality who is interested in

a "show biz" type of atmosphere.

Please send resume and rates.

We offer a great place to work and

a good opportunity for growth.

If you're interested, please contact

us as soon as possible.

We are currently looking for

someone to join our team.

If you are interested, please apply

as soon as possible.

Our station is looking for

a dynamic personality with

a positive outlook on life.

If you're interested, please apply

as soon as possible.

We are currently seeking

a host for our morning show.

If you're interested, please apply

as soon as possible.

We are currently looking for

an experienced broadcast

person to join our team.

If you're interested, please apply

as soon as possible.

Our station is currently seeking

a new host for our morning show.

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Radio-TV Programming

Programming Aids

Programming guidelines for key, programming radio stations, including key, left field picks, biggest happenings, and biggest left field happenings.

HOT 100

Wheeeung, Del. (WNAS)  
Jay Brown, Warner, B.De.  
BP: "We Gotta All Cut Together," John Coltrane  
RT: "I'm Just a Lucky Guy," Muddy Waters  
LFB: "Cool," Shirley Horn

Albany, N. Y. (WSRU)  
Jan Rosen, Music Director  
BP: "This Is Viscount," Muddy Waters  
RT: "Lightnin' Up," Roy Orbison  
LFB: "Next Time," Brian Wilson

Bakken, L. N. Y. (WBBA)  
Mike Jeffries, Music Director  
BP: "I'm Gonna Be," John Coltrane  
RT: "Lightnin' Up," Roy Orbison  
LFB: "Next Time," Brian Wilson

Rhythm and Blues

Columbus, Ga. (WORS)  
Erene M. White  
BP: "Who's Little Man?"  
RT: "You're Mine," Little Richard  
LFB: "Can't You See," The Platters

Atlanta, Ga. (WGC)  
Chris Farren, Music Librarian  
BP: "I'm Coming," Bobby Darin  
RT: "Let Me Be," Barbra Streisand  
LFB: "I've Got You," Sarah Vaughan

 audiobooks

EASY LISTENING

San Francisco, Calif. (KFOG)  
Ward, Calif.  
BP: "If It's Love," Bob Dylan  
RT: "I Can't Help Myself," Four Tops  
LFB: "Ain't No Mountain High Enough," Marvin Gaye

A Country

Ashland, Ky. (WTCI)  
RT: "It's Love," Bob Dylan  
BP: "I'm Coming," Bobby Darin  
LFB: "I've Got You," Sarah Vaughan

COUNTRY

COLUMBUS, OH. (WOR)  
Erene M. White  
BP: "Who's Little Man?"  
RT: "You're Mine," Little Richard  
LFB: "Can't You See," The Platters

Radio City, Kan. (EDON)  
Ted Coe-Mills, Program Director  
BP: "This Is Viscount," Muddy Waters  
RT: "I'm Just a Lucky Guy," Muddy Waters  
LFB: "Next Time," Brian Wilson

Phoenix, Ariz. (KU)  
Rick Miller, Program Director  
BP: "I'm Your Girl," The Osmonds  
RT: "Little Dish," The Osmonds  
LFB: "Me and My Boyfriend," The Osmonds

University Park, Pa. (WHRP)  
Colin Gray, Program Director  
BP: "We Gotta All Cut Together," John Coltrane  
RT: "I'm Just a Lucky Guy," Muddy Waters  
LFB: "Next Time," Brian Wilson

OTHER PICKS

HOT 100 - Radio City, Kan.  
BP: "I'm Your Girl," The Osmonds  
RT: "Little Dish," The Osmonds  
LFB: "Me and My Boyfriend," The Osmonds

HOT 100 - WOR, New York  
BP: "I'm Coming," Bobby Darin  
RT: "I Can't Help Myself," Four Tops  
LFB: "Ain't No Mountain High Enough," Marvin Gaye

WMCA trying to compete against WABC here in New York, that's what I'd say. I'd give it some screening, some babies, and I'd play some of the record companies would have to start getting out more screening, screening records and the record companies would have to buy them at the record stores, and screening and scouring once again.

Dick Hogan from KSBI in Janesville, N.J., is doing the same thing. He's from Cedar Rapids, Iowa plus... CTLP Edwards in Birmingham, is new program director of WITB in Winston- Salem, N.C., and the Blue Grass goes like this: Dusty Dunn, previously of the White House, has joined the Buddy Latham, previously of station WJCL, El Paso, Texas.

WANF, Richmond. In order to buy them all, you may have to be the record companies themselves. There's only a fraction of this.

Wayn, Washington, D.C., has been elected executive vice- president and general manager of the National Broad- casting and Associated Press of the National Association of Broadcasters. The president of the National Television Advertisers' Club, he's president of the National Association of Broadcasters. He's a member of the board of directors of the National Association of Broadcasters. He's a member of the board of directors of the National Association of Broadcasters. He's a member of the board of directors of the National Association of Broadcasters. He's a member of the board of directors of the National Association of Broadcasters.

HOST LEN MINK DUETS WITH OLIVER, right, on "The Len Mink Show" on WOR, New York.

The WOR, New York, recording artist has been touring TV bandstand shows, promoting his new single from his current LP, "Jean."
NATRA Elects Dixon
• Continued from page 40

dent, Eddie Holland; second vice- president, William (Boy) Brown; third vice-president, Irvin Hes- keth; recording secretary, Lou Times; sergeant at arms, Joe B. Martin and chaplain, Irene Johnson.

The board of directors includ- ed Kae Williams, Novella Smith, Robert Thomas, Paul White, Bill Summers, Jack Holmes, Hal Atkins, Kitty Brody and G. C. White. Bee Elmore and Maurice Holbert were also ap- pointed to executive positions.

PHILADELPHIA—The first of a new chain of discount tape centers featuring a self-service merchandising policy opened in suburban Ardmore.

The tape outlet, Sound Track, is owned by Albert Melnick, who also is president of A.L. Distributors, a record distribu- torship. Sam Balaity is vice- president of the retail chain.

Sound Track will stock 5,000 titles in all tape configurations, including blank cassettes. The outlet also will offer players and hi-fi components.

He has time to kill

Caught up in an aimless existence which offers few chances for fun, many boys turn to a life of crime. Your United Way gift can help steer them right by providing counseling service, recreational opportunities and a sense of purpose. Please give them time to grow instead of to kill.

Your company gift, plus a payroll plan, works many wonders

THE UNITED WAY

• 28.4 million families benefit from child care, family service, youth guidance, health programs, disaster relief and services for the Armed Forces through 31,500 United Way agencies.

SEPTEMBER 6, 1969, BILLBOARD
Dionne Warwick
the essence of soul.

"Soulful" is one of America's
top selling R&B LP's.

And this is THE single
out of the LP.
You made it happen!

"You've Lost
that Lovin'
Feeling."
SCE 12262

A Bacharach/David production
produced by Dionne Warwick
and Chips Momam.

Available on 8 track and cassette.
SOUL SLICES: Pop-soul, the slick of funky soul, has set back the black music culture to the 1940s. To grab the biggest pop dollar via the spillover of soul into pop, rhythm and blues has whetted and daguerroted its service to servitude. Jazz, which has benefited the least from the pop-soul fracas, on the charts alone has gained a bigger radio audience, is once again faced with the task of preserving the integrity of black music, as the romance of soul music with the “Hot 100” has blunted its authenticity. Soul labels and disc jockeys are keeping the genre’s recording and running bands alive. Southern soul and jazz interpretations, to maintain a policy of relevance and rapport with the black radio community, and to keep a native music before its native public. The soul charts, which are the proving ground of soul music, bidding for pop play, reflect this complete absorption of soul into pop. On the charts are Gladys Knight singing “Nitty Gritty,” the “Dells” everpresent James Brown. Aiding the return is the presence of many of the same labels, that brought soul to pop, to soul: Brown, Gladys Knight, Impressions, Stevie Wonder, Junior Walker, Dells, Temptations, Smokey & the Miracles, Jerry Butler, Brook Benton, David Ruffin and, belatedly, Otis Redding. So after a return to “race music” (with pride), soul music has again bucked the specialist field to go pop. Nevertheless, the specialty field must be preserved like valuables in a safe deposit box. Meanwhile, make way for rock ’n roll.

TID-BIT: Specialty Records, the old blues line, is back in business under general manager Mike Akoepet. The label will issue unreleased titles by Little Richard, Larry Williams and Sam Cooke, who should enjoy a musical revival of Otis Redding proportions. A single by the Cookies, “Last Mile of the War,” will also be released. A collector’s series, featuring “This Is How It All Began,” a roots of soul spotlight, “Down Wop,” a soul-pop spotlight, and “ Ain’t That Good News,” a gospel spotlight—will highlight the heritage of rock ’n roll. Other albums will feature a never-released pairing up Sam Cooke with the Soul Stirrers. Skye Records will record Ruth Brown. Z. Z. Hill has signed with Arista, and the single preview of his new album “(Home Just Ain’t a Home Anymore)” will be released. Brook Benton will tape the “Dawn Frost Show” on WNEW-TV here Thursday (4).

Joe Simon, with his stirring air, and introduced organist Billy Preston on the “Jelly Bishop Show” last week. Marching in the parade, a new TV show, “Louis Gossett Jr. and the Charly Sisters” will be a new program starring the famous black girl in a role that the star is to play in the film. The film, with a message of love, is to be released this fall. Melba Moore, the soul singer in a number parodying the Supremes in “Hair,” has become the first black girl to play the female lead in a major film. A six-episode “Get Off My Back Woman” b/w “I Want You So Bad.” His latest album, “Live and Well,” is the one that broke the industry of soul. Mike Ross, the head of the Soul Sirens, has added a new act to the Sirens, a group called the Blackberries.

SOUL BEST NEW RECORD OF THE WEEK

"SAN FRANCISCO IS A LONELY TOWN"
JOE SIMON
(Sound Stage)
THE ULTIMATE TRUTH
IKE & TINA TURNER
RIVER DEEP ~ MOUNTAIN HIGH
PRODUCED BY PHIL SPECTOR
THE FIRST U.S. RELEASE OF ENGLAND'S CLASSIC BEST-SELLER
A&M/SP 4178
### BEST SELLING Soul LP's

<table>
<thead>
<tr>
<th>#</th>
<th>Title, Artist, Label, No. &amp; Peh.</th>
<th>Work on Chart</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>HOT BUTTERED SOUL, Lou Rawls, Enterprise #409 (3)</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>TEMPTATIONS SHOW, Temptations, GRT #132 (3)</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>STAND, Soul &amp; Family Stone, Epic BN 24956 (3)</td>
<td>19</td>
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<tr>
<td>4</td>
<td>TIME OUT FOR SMOKEY ROBINSON &amp; THE MIRACLES</td>
<td>6</td>
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<tr>
<td>5</td>
<td>MEMPHIS UNDERGROUND, Herbie Mann, Atlantic SD 2037 (3)</td>
<td>16</td>
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<tr>
<td>6</td>
<td>THE WAY IT WAS/WITH THE WAY IT IS, Lee Banks, Capitol #315 (3)</td>
<td>14</td>
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<tr>
<td>7</td>
<td>ARETHA'S GOLD, Aretha Franklin, Atlantic SD 2037 (3)</td>
<td>8</td>
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<tr>
<td>8</td>
<td>LOVE MAN, Bill Withers, ASV 289 (3)</td>
<td>7</td>
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<tr>
<td>9</td>
<td>AGE OF AQUARIUS, Fifth Dimension, Soul City S-C39999 (3)</td>
<td>14</td>
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<tr>
<td>10</td>
<td>CLOUD NINE, Temptations, GRT #132 (3)</td>
<td>26</td>
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<tr>
<td>11</td>
<td>I'M A NUTTER, Jimmy Brown, King #106 (3)</td>
<td>2</td>
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<tr>
<td>12</td>
<td>LIVE AND WELL, R. B. King, Broadway 4031 (3)</td>
<td>11</td>
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<tr>
<td>13</td>
<td>MY WHOLE WORLD ENDED, David Ruffin, Motown #405 (3)</td>
<td>13</td>
</tr>
<tr>
<td>14</td>
<td>M.P.D., Marvin Gaye, Tamla T 802 (3)</td>
<td>14</td>
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<tr>
<td>15</td>
<td>GRADY IN THE GROOVE, Friends of Distinction, RCA Victor LSP 4798 (3)</td>
<td>18</td>
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<tr>
<td>16</td>
<td>LOVE IS BLUE, Delta, Cedar LPS 1027 (3)</td>
<td>3</td>
</tr>
<tr>
<td>17</td>
<td>IT'S OUR THING, Ivory Brothers, Vee-Jay VJ 3061 (3)</td>
<td>20</td>
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<tr>
<td>18</td>
<td>BLOOD, SWEAT &amp; TEARS, Columbia CS 9720 (3)</td>
<td>20</td>
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<tr>
<td>19</td>
<td>FELICIANO/TO BE, Jose Feliciano, RCA Victor LSP 4185 (3)</td>
<td>8</td>
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<tr>
<td>20</td>
<td>COLOR HIM FATHER, Winstone, Motownette 1010 (3)</td>
<td>5</td>
</tr>
<tr>
<td>21</td>
<td>ICE MAN COMETH, Jerry Butler, Motown 64188 (3)</td>
<td>35</td>
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<tr>
<td>22</td>
<td>CHICKIN' KIND, Joe Simon, Small Stage 7 555 1006 (3)</td>
<td>13</td>
</tr>
<tr>
<td>23</td>
<td>GREATEST HITS, Delta, Cedar LSP 424 (3)</td>
<td>13</td>
</tr>
<tr>
<td>24</td>
<td>LET THE SUNSHINE IN, Diana Ross &amp; the Supremes, Motown ML 469 (3)</td>
<td>11</td>
</tr>
<tr>
<td>25</td>
<td>POPPYHAG, James Brown Band, King #50 1025 (3)</td>
<td>3</td>
</tr>
</tbody>
</table>

### THE FLIRTATIONS

THE FLIRTATIONS accept the Rhythm and Blues Association of Great Britain's award to Hi Records' Willie Mitchell as a top soul instrumentalist. Taking part in the ceremony on behalf of label mate Mitchell are, left to right, the Flirtations' Wanda Brillou, Ernestine Pearce and Shirley Pearce. Producer-songwriter Wayne Bickerton presents the award in London. The girls record on the London-distributed Deram label.
Music Operators Converging
Chicag0 — Although the Music Operators of America (MOA) is enjoying its greatest success as the national organization of jukebox operators, the unusually enthusiastic attendance for its convention is presenting some hardships. Commenting last week in the Sept. 27 issue, which will find most jukebox manufacturers without new models ready, MOA executive vice-president Fred Granger said, "I think our directors would move the show out of the Sherman House before accepting another early date like this." At the same time, he pointed out that advance registration is ahead of last year and the banquet is "sold out." He also commented on other controversial (Continued on page 50)

MOA Offers

W. Va. Assn Elects Broom
Charleston, W. Va. — Al Broom, partner in Broom & Anderson Amusement Co., Pineville, W. Va., was elected president of the West Virginia Music and Vending Assn. at its 15th annual convention here Aug. 21-23. Broom observed following his election that association projects of prime concern to him during his one-year term will be increased involvement of state association members in the Music Operators of America public relations campaign — particularly in the Senate. "It's the best public relations (Continued on page 52)

W. Va. Assn Elects Broom
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License Crackdown to Spark Reform
ST. LOUIS — A highly publicized crackdown on unlicensed vending machines is causing bulk vending operators here to consider proposing reforms to the city vending machine licensing ordinance. "We believe the city is going to make some changes in the ordinance that will mean a lot to us," said Earl Voechil, Central Distributors. "We are planning on making our vending machines more acceptable from a visual standpoint." Full-line vending operators operating large machines were also affected by the crackdown.

City License Collector Benjamin L. Goins began a campaign to assure compliance with the required display of a city licensing sticker on all vending machines when the licenses came due July 1. While only some of the better machines have been accepted by officials from the city's licensing office, others have been ticketed for confiscation. One of the most common machines on the market is the Fisher Body Division of Chevrolet-St. Louis. The General Motors Corp. was ticketed for confiscation under the provisions of the city's vending machine ordinance. (Continued on page 62)

Copyright Committee Studying Arbitration of Rate Disputes
Washington — From all indications, it looks as if the jukebox performance royalty of $8 per box and the simplified reporting worked out in the House-passed revision bill of 1967 will remain substantially the same in the Senate version. There may be some other very new aspects in the bill that could one day affect the jukebox performance royalty rate proposed in the revision. One new aspect is the Senate Copyright Subcommittee work on a mark-up of the revision bill under chairman Sen. John L. McClellan (D-Ark.). The committee is considering setting up an impartial arbitration board to review statutory rates periodically and settle disputes when parties want changes in statutory rates.

Rate battles are perennial, and have been a major factor in holding up the modernizing of the 1938 copyright law. Industries like music publishing and record (Continued on page 60)

Jukebox Firms In Patent Suit
The proper labels soon appeared on the vending machines. The labels, which were expected to be effective Sept. 26, spelled out the exact size of the machine and the price to be charged for playing a song. The labels also stated that the machine was licensed by the MOA and the St. Louis Music Operators Assn. (Continued on page 52)

Kama Meet
Montooth Tells MOA's Public Relations Plan
By BEVERLY BAUMER
Wichita, Kan. — "Money can't buy good public relations. You have to do it yourself at the grassroots level," said Les Montooth, national treasurer of Music Operators of America (MOA) told members of the Kansas Amusement and Music Association in a banquet speech at the organization's annual meeting Aug. 23 in Executive Inn here.

He recommended use of a public relations speech, "The Jukebox Story," prepared by MOA, as a means of upgrading the industry's image. "It's the best public relations (Continued on page 59)

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THANK YOU

MOA

Public Relations Theme
Keynote of 1969 MOA

For the first time, a foreign manufacturer of jukeboxes will exhibit alongside the familiar domestic producers.

There is continued speculation about "combining" jukeboxes and amusement equipment in the same show alongside vending machines, and more stress on holding MOA's show on joint dates with that of the National Automatic Merchandising Association (NAMA).

This year's MOA public relations seminar will feature controversial political columnist Jack Anderson, colleague of Drew Pearson (who would have appeared but is ill). MOA's award to the "Jukebox Record of the Year" will go to Plantation Records' Jeannie C. Riley for "Harper Valley P.T.A.," a recording that peaked on trade charts over a year ago and which demonstrates the unusual longevity of recordings on jukeboxes.

The show here falls on the exact dates of a tape cartridge convention being held by the National Association of Record Merchandisers (NARM), forcing some record manufacturers to divide forces between exhibits here and in Dallas. Only seven will exhibit here.

Officers of MOA are being elected for the first time by the organization's directors. An effort to bring procedures more in line with accepted association practices.

Commenting further on the early date, Granger said, "I can appreciate how the phonograph manufacturers feel about the show occurring before their new models are ready. For the most part, the phonograph manufacturers have been very cooperative in showing their latest models. The operators appreciate this and look forward to it. I might also add," he said, "that several phonograph manufacturers have already inquired about next year's show date."

Referring to the addition of one more phonograph manufacturer, ACA Sales & Service, which distributes a German-made jukebox, Granger said, "For this year our show has been taking on more of an international flavor and I think this enhances the show. It increases attendance and this year, for example, there will be more delegates from such places as Australia, Canada and Europe. And, every exhibit makes the show more colorful and benefits all the exhibitors.

New Rules

"I am sure that our directors and our exhibitors would not consider it fair to exclude an exhibitor on the basis that he represented a foreign manufacturer or product. As far as the phonograph manufacturers exhibiting this year are concerned, they are all exhibiting in accordance with ground rules they helped draw up."

"We have made every effort to accommodate the exhibitors and asked them to enter their machines under the same rules that were used to determine that no alcoholic beverages would be served on the premises."
WHEN MAKING MONEY MAKES SENSE, ROCK-OLA MEANS MORE MONEY.

WHETHER IT'S PHONOGRAPH OR VENDING, OPERATOR ORIENTED ENGINEERING INNOVATIONS ADD MORE TAKE. SUBTRACT COSTLY TROUBLE.

THAT'S THE WHOLE IDEA BEHIND ROCK-OLA'S POLICY OF PRODUCING MORE PROFIT FOR OPERATORS WITHOUT A LOT OF COSTLY COMPLICATIONS.

HOW? HOW ELSE?

BY MAKING TROUBLE-FREE EQUIPMENT THAT KEEPS ON GIVING MORE PLEASURE TO MORE PEOPLE WITH LESS BOTHER FOR OPERATORS.

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651
Have you ever seen a man knock a ball into the side pocket, a ball into the other side pocket, a ball into the near corner pocket, a ball into the other near corner pocket, a ball into the far corner pocket and a ball into the other far corner pocket, all on one shot?

Stop by Brunswick booths 36 & 37 any day during the Musical Operators of America Show at the Sheraton House. You'll see two of the most dedicated players here at the five times World Pocket Billiards Champ Jimmy Caras and 1968 U.S. Open Champion Joe Balsek. And the things they do with a pool cue you're not going to believe even after you see them.

Be sure to see these men shoot.

And, while you're there, take a peek at all of our new Brunswick 8-off, the first truly professional quality coin-op pool table. But Lordy, don't let either one of them talk you into a game. These men have a touch like a jeweler.
Congratulations to the Music Operators of America

Thank you for making this our best year of the sixties

The WURLITZER AMERICANA III is still the Best Investment in Automatic Music

See the exciting innovation at our Booth 115 on the exhibition floor

The WURLITZER COMPANY/ North Tonawanda, N.Y. 14120
THE AMAZING TOSHAY, the "Mad Turk" comedian.

La Viez a Tiresless Showman, Tells of Great MOA Shows

Continued from page 49

came ill and his columnist col-
league, Anderson, will address the convention here Sept. 5. Dealing with well-known per-
sonalities is all in a day's work
for La Viez who works months
ahead in planning each MOA show.

La Viez for years operated one
of the nation's biggest juke-
box routes, with 855 boxes here
in Washington, and a total of

ELECTRIC SCOREBOARDS...2 Models
OVERHEAD...Model "Marvel" Red hardened steel $169.99
SIDEMOUNT...Model "Marvel" Red hardened steel $199.50

Requests bid list supplier catalog

What's Playing?

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

Bate Rouge, La., Location: Kid Drive-In

Current releases:

Dave Brubeck, "Time Out," Atlantic, $49.98.

Batesville, Ind., Location: Kid Restaurant

Current releases:

"Annie,""A Day in the Life of a Family,"" CBS Records, $2.98.

Baylor, Tex., Location: Adult (Over 30) Tavern

Current releases:

Caesar and Me, "High, Low," Capitol, $4.98.

Bluffton, S.C., Location: Adult (Over 30) Tavern

Current releases:

"The Best of Both Worlds,"" Various Artists, Capitol, $4.98.

Bluffton, S.C., Location: R&B Lounge

Current releases:

"The Best of Both Worlds,"" Various Artists, Capitol, $4.98.

Cape Coral, Fla., Location: Adult (Over 30) Restaurant

Current releases:

"What You're Doing to Me,"" Various Artists, Capitol, $4.98.

Cape Coral, Fla., Location: Adult (Over 30) Tavern

Current releases:

"The Best of Both Worlds,"" Various Artists, Capitol, $4.98.

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THE BIG ONE TAKES OFF SOON

SEEBURG APOLLO

Now. The space-age coin-operated phono.

The Seeburg Sales Corporation, Chicago, Illinois 60622
A Subsidiary of Commonwealth United Corporation
Granger: Record Firms Should Support MOA

Continued from page 50

he floor this year, since there were complaints about this last year. Granger explained that complaints about the Sherman and the date of this year's show were an outgrowth of "tremendous dissatisfaction" with the Pick Congress. "We moved to the Sherman in 1968 because the exhibitors were so dissatisfied with the Pick Congress, and in making the move, we were stuck with this year's date. Except for the problem of the date this year, the Sherman is really ideal for our show. All the exhibitors are on one level, the hotel is just the right size for our show and no other convention can compete with ours—we take over the whole hotel. The Sherman has the best access to exhibit areas of any Chicago hotel, and there is more room on a lower level when we need it. The service in the public rooms are excellent, and catering is first rate—we had many compliments on the food last year."

Granger acknowledged that there had been compliments about rooms at the hotel, however. "This has been a very severe problem for us," said. "If the refurbishing of the rooms is ever completed, Sherman will be that much more ideal for us."

1970 Show

The Sherman will again be the site of next year's MOA convention, Oct. 16-18, but since this more ideal date doesn't correspond with NAMA's Nov. 7-10 date here at the International Amphitheatre, Granger acknowledged there is more talk about the need for joint MOA-NAMA convention dates.

"My impression is that our directors emphatically favor joint dates because of the convenience for operators who want to see both shows. However, I don't know of any of our directors who favor the merging of both shows. I have been asked by more than one exhibitor about a possible merger and my answer is always the same—this decision on MOA's part is up to the board."

Granger said he is very much aware of the merger of vending firms and music operating companies but added that he saw no indications that companies want to literally merge plant vending with street music operating at the operational level. "I just returned from West Virginia where the operator told me in no uncertain terms that plant and street vending was a different world in comparison to operating music and amusement game in public locations. The thinking is that even when the same conglomerate owns an industrial vending firm and a music operating firm in the area, there has to be two separate companies maintained.

Granger did say that as large vending conglomerates continue to acquire music operating firms, MOA may have to "look to future changes in its dues structure." But he also pointed out that when national firms purchase music operations the operations remain fairly autonomous. "The company acquiring a music firm still has just as much need of MOA services."

Mentioning the service copyright, involving legislative problems and the copyright revision problem in particular, he said, "We think that obtaining an agreement with the copyright committee to hold the royalty fee at $8 per jukebox per year was a very significant service to our members. What would have happened if this fee had run away to $25, $30 or more, as was threatened in the past?" (See separate story on future aspects of the copyright issue.) "Our public relations program is another service that can be very readily adapted to future changes in the industry," he said. "So far, over 35 of our directors and members at large have delivered speeches before civic groups and other organizations. Many have been asked to give more speeches and our public relations kit is becoming an important information package on the background of the music operating industry."

MOA's booth this year will carry through the public relations theme and marks the most elaborate booth the 21-year-old organization has ever designed, he said. The convention is based on a building theme, utilizing such props as scaffolds, saw-horses, and other carpenter effects. It was designed by Charles Zornig, a professional designer, and cost about $500. The price includes the services of two models who will explain MOA's public relations program. Referring to MOA's public relations seminar and keynote speaker Jack Anderson, Granger
MOA Program

Fri., Sept. 5
8:30 a.m.-3 p.m. Registration desk open—Sheraton House mezzanine level.
9 a.m.-3 p.m. Exhibits open.
12 Noon Ladies' Luncheon—Shillito Room.
Entertainment: The Amazing Twotahy.
3:30-4 p.m. MOA Industry seminar.
Part II: Columnist Jack Anderson will deliver the keynote speech on public relations.
Hospitality suites open during evening hours.
Saturday—Sept. 6
10 a.m.-4 p.m. Registration desk open—Sheraton House mezzanine level.
10 a.m.-5 p.m. Exhibits open.
11:30 a.m.-1 p.m. General membership meeting, breakfast and program—College Inn (lower level).
Hospitality suites open during evening hours.
Sunday—Sept. 7
10 a.m.-4 p.m. Registration desk open—Sheraton House mezzanine level.
10 a.m.-4 p.m. Exhibits open.
6-7 p.m. Cocktail hour—mezzanine level.
7 p.m.-1 a.m. Annual banquet and show—Grand Ballroom.
Show producer and master of ceremonies: Hink of the Viel.

MOA Exhibitors

<table>
<thead>
<tr>
<th>EXHIBITOR</th>
<th>BOOTH NO.</th>
</tr>
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<tbody>
<tr>
<td>AGA Service</td>
<td>117</td>
</tr>
<tr>
<td>Advance Automatic Answering Service</td>
<td>20</td>
</tr>
<tr>
<td>Airtown Record Dist., Inc.</td>
<td>121</td>
</tr>
<tr>
<td>Allied Leisure Industries, Inc.</td>
<td>80 &amp; 81</td>
</tr>
<tr>
<td>All-Tech Industries, Inc.</td>
<td>31-82 &amp; 31-92</td>
</tr>
<tr>
<td>American Shuffleboard Co., Inc.</td>
<td>91-92-93-94</td>
</tr>
<tr>
<td>Auto-Photo Corporation</td>
<td>14-15</td>
</tr>
<tr>
<td>Bally Manufacturing Corporation</td>
<td>71-72-73-74-75-76-77</td>
</tr>
<tr>
<td>Billboard Publications, Inc.</td>
<td>In Registration Area</td>
</tr>
<tr>
<td>Bell, Inc. (Billboard Research &amp; Development, Inc.)</td>
<td>50-C</td>
</tr>
<tr>
<td>Benwick Corporation</td>
<td>56-87-16-17</td>
</tr>
<tr>
<td>Cash Box</td>
<td>In Registration Area</td>
</tr>
<tr>
<td>Chicago Coin Machine Die, Chico Dynamics</td>
<td>47-48-49-50</td>
</tr>
<tr>
<td>Cointraders</td>
<td>1-2</td>
</tr>
<tr>
<td>Country Music Association (CMA)</td>
<td>118</td>
</tr>
<tr>
<td>D &amp; R Industries, Inc.</td>
<td>45-46</td>
</tr>
<tr>
<td>Dance Records</td>
<td>102</td>
</tr>
<tr>
<td>Dynaball Company</td>
<td>55-66</td>
</tr>
<tr>
<td>Eastern Novelty Distributors, Inc.</td>
<td>6-7</td>
</tr>
<tr>
<td>Eves Industries, Inc.</td>
<td>3</td>
</tr>
<tr>
<td>Epic and Custom Labels</td>
<td>103</td>
</tr>
<tr>
<td>Fischer Manufacturing Company, Inc.</td>
<td>29-61-62-63-64-65</td>
</tr>
<tr>
<td>Fontusonic, Inc.</td>
<td>9</td>
</tr>
<tr>
<td>Irving Kays</td>
<td>66-67-68-69-70</td>
</tr>
<tr>
<td>Kiddie Konoel</td>
<td>39</td>
</tr>
<tr>
<td>MGM/Verve Records</td>
<td>102</td>
</tr>
<tr>
<td>The Muzikat Company</td>
<td>In Registration Area</td>
</tr>
<tr>
<td>Metromedia Records, Inc.</td>
<td>122</td>
</tr>
<tr>
<td>Midway Manufacturing Company</td>
<td>95-96-97-98</td>
</tr>
<tr>
<td>Monogram Record Co.</td>
<td>102</td>
</tr>
<tr>
<td>Nodile Industries, Inc.</td>
<td>33</td>
</tr>
<tr>
<td>National Institute of Comic Industries</td>
<td>119</td>
</tr>
<tr>
<td>National Polio-Cuff</td>
<td>33 &amp; 30</td>
</tr>
<tr>
<td>Natting Associates, Inc.</td>
<td>51-52</td>
</tr>
<tr>
<td>Natting Industries, Ltd.</td>
<td>18-19</td>
</tr>
<tr>
<td>Record Service International (Recording, Inc.)</td>
<td>120</td>
</tr>
<tr>
<td>Record World</td>
<td>In Registration Area</td>
</tr>
<tr>
<td>Rock-Ola Manufacturing Corporation</td>
<td>112</td>
</tr>
<tr>
<td>Rowe International, Inc.</td>
<td>113</td>
</tr>
<tr>
<td>The Seagull Corporation</td>
<td>111</td>
</tr>
<tr>
<td>Sega Enterprises Ltd.</td>
<td>6-5</td>
</tr>
<tr>
<td>The Stanley-Slotted Corporation</td>
<td>106</td>
</tr>
<tr>
<td>Spindel Industries, Inc.</td>
<td>99-100</td>
</tr>
<tr>
<td>Sotope Import Corporation</td>
<td>24-35</td>
</tr>
<tr>
<td>Tog-Athen Corporation</td>
<td>56-8</td>
</tr>
<tr>
<td>Tommy Lift Gate Manufacturing Co., Inc.</td>
<td>13</td>
</tr>
<tr>
<td>United Billiards, Inc.</td>
<td>24-25-26-27-28-29</td>
</tr>
<tr>
<td>VTF Music &amp; Games</td>
<td>In Registration Area</td>
</tr>
<tr>
<td>Vendors Exchange, Inc.</td>
<td>10</td>
</tr>
<tr>
<td>Wico Corporation</td>
<td>102</td>
</tr>
<tr>
<td>Whirland Industries, Inc.</td>
<td>11</td>
</tr>
<tr>
<td>Williams Electronics, Inc.</td>
<td>61-62-63 &amp; 78-79-80</td>
</tr>
<tr>
<td>Youth's Appliance Daily Sales Company</td>
<td>113</td>
</tr>
</tbody>
</table>

Tells Methods Used to Cheat Pinball Games

BEAVER DAM, Wis. — If young Darrell Sawicki ever has a hard time with the amusement game manufacturers at the Music Operators of America show in Chicago, he may have some hints on how to make pin games more "cheat-proof." Although he looks younger than 18, as the son of local operators Frank and Ruth Sawicki, he has had considerable experience at outsmarting young pinball players.

"The kids today are pretty smart. Where we have most of our cheating problems is in the unsupervised resort areas where there aren't people watching the pinball machines and pool tables all the time. It's amazing what kids will do to get a free game."

"Some have found that they can get a free game on a pinball machine by piling it up and bringing it down hard on the floor. We've had to bolt some pin games to the floor with a piece of angle iron."

"We've also had to put a piece of angle iron across the front door on pinball games, because the kids will take a soft drink bottle and hit the part of the door covering the mechanism that adds a free game. By trial and error, they know just how hard to hit the floor and just the right spot. Our piece of angle iron just out and causes the bottle to break. It doesn't extend on out of either side of the door, and therefore, we can open the door in the usual way."

One of Sawicki's more unusual protective backfires, he reported. "We had a location where very young kids would crawl around on the floor and pull out the electrical cord to the pinball games. The older kids complained that this cost them a legitimate free game and demanded their dues back. We rewired the circuitry so that the free game mechanism was bypassed."

Ellis to Remain With Program

Continued from page 49

Continued on page 45

we mention that 1,500,000 records are used on jukeboxes each week, this is amazing to all businessmen. If our image has suffered in the past, it's simply a case where we haven't informed the public. Something like our public relations program has been needed for a long time."

Ellis noted that the MOA attempted to launch a public relations program years ago with disastrous results. The program was too expensive and required the resources of manufacturers to support it. In addition, the program was started at the wrong level.

"We saw where we had made our mistakes so this time, I think we started at the right place—namely, the grassroots," explained Ellis. "This is the man at home or in the field. We can use all the newspaper and television promotion available but the people want to hear from the man next door."

"This will be a slow process. The program won't be com-

MONUMENT SALUTES THE MOA

CHICAGO • SEPT. 5-7

BOOT'S RANDOLPH

NEW SINGLE
"Down You Herb
"Hey Jude"
(MN 45-1165)

LATEST ALBUM
"With Love"
(SLP 18111)

CHARLIE Mccoy

LATEST ALBUM
"The World of Charlie McCoy"
(SLP 18111)

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Never before have SO MANY NEW FEATURES been incorporated into one table!

NEW Cabinet
- Completely constructed of ½" plywood (no chip board whatever)
- Completely finished in high pressure laminate
- Nothing at all protrudes beneath the sculptured cabinet
- All four corners are finished in magnificent, chrome plated, steel corner sections

NEW Legs
- All aluminum die cast leg post
- Virtually indestructible
- Entirely new construction design
- Legs slip in and bolt rigidly to bottom of cabinet
- Extra-large, heavy duty casters
- All tables use same size leg

NEW Coin Mechanism
- Completely new design to assure maximum security and maintenance-free operation

NEW Runways
- All heavy gauge steel
- Completely constructed of aluminum for trouble-free operation
- Cueball returns to shooter’s end, while numbered balls go to racker’s end

NEW Cashbox
- Entire housing constructed of 16 gauge steel
- Specially designed for maximum security
- Pull-out operation
- Tamper-proof meter

NEW Cushions
- Completely constructed of pure rubber
- Exclusive design provides the ultimate in true rebound performance
- Held to top frame by machine screws
- Locked into position by a spline

PLUS...
Chrome plated, 16 gauge upper and lower corner sections
All openings finished with aluminum trim
Two chrome plated, die cast scoring markers
New improved table cloth assures longer life
Recessed storage area for cue sticks and racking triangle
Finest quality accessories
All ball return openings trimmed with die cast aluminum escutcheons.

No more Drawers
Simply remove the new “front door” for service. This newly designed door has one lock and is held in place at three points by a heavy cam and two rods. And in the unlikely case the mechanism must be removed, it can be unbolted and taken out.

APOLLO 6
85" x 48"

APOLLO 7
92" x 52"

APOLLO JR.
101" x 57"

APOLLO 8
105" x 59"

Irving Kaye Co. Inc.
363 Prospect Place, Brooklyn N.Y. 11238
Sterling 3-1200
Slight Attendance at KAMA

*Continued from page 49*

speech I've ever seen," he said. "It points out that the coin operating business is a healthy industry that attracts outstanding men, such as mayors, members of legislature, and other appointees to high office.

He urged use of the speech as a statistical guide to the industry, citing the number of phonograph records used by the jukebox business each year (75 million) and the number of operators (7,500) and jukeboxes (upward to 300,000) in the nation today.

The speech explains how the industry is unable to raise its prices in ways customary to most businesses—it can do so only by reducing the number of songs made available on a machine.

The MOA-prepared talk also gives historical background. Montooth said. The coin industry's history goes back to early Egyptian times, he said, when coins were used to vend holy water in the temples. The penalty for cheating was death.

Montooth said the speech would give an audience the essential facts about the coin machine industry. He said it was recommended that the talk be followed by a question and answer period.

"The jukebox industry is a healthy, growing industry, and is gaining a better image. The vending industry, for example, once looked down on the jukebox industry, but now is realizing that our business is clean. We're the poor man's entertainment. Rich men go to nightclubs; poor men pay the jukebox."

Montooth brieelly discussed MOA's position on the copyright bill.

"It's still in the Senate judiciary committee," he said. "I rather imagine we'll pay the $50 ($500) per sheet patent fee."

He said MOA was started as an organization because of copyright legislation. He asked KAMA's members to attend the annual MOA convention in Chicago Sept. 5-7. Sessions will include discussions on the jukebox industry and methods for building a better public image. Recording star Jeanie C. Riley of "Harper Valley PTA" fame will entertain.

Paid-up members attending the KAMA banquet were presented plaques reading, "Member, Kansas Amusement and Music Association, 1969."

A door prize was given by Davidson One-Stop, represented at the meeting by Mrs. Evelyn Oaken, Wichita. The door prize was won by Mrs. Bob Thomasen, St. Joseph, Mo.

The election of officers, scheduled for the annual meeting here, was postponed until the next meeting due to an insufficient number of members attending.

KAMA's next meeting was scheduled for Nov. 15, 16. Winstead was selected as first choice meeting site, with Salina second.

Members meeting here agreed to hold the organization's next annual session in November 1970, eliminating summer annual meetings. A November date would probably attract more participants, one member suggested.

KAMA secretary-treasurer Ron Cazel said the organization now has 25 paid-up members. "There are about 50 operators in Kansas, but we have only 25 of them as members,"

he said. "All dues have been paid. We have roughly $300 in funds. Most of our expenses go for letters and postage."

Three new members joined at the meeting here, Cazel said. They are Jerry's Music Co., Town and Country Music, and Davidson's One Stop, all of Wichita. Some 18 persons, including KAMA members, their wives, and employees, were on hand for the two-day session which opened with a social hour Aug. 23 in the Executive Inn, followed by a banquet, speech, and baseball game.

KAMA invited distributors to display machines at the meeting site. Bird Music, Manhattan, Kan., set up two new Rock-Olas in the banquet room.

KAMA members and guests were offered box seat tickets to the National Baseball Congress Tournament in Wichita's Lawrence Stadium. Members were asked to bring prospective members as guests to the banquet and baseball game, with KAMA paying the expenses in an effort to acquaint prospects with the organization.

Cazel didn't have as many takers for the baseball tickets as he had planned. However, Lawrence Stadium he gave the extra tickets to surprised strangers heading for the tournament.

NICHOLAS ALLEN, counsel for Music Dealers of America, is pictured above as he addressed the last director's meeting of the national trade group of jukebox operators. He will be in Chicago Sept. 5-7 to again advise the operators on the status of copyright legislation and other matters in Washington. Peoria operator Les Montooth (background) listens intently as Allen explains the complex copyright issue.

EARL A. FOHRMAN, chairman of the Illinois Automatic Merchandising Council (IAMC), and William R. Brandsteder, director of State councils of the National Automatic Merchandising Association (right) present a $200 contribution to the Fraternal Order of Police at the office of EIX Grove Village, Ill., police chief Harry P. Jankins, Jenkins is flanked by patrolman Richard T. Rusch (left), one of the officers responsible for the apprehension of two vending service men hijacking suspects last March, and Lt. Richard Losch, president of the order. The IAMC representatives had high praise for the performance of Rusch and detective sergeant Raymond Marine in the hijacking case. "As businessmen we value the security which good police work contributes to the operation of our firms and especially to the protection of our drivers," said Fohrman.

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More will the more you GIVE
Copyright Committee Studying Arbitration of Rate Disputes

Manufacturing is deadlocked over the mechanical royalties issue. Broadcasters and community antenna systems (CATV) have been unable to agree on rates and liabilities for the CATV pickup of TV programs wired to its paying cable-TV subscribers.

The CATV and jukebox rate issues were major explosives during House floor action in the 90th Congress.

In current statutory rate disputes, each side insists to the Senate subcommittee that rates be raised or lowered in the new bill. The subcommittee and the congress are facing with repeat efforts by these same people for making changes based on conditions in the marketplace, in future years. The subcommittee would like to get congress out of the rate-regulating which can now only be done through long, formal legislative proceedings, with only a handful of the legislators really well versed in copyright problems.

Even disputes thought to be more or less settled by the House-passed version have been reopened. Music publishers are fighting for the proposed 2½ cents per tune mechanical rate, while record companies insist it should be held to present 2-cent rate. The subcommittee was advised by a Library of Congress economist to get more data to make a fair decision—but neither side wanted to produce any up-to-date figures on revenues and profits. It is felt that a continuing arbitration board, similar to copyright tribunals in Canada and overseas, could make more knowledgeable decisions as time and market conditions undergo changes for the copyright-based industries.

The most recent rate battles have been over a proposed record royalty, and a change in the yardstick for statutory mechanical rates.

An amendment by Sen. Harrison Williams (D N.J.) would establish a performance royalty for recordings, to be split between performer and producer. Broadcasters were infuriated at the proposed 3.5 percent of net revenues proposed as rate for their use of recorded music programming. In other sections, the Williams amendment calls for evidence to hold record mechanical royalties to 2 cents, and take $2 out of the $8 annual jukebox maximum for publishers and authors, and $2 to recording artists and producers.

ASCAP

This particular approach of splitting the jukebox royalty would not have increased the (Continued on page 66)

Wait until you've seen it all

Now the Fischer line of coin operated tables will attract even more players

The new line of Fischer tables is fresh, bright, and full of promise—promise of profit for operators who install these trouble free, sturdy tables. Take your choice of slate, marble or "steel-ite"—the steel reinforced modular playfield with the life-time guarantee—take your choice of sizes, colors and finishes—Fischer has them all. No one builds a sturdier, more trouble free table and coin mechanism. Wait until you see them.

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  No Film! No Belts! No Photo-Electric Cell!
- Scenic Natural Color! 3-D Effect!
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6-Player Puck Bowler

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1-Player Pin Game

Astronaut
2-Player Pin Game

Moon Shot
4-Player Pin Game

Get to the Heart of the Action!

Booths
47-48
49-50

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.

1735 W. Diversey Blvd., Chicago, Illinois 60614

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Exchange Charges in Jukebox Patent Battle

* Continued from page 49 *

age Plaintiff, if not enjoined by this Court.

In its 9-point counterclaim, defendant told the court, in part: "... Said patent... is invalid... for failure to meet the requirements of Title 35, U.S. Code, Section 101, because the claims of said patent... do not describe a new or useful process, machine, manufacturer or composition or matter, or a new or useful improvement thereof, or any patentable subject matter.

Further charges that the patent was invalid for failure to meet the requirements of Section 102 of the code were in part: "... The alleged innovation claimed in the patent in suit was known or used by others in this country or patented or described in printed publications in this or a foreign country, before the alleged invention thereof by the applicant for said patent...."

Further: "... The alleged inventions claimed in the patent were... patented or described in printed publications in this or a foreign country, or in public service or on sale in this country more than one year prior to the date of the applications for said patent in suit...."

And further: "... Before the applicant's invention of the alleged inventions claimed in the patent... said inventions were made in this country by others whose applications were... not... suppressed, or concealed the same...."

Referring to the same patent, defendant further charged it was invalid for failure to meet the requirements of Section 103, stating in part: "... Each and every element and feature disclosed and claimed in said patent... are not patentable combinations but are mere aggregations of elements and parts which...

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"Docking" Shop at Station allows Lights SPECIAL at Center Target on playfield, which triggers Target to propel Extra Balls directly to playfield if hit with SPECIAL hit.

1000 SCORE TAG ON 11 DIFFERENT TARGETS

- Target tags scores 1000 in SPECIAL.
- Two white balls.
- Four white balls.
- Six white balls.
- Eight white balls.
- Ten white balls.
- Two black balls.
- Three black balls.
- Four black balls.
- Five black balls.
- Six black balls.

Items for sale in the showroom include:

- White and black balls, singles or doubles.
- Plastic balls, singles or doubles.
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Bring lowest quotes back to life in a hurry, increase collections in new customers, and can be a path in a really different style flipper game. Space-Chase Feature never had a Space-Shop, (3) Bally and Beam were the only space-Shop in the world. We carry the Bally and Beam manuals in both the American Radio History and the American Radio History, U.S., and the American Radio History, U.S., and the American Radio History, U.S., and the American Radio History.

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SEPTEMBER 6, 1969, BILLBOARD 62

The SIGH of great reading
La Viez a Tireless Showman, Tells of Great MOA Shows

*Continued from page 54*

Sunday at noon for the upcoming show, to assure six or seven hours of rehearsal. Nothing, but nothing, is left to chance.

The hotel is notified early of the dimensions of the stage to be erected. Hirsh orders spotlights and five miles with liftoff. Electrical connections for the instruments are tested, music stands and lights arranged. Communications are electronic and careful. A phone hook-up connects the spotlight operators, sound man, stage manager and Hirsh. Everyone has a headset with an open line to all concerned. "This makes for a fast moving and tight show."

The artists' comfort is just as carefully planned for. Clean dressing rooms are checked for towels, drinking water and enough clothes racks. A blackboard is set up with the line-up of the show, so each artist can know just where he or she will be, or worry accordingly. Two stagehands are at the ready to move props quickly.

**BIG VENDORS JOINING MOA**

CHICAGO—Representatives of large, publicly owned vending firms will likely be among interested delegates here Sept. 5-7 during the Music Operators of America (MOA) Music and Amusement Machines Exposition at the Sherman House Hotel. During the past year, large vendors have continued to actively acquire music routes. An indication of interest among visitors was evidenced in the recent signing of a new MOA member, American Automatic Vending Corp., a Cleveland-based, diversified vending and service company. MOA last week mailed its membership roster to the new member.

The artists, being pretty smart, too, have insisted that Hirsh encore the last four shows. He knows the artists and the labels and "I don't try to be funny," says Hirsh. "We have come for that job." He also has novelty acts put in here and there for change of pace.

Hirsh feels that the recording talent, who come to entertain, win friends and influence people among the hundreds of jukebox operators. Labels are reminded that the operators also spread into other spheres of show business, meet and talk with local radio, church, school and civic groups and legislators at the grassroots level all over the country.

Among the other advantages the MOA show offers the artist is choice of instrumentation—"they can have any kind they want for their act, with no reservations," says Hirsh. Coffee and a light lunch is set up during rehearsals, and after it is all over, Hirsh writes thank-you notes to all.

MOA's master showman is convinced that he can inspire, thank-you notes from artists bearing famous names, that "the show does quite a few artists good in a particular as well as in a general way." He recalls a particular instance of some years back when a record called "Sixty Minute Man," then considered too blue for radio, went over big with an MOA audience, played the boxes—and sold over a million copies without a single air play.

Hirsh says that in all the years since the start of his MOA show productions, he had only one really bad time. It was with a spot man who was psychodelic ahead of his time, or rather alcoholic. "He was looped. We had to knock around the hotel and get someone else to fill in." Otherwise, he can recall no disasters. He attributes this to care in forestalling all contingencies—but friends also say he is a lucky man, an undeniably lively and warm enthusiast who is in love with his work.

Hirsh says his most memorable show—and this was in the days when they ran long—gathered together on stage Perry Como, Nat King Cole, Patti Page, Eddie Fisher, Mahalia Jackson, Tony Bennett and Jerry Vale. Mahalia, then on the Apollo label owned by Ike and Bessie Berman (how many remember?), stopped the show.

Asked for a list of some of the top names that have performed at MOA shows over the past 15 years, Hirsh came up with over 125, ranging from the "good-old-days" stars like Como, Stafford and the McGuire Sisters; through the rock era of Brenda Lee, Paul Anka, Bobby Rydell and Delia Keefe. There were country and western names like Hank Snow, Eddy Arnold, Jimmy Dean and Bobby Bare and jazz greats Al Hirt, Peter Nero and Ella Fitzgerald. The list also included such soul artists as Aretha Franklin, Nancy Wilson and the Supremes.

**ACCLAIMED the 2 greatest games of this decade**

Produced back-to-back by SEGA

A sure bet for 25 cent play

**Ellis to Remain With Program**

*Continued from page 57*

Ellis will remain with Program plied in one year or five years but at the same time, we are making progress. As for the people we have already educated, they can go on and tell other people.

We have held public relations seminars at various state association meetings this year and they have turned out very successful. At the recent West Virginia meeting, the reception was wonderful. We also find that some operators have not read the speech. Consequently, we go over it with them and they begin to open their eyes."

As for lining up speaking engagements, one needs only to contact the program chairman of an organization. This advice comes from Ellis, who should know because he has already given the speech three times.
License Crackdown To Spark Reform

between Goins and a representative of Servovation, the operator of the machines.

"In the last year, many operators get by without purchasing the license and get away with it.

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Designed to get maximum sales with minimum service.

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-Takes 5, 10, 25, 50 cent caps.
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New Products

Penny King

The new No. 180 10-cent mix from Penny King Co., Pitts-
burgh, has key rings featuring maps, playing cards and antique car emblems.

Other new 250-cent capsule mix contains included liquor-
ring assortment, giant red and black dice, action toys like a clown with blobby eyes, a metal yo-yo and others. All are shipped with fluorescent display from the manufacturer (cost is available on request).

The No. 180 10-cent capsule mix contains rings, charms and the Dolls of all Nations. Eight-

Product

Billboard

Coin Machines

MAJOR METALFAB, INC. has introduced its new "K-C" (Kwik Count) self-counting coin holder. The device consists of a series of hollow, removable plastic coin trays (one for each coin denomination) with matching service trays.
MOA Meet Too Early?

Continued from page 56

said, "Everything I said about Drew Pearson I would say about Jack Anderson, since they have been a team for 13 years. Certainly, Mr. Anderson is an authority on the making and unmaking of reputations. That is why we asked Mr. Pearson to talk to this industry about public relations."

Record Companies

Turning to the subject of the record companies' attitude about the music operating industry, Grainger said, "I think it is the record companies that are taking a more serious interest in the jukebox operators. They should be sure that more of their top artists appear on our shows. So far as the importance of the jukebox is concerned, I think this can only become more important in the future. One reason, among many, is that the large national operating companies are becoming more interested in music operating.

Grainger said he was very much gratified at the interest shown by Plantation Records and Miss Riley, who canceled a previous engagement to appear on the jukebox show. "We know the 'Harper Valley' record was not as recent as some other; and more notice should be given to the past. For this reason we took extra pains to augment our billboards by phone calls and plantation backed us up. They said they knew the record was on all the jukeboxes all over the country."

Acknowledging that record companies are becoming more interested in the jukebox market, he said, "I'm sure they have not been overlooked in the unfortunate overlap of our show with NARM, more companies would have exhibited with us. As an example, Stax/Volt told us that they simply did not have sufficient personnel to man exhibits at both shows. Other record company officials, such as Mort Hoffman and Len Levy, are spending time between both shows this year."

Officers

This year's convention marks the initiation of a new procedure for electing officers so that from now on, a 10-in-one director will be elected each year—19 directors will leave the board. Grainger said, "The members elect the directors and the directors elect the officers. Our new procedures are more in line with accepted association management. One new change is that directors and vice-presidents have limited terms. Must be off the board for two years before being eligible for re-election."

New Equipment

The new Computer Quiz two-player combines the appeal of a question-and-answer game with the excitement of competitive play. The two-player has an all-solid-state electronic design, an adjustable genius and sound level, a one-coin operation, a five to a quarter rate, and a one-year warranty. The machine has had two months of field testing after a year in the development stage. "Sponsored by the Vending Associates at the Music Operators of America Show, Sept. 5-7. The only criticism of the machine so far, according to marketing manager Howard Bartley, has been that it is too small—a combination of having been designed for a smaller scale and still get complaints."

Tell Methods Used to Cheat Pinball Games

Continued from page 57

passed. Then the kids couldn't complain about the coin being suddenly jammed just before a free game registered.

"The next thing we discovered was that the kids were waiting for a free game to be registered, and then putting the coin in. This way they could play pinball free all day long. Now we have wired the game so that it is originally wired. If the kids pull the plug it's going to be tour a cent."

Sawicka said that young kids will go extremes in order to cheat coin-operated equipment. "We've found that they will start out in front of a location and grind pennies on the concrete until they are the right size of coins—they use the pennies in the machines. It's not that the kids don't have money," he said, "because some of the youngsters involved in this trick were doctors' kids."

Texas Legislation Outlaws Location-Owned Equipment

By MARIE PETTYJOHN

DALLAS—Operators of taverns and lounges operating Sept. 1 in Texas may soon be required to contract with vending machine manufacturers for any and all of their amusement coin-operated machines.

According to Texas Attorney General Crawford Marrin, a new law, if upheld after a court test, will forbid tavern and lounge owners from owning and operating coin-operated machines in their businesses.

Several Dallas location operators have still to pay for pinball machines which they bought on their own, and refused to borrow money from vending firms because they did not want to deal with the firms (some of which have been criticized during past statewide investigations). Earlier this month, Crawford sent a state commissioner Robert Calvert a written opinion stating that taverns may continue to borrow from vending companies that lease them jukeboxes as long as certain rules are met. Calvert possesses enforcement duties under the new vending machine legislation which was passed over the veto of the late Governor (one of the instances where firms that lease coin-operated amusement machines had gained control of taverns).

According to the attorney general's office, a "grandfather clause" exempts owners of taverns in existence before Sept. 1 (the effective date of the law). Unless the new law is overturned in court, new tavern owners cannot own machines and will have to pay for the machines (and the contractual sources are expected to be the vending machine operators).

Other vending firms, now in the business of selling coin-operated machines, are expected to contest the new law. Meanwhile, the tavern owner, under the new provisions, will also be required to pay a $300 state fee for the rental of the machines. The new law would also place a limit on the "split" from coin-operated machines, stipulating that the vending company cannot pay more than 50 percent of the "take" to the location owner.

One Dallas lounge operator is attempting to gather support for group action aimed at seeking an injunction against applic-

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

If your competition is giving you location trouble...

You may find the answer to this problem by operating the most advanced idea in bulk vending — the all new Victor

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Selectoraomat® 77-88 Console

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Front door operation saves 50% to 75% in new machines. Bigger display, more profit.

See your distributor for information and delivery date.

Victor Vending Corp.
3701-13 West Grand Ave.
Chicago, Ill. 60669
S.D. Association Receives Good News Regarding Tax

By BRUCE CORY

RAPID CITY, S.D.—Members of the South Dakota Music and Vending Association heard some good news from attorney Bob Riter at their annual meeting here Monday at the Howard Johnson Motor Inn.

According to Riter, vending machines are continuing to be taxed at 3 percent for both sales and use even though the state sales tax has been increased to 4 percent. In addition, Riter told the members that although the city of Sioux Falls had added one-half percent on the ultimate tax under a new bill which gives municipalities the right to tax, vending machines will be exempted from the increase.

In other business, the association unanimously adopted a resolution which, according to John Trucao, Black Hills Novelty Co., Inc., Deadwood, a vice-president of the Music Operators of America (MOA) and host of the convention, is "unprecedented for such a coin machine association in the country." Upon the death or disability of any association member, the president is empowered to set up a "distress committee of three" who will offer to help the heirs or family of the incapacitated member.

This provision gives one more good reason for joining the state association," said Trucao. The measure, which was suggested by Riter, stipulates that the committee will be composed of one operator from the same area as the disabled member and two other members.

Members also scheduled the association's third annual 8-ball coin-operated pool tournament for April 12-13 in the City Auditorium, Pierre. The operators were addressed by Dick Shilvock, sports director for KOTA-TV, who urged them to sponsor a pool shooting program to follow NCAA football games Saturday afternoon this fall. The association urged Rapid City operators to cooperate with Shilvock in setting up the show.

Five distributors representing the major jukebox manufacturers displayed the current line of machines from each company and several showed new coin-operated games. Brook Shilbuer, representing Sander Vending, Minneapolis, Minn., exhibited the Wurlitzer phonograph as well as the new three-ball on the Beam pinball game from Bally Manufacturing, Chicago.

are still saying it is too low, and in any case they feel that to take $2 out of it for a different industry to operate the traditions—a deal is a deal on the hill, too.

The most recent rate fight amendment was made at the subcommittee was one by Sen. Frank Hert (D., Mich.) to change the base of mechanicals royalty from the flat cents-per-tune in the present law, to a percentage of record manufacturer's suggested retail price. The idea of the 8 percent royalty would be brand new to the House, and has never been threshed out in either Senate or House committee hearings (Billboard, Aug. 23).

So the rate battles continue—the CATV-jukebox fight heading to be so hot that this issue will have to be treated in separate legislation, says Sen. McClellan if any revision bill is to be to be reported out by committee in this session, and passed in 1970.

If a special arbitration body is set up to handle the statutory rate disputes, it would automatically review the rates 5 or 10 years to see if they are fair in the light of current conditions. Decisions on rate disputes would be final, and not appealable in courts. But Congress could nullify a rate change by resolution passed in either Senate or House, without regard to the steps in formal legislation passed by both houses.

The special copyright arbitration body would have no say about privy negotiated licenses and contracts—such as the ASCAP licensing of broadcast use of copyrighted music. Only disputes and changes of rates set in the law would be handled by the arbitration board. If Congress goes along with this idea, most observers believe it will certainly be of the greatest importance to jukebox operators to try to get their public image highly polished, and to practice the art of public relations the Music Operators of America convention is stressing. If in some future year, an arbitration group should decide a rate change not to their liking, they would not be able to take their appeal from the decision to the congressmen.

Copyright Committee Studying Arbitration of Rate Disputes

Continued from page 60

fee to the jockey-box operator—but it outgrows ASCAP and BMI, the two principal song licensing agencies. The operators have not the broadcasters and the publishers in a determined fight to prevent any record performance royalty in the bill. For the first time in copyright history, ASCAP and the jukebox people are on the same side of a fight.

The Williams record royalty amendment has heavy drawbacks. Although the Copyright Office has recently endorsed the principle of payment to recording artists, they did not agree with other parts of the Williams amendment. Subcommittee chairman McClellan refused to compromise it because he could not accept its provisions about mechanical royalties, and the idea of splitting the publisher's jukebox performance royalty.

Although the Copyright Subcommittee chairman did not spell it out, both of these provisions in the amendment ran counter to royalty arrangements being considered as part of the main text of the bill, and reached through some very painful negotiations in the House-passed version, Publishers agreed to the $8 figure but
Seeburg presents an exciting new concept in cigarette vending...

The Tobacco Counter!

with counter-top delivery

Seeburg's new idea takes the stooping, squatting, bending out of buying cigarettes...

- Vends all cigarette sizes—regulars, kings, filters, 100's, 101's
- Displays and vends 40 different brands—largest selection in any vender
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SEEBURG
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Exclusive new Counter-height delivery!
Bigger capacity! Easier loading!
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The most profitable cigarette vender ever!

Seeburg sets the pace for more profits with the exciting new “Tobacco Counter.” Not only is it the first with counter-height delivery, but it’s the biggest capacity, easiest servicing, most flexible vender in the industry! It’s designed to keep you up-to-date in the ever changing cigarette market! No matter what the trend—kings, 100 mm’s, flip-tops.

The “Tobacco Counter” is a handsome addition to any location, with rich, mar-proof walnut and elegant chrome trim.

The Seeburg “Tobacco Counter” is at your Seeburg distributor’s. Ask him for a demonstration.

A Revolutionary Counter-top Delivery. No stoop! No squat! Just push the selection button and the cigarette pack pops up onto the counter top! Unmatched for ease and convenience.

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C Outside cash box. Protects your collections and investment. And you may specify maximum security plates. In either case, a break-in won’t damage the coin mechanism.

D New pull-out coin mechanism. With the “Tobacco Counter,” you just pull out the coin mechanism for quick, easy inspection.

Display and vend 40 brands. No more walkaways and lost sales. The only vender that holds every package size on the market: regular, kings, flip-tops and the full range of 100 mm’s.

Get extra subsidy income. Gives you the biggest package capacity in the industry: 1,056! You can display and sell all 20 leading brands . . . and still collect subsidies with off-brands.

Cut service calls in half. Sell more than 300 packs a week, yet load only twice a month! Eight outside chambers with double-capacity—44 packs each.
The album reviews published in Billboard magazine on September 6, 1969, feature detailed descriptions of various albums, including their sound, performances, and overall appeal. The reviews are categorized by genre, such as classical, soul, and rock, and provide insights into the musical elements that made each album stand out. The magazine also highlights special merit picks and low price pops, offering readers a guide to the best music releases of the week.
DOOTO'S 3 NEW SIDESPLITTERS
The funniest Party Record Albums in a decade!

BIG GEORGE'S PARTY JOKES
Big George May DTLP-841
Rush hour giggles for grown-ups about pranks, pranks, pranks, and pranks.

SALES HEAT WAVE
WILLIE AND RISING DICK
Richard and Willie DTLP-842
Funky space-groovin' jazz and the captivating title by the nation's funniest versatile group (Moby Dick)

Other Dooto
Best Sellers

DOOTO RECORDS
13440 South Central Avenue / Los Angeles, California 90059
5+1 "STOCK-UP" DEAL!
ASK YOUR DISTRIBUTOR
FOR OUR EXPANDED CATALOG!

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5+1 "STOCK-UP" DEAL!
ASK YOUR DISTRIBUTOR
FOR OUR EXPANDED CATALOG!

YEAR-OUTHSTANDING

1. GIGGLERS UNLIMBERED
Howie Raa, Atlantic SD 1372 (5)
2. NOT BUTTERED SOUL
James Brown, Enterprise EN 1004 (5)
3. CRYSTAL ILLUSIONS
Sergio Mendes & Brasil '66, A&M SP 4477 (7)
4. MILES DAVID'S GREATEST HITS
Columbia CS 8908 (14)
5. A DAY IN THE LIFE
The Beatles, Apple SP 9060 (11)
6. THE FUNK ON THE HILL
Sergio Mendes & Brasil '66, A&M SP 4460 (1)
7. JUANITA
Charley Pride, Columbia CS 9041 (9)
8. MOTHER NATURE'S SON
Ramsey Lewis, CTLPS 802 (27)
9. MORE: THE ELECTRIC ELEPHANTS OF
Dick Hyman, Concentric Ross (7)
10. HIGH VOLTAGE
Joni Mitchell, Atlantic SD 1309 (3)
11. JAYNA
Perico Sagar, Atlantic SD 1326 (9)
12. MAKE IT EASY ON YOURSELF
Harry Belafonte, A&M SP 4483 (5)
13. DETROIT
The Temptations, Motown, ATLP 844 (7)
14. JAZZ SUPER HITS
Various Artists, Atlantic SD 1328 (6)
15. SOULFUL STRUT
Various Artists, Atlantic SD 1309 (3)
16. STONE SOUL
Margo santerina, Columbia SS 7907 (9)
17. BUTTEN FIRE
Wendy Carr, Columbia LPS 919 (5)
18. BUDDY AND SOUL
Audrey & the Big Band, World Pacific SB 20510 (2)
19. BLOWIN' GOLD
John Klemmer, Capitol LPS 221 (1)
20. IN A SILENT WAY
Miles Davis, Columbia CS 9087 (5)

BILLBOARD SPECIAL SURVEY For Week Ending 9/6/69

SPECIAL MERIT PICKS

CLASSICAL

SCHUMANN: FANTASIA IN C-MAJOR
Alfred Vockenhausen, Angel S 36654 (5)
This choice was made in the context of a concert performance of the Fantasia in C-Major, with Elmar Siegbert, whose touch and style were quite remarkable.

MUSIC OF THE SPANISH THEATRE OF THE GARDEN
Harley French, Angel S 36653 (5)
This recording is noted for its instrumental beauty and the virtuosity of the performers, as well as for its lyrical quality and the warmth of the voices.


Children's


INTERRATIONAL

SONGS OF THE NIGHT-Parachute Puck, Angel S 36524 (5)
This choice was made for its unique blend of music and poetry, combining the rhythms and melodies of various cultures with words that inspire and uplift.

More Album Reviews

Pages 71 & 98

Sales Meet Kicks Off
AF Fall Release Plan

NEW YORK — Audio Fi-
delity Records kicked off its fall LP marketing program at a sales meeting for its district managers in Chicago Aug. 22-
24. Attending the meeting were district managers Howard Lane from Los Angeles for the West Coast, Howard White from Bal-
timore, the East Coast, and Lee Brooks from Chicago, who covers the Midwest.

The program was introduced by Mert Hillman, AFD's sales vice-
president, who set the pace for the sales promotion program which in-
cludes nine LP releases, plus the introduction of the AFD news chil-
dren's line, Tiger Tail Records, with the specialized jigsaw puzzle printed on the back.

The company's fall program, "Audio Fidelity's AFD System," includes a new McNair album, "More Today Than Yesterday," which will be tied with Miss McNair's widespread television exposure which begins in September, and albums by Tony Martin, the Hubbells, Chris Stevens and the Viva-Tones, and Paul Eakin.

In the Audio Rusties series is an album, "They Stopped the Show," which features such names as George M. Cohan, Lib-
beils, Raymond Russell and Harry Lauder. On the next album, the Rain-
bow Plays, with its second album, the "I'm So Glad," the band for the company, the "Sunday Morning," and on the cl-

The sale of the AF re-
lease will be given to distributors and their sales personnel, in a series of meetings to be held in each city by the district men.

Chess Distributor

CHICAGO — Melody Sales of San Francisco now the exclusive distributor for Chess Records, according to the label's general manager Richie Salvador. Dis-
tribution was formerly handled by Chantion Distributors of Oak-

Action Records

Singles

★ NATIONAL BREAKOUTS

CARRY ME BACK
Rooz, Atlantic 2664 (Steeley, ASCAP)

★ REGIONAL BREAKOUTS

HUMMIN':
Muti, S.B., Country Horse 1311 (Promised)
KRAM & THE GAND:
Kram & the Gang, Decca 519 (Stephens, BMI, New York)
TIME MACHINE:
Ground Rock, Capitol 2567 (Storybook, BMI, Atlanta)
Albums

★ NATIONAL BREAKOUTS

JAMES BROWN—It's a Mother...
King 1043 (5)
FRED SANFORD—A Man Alone...
Reprise FS 1030 (5)
BILL COSBY—Best of...
Warner Brothers 7 SP 179 (8)
BARBARA STREISAND—What About...
Columbia LS 918 (5)
TANYA WYNETTE—Tanya's Greatest Hits...
Epic BS 2046 (5)
BOX TOPS—Dimension...
Mute 0032 (5)
★ NEW ACTION LP's

JUNE MATA—Looking Back...
London FS 506 (5)
CREEDENCE CLEARWATER REVIVAL—Green River...
Capitol C-3029
ANY WAY THAT YOU WANT ME
EVIE SANDS / A&M 1090

Top-40 and Good Music play on more than 75 major stations in the U.S., plus guest appearances on the Johnny Cash, Steve Allen and Joey Bishop Shows!
Europe, Japan Growth Cutting U.S. Sales-Dependency Chord

• Continued from page 1

CBS is in a good position to explore this report by Josephine Boule, who's under contract to CBS, Ltd. Boule will continue Leonard Bernstein as music director of the New Philharmonic the season after next. The Global

Classical Notes

Evelyn Glennie will be the soloist with the Oklahoma Symphony Oct. 17. Because of the station WCRB and WGBH will broadcast 69-70 Saturday evening Boston Symphony concerts in the Greater Boston area. Dick Hyman has agreed to conduct the New England Public Radio Orchestra in a September subscription date with trumpeter and trombonist. The Seattle Opera Association's production of the new concert will be the first time in this subscription series.

Cardinal's "Oberon" LP

NEW YORK—A highlight of the well-received season is the world premiere of George Gershwin's "Oberon" in New York, the first time in the history of the New York Philharmonic. A major reason for this activity is the popularity of U.S. orchestras in European. British Decca has experienced especially good sales in Europe with Zubin Mehta and the Los Angeles, for example.

Record companies are beginning to realize that the European market is now as profitable or even more profitable than the American market. For many leading artists, such as EM's Daniel Barenboim, U.S. sales are easy an extra success in Europe.

Ottello in an LP Pkg

LOS ANGELES—Angel Records is issuing two LP sets, the 18th and 19th in their presenting of Verdi's "Ottello" with tenors James McCracken in the title role (Stevenson), the cast are soprano GwynethPlease retry.
On September 5,
Artur Rubinstein will be presented
for 90 minutes on Network Television.

RCA Records presents him for over 2500 minutes.

The much awaited Artur Rubinstein 90-minute TV special will be seen Friday, September 5, 1969 at 8:30. The program explores the life and art of the famous pianist, follows him through concerts in
Israel, Iran, France, Spain and the United States. Mr. Rubinstein narrates the program himself.
The Big Little Integrals That Can Make Or Break Your Product.

Sankyo

Specification for Sankyo micro motors

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Download Sankyo pdf brochure.

Sankyo (Europe) Export and Import & m.b.H. - 4 Düsseldorf, Kämmerstraø 45-47, W. Germany. Tel: 32 2552/3. Tele. BSK 7501.

Sankyo: The Big Little Integrals That Can Make Or Break Your Product.

SPECIFICATION FOR SANKYO MICRO MOTORS

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The Golden Sound of
THE WINSTONS
Turns Up Another Hit
"LOVE OF
THE COMMON PEOPLE"
MMS-142

on
Metromedia Records

Metromedia Records, 1700 Broadway, New York, N.Y. 10019
Vanguard Seeking New European Licensees

LOS ANGELES—Jack Le- werke, Vanguard Records president, is in Europe on a three-week trip to line up new licensees. He is setting new contracts on an individual basis in countries for- merly handled by DGG, whose patent expires at the end of September.

The two countries which will need coverage are Germany and France, which had been ser- viced by Polydor, but whose patents also expire in September.

Vanguard is using Liberty/UA for England. He is talking to Metro- nome about handling Sweden.


He also plans to visit Am- pen's new duplicating plant out- side Brussels. In Madrid he will meet with officials of Hispano, with whom he has a releasing agreement on masters from Hal- lowood Records, a subsidiary of the Rank Organization. The Latin orchestra was among six new LPs released by Vanit.

Leverke will be setting up pro- grams for this product over- seas.

This new merchandising in- cludes "Aches" featuring vocal- ists Pat Taylor, The Charming Brothers "Feelin' the Blues," California Madison (and Earthquake) by Lighthouse Hop- kins, "Hamp of Haves Plays Movie Musicale," "Moonlight Time in Old Hawaii" by the Hawaiian Stringers, and the Rios package of international hits which Leverke will return to the U.S. for a board of directors meeting of National Tape Dis- tributors in Dallas Sept. 8. It is expected the labels and his partners have sold to Mon- mento-based National Tape stores several weeks ago.

The board meeting is being taped by Seva- ture, the September tape gathering of NARM in the Fairmont Hot- el, Dallas.

Snowpuff the Rabbit will teach preschoolers how to lace-up skis. According to Edward J. Drum, president, of Little Learners Corp., Chicago, Ill., Snowpuff is one of six "teacher- toys" that will be distributed na- tionally this fall.

New浦东

CHICAGO—The nation's estimated 22 million children in the two to six-year-old age bracket could represent a valuable market- ing audience for record retailers stocking a new series of educational tapes. Little Learners, Inc., here, in point, the possibilities for its series of six Teachertones, he said that at least 50 percent of the U.S. families have recorded income, and the average per capita income in the home and 78 percent of all households have access to phonographs.

"Considering that all these households with phonographs are already in the market and that the child's ear is more receptive to the tape's message than the adult's," said Drum, "we figure we can expand the market for pred-schooler educational material," he said.

Design

Each of Drum's educational sets includes a brightly colored vinyl binder which opens to reveal a furry animal character, looking out from the window, and on the record, the character's "message." The recording allows the child to think that the animal is more alive, a friend. A dialog goes on between the toy and the character—the recorded voice of the character could lead as a "message" to the two- to four-year-old, and even to the five-year-old, to teach new words. The record earths the child the record the record of the processes records for Little Learner by many manufacturers, according to Drum, including Musical Products and Midwest Records, with Chicago firms, and the Teachertones.

The Teachertones come in six-shipper displays that hold 36 units and can be sold at 99c to $1.25. At some stores, the operation is being run by a "team," a personnel who can help the child learn something from the toys without the aid of skilled personnel.

The audio environment is an important part of a child—"or any- one's—world." If the children media can be linked in the educational process, the better an educational toy can be.
Chicago Company Tackles The Challenges of Sound

By BRUCE CORY

CHICAGO — The Audio Equipment Co. here has handled the sound production this summer for groups and artists as varied as Sly and the Family Stone, Joe Mitchell's Country Sills and Nash, Johnny Mathis and Three Dog Night in locations as different as the Chicago Coliseum (a "barely live place, great for a shock," according to the Mothers of Invention) and the suburban Northbrook Sports Complex.

The company headed by Harry Warner, former sound engineer at McCormick Place's Arle Crown Theatre, has serviced many of the Triangle Theatrical Production dates in Chicago this summer, and arranged the sound equipment at the Northbrook Festival for three bands a night, a night of seven bands in a row.

"We carry a couple of dozen Alto speakers, 300 watts each," said Warner. "It's not just a matter of more microphones for a particular group or kind of act, but the fact that different types of acts specializing in various kinds of music need specific microphones." Most of the equipment Warner uses is manufactured by Acro, Lansing. "We can get everything we need into an economical van.

The Audio Equipment crew arrives at a theater or coliseum at least two hours before the beginning of a concert to consult with the artists on placing microphones. The equipment is then put through high quality tape into it and if the artists are present, holding a rehearsal. Warner uses a Shure, microphone system for stage monitors.

Other equipment includes:
- Model 60428 double equalizer, which allows the use of seven frequencies (from 50 to 12,500) to raise or lower the level of feedback at each frequency.
- Model 436C compressor amplifier, which keeps distortion on the line as well.
- Model T320A microphone, which has a good range for soloists.
- MinnEn's speaker, which is a high output level for larger cones.
- A couple of thousand feet of cable.
- An intercom system for communication between the sound control center and the lighting center.

Over the years, Warner has been involved in setting up the sound systems for Triangle, the Braille, the Cream, Frank Sinatra, Diana Ross and the Supremes, Ray Charles and many others.

Music Course at College Offered With NARAS Aid

NASHVILLE — This second course in the commercial aspects of music will begin at Peabody College at the start of the fall term, again through the cooperation of the Nashville chapter of NARAS. The course, titled "Commercial Music," will be offered as part of the regular music curriculum. Additionally, the course will be offered to special students and can be taken for three hours credit or may simply be monitored.

The coordinator of the course will be Rick Poller, a member of the Peabody faculty who holds a doctorate in music, is president of Athena Records, and is a governor and treasurer of the Nashville NARAS chapter.

Powell, who has been involved in aspects of the industry, established the course as a part of the Nashville Music Education Committee. The NARAS chapter donated $1,000 to help get the program started.

The course is intended to teach procedures and techniques involved in the musical and technical production of phonograph records. A number of outstanding musicians, engineers, and producers—most contacted through NARAS—will lecture at various times during the semester.

This course in Commercial Music carries out one of the purposes listed in the newly-revised constitution of the Nashville chapter which calls on the body to "foster and engage in study and research toward the sound recording industry."

Chairman of the NARAS education committee in Wesley Rose, who not only helped establish this course, but was instrumental in the development of the earlier Music Law course at Vanderbilt University under the direction of Ray Patterson, legal counsel for this NARAS chapter, with aid from attorney Richard Frank, who has lobbied in the activities of NARAS.
Country Music

Cash Firm Formed
—Mrs. John Named

NASHVILLE—Formation of Johnny Cash, Inc., a firm concerned with the promotion and public relations aspects of the country artist, has been formed here headed by Mrs. Barbara John.

Mrs. John will supervise all news releases and other activities dealing with Cash. She currently is traveling with the Cash show.

Temporary headquarters, until Cash can erect his own building, will be at 201 Liberty Circle, Madison. Mrs. John’s daughter, Becky John, will man the office.

Mrs. John spent several years with Artists Consultants in Los Angeles, booking all of the country acts for that firm, and was promotion manager for KGBS. She, with Dick Clark, created the “Stringing Country” concept, and she spent 15 years in television.

It was revealed through this office that Cash has been offered the option on the “Johnny Cash Show” for next year, and it is up to the artist to make a decision as to whether it will continue in January.

True to his word, Cash last week announced that the 100,000 who watched the Johnny Cash show at the Hollywood Bowl last week was the largest crowd ever to see a show in the state of California.

Cash also has shows scheduled for the Hollywood Bowl, a ten-day appearance at Madison Square Garden, and six television shows scheduled for the coming months. He will be home only 15 days between now and the first of the year.

—Country Singer Takes Another Look

NASHVILLE — Musician singer Lee Hazlewood identified some 40 radio stations, through his attorney, of his ownership of copyrighted and registered mark “Country Politian,” and advised that they must not use it.

The action again sets a controversy in country music. Connie B. Gay, radio station owner, Country Music Association vice president, and well-known musician, long has owned the copyright to the name “Country Politian,” and has allowed widespread use of the same.

The name of the group, “Country Politian,” is used by a portion of the registered “Grand Ole Opry” recently was argued in the United States Court of Appeals, and the federal court ruled in favor of Gay.

Stringer said he invented the “country politian” name while enrolling in a music college in New York where he was working on a degree. At a certain point he appeared in an essay, and he used it to refer to the music of the American farmer. Stringer said that was the first Nashville arranger to utilize violins in recording sessions of country music.

Stringer at the time was a copyist for the WSM Register.

By BILL WILLIAMS

Ruar Cash, of big band fame, came in and cut a country song at the WSM Studio recently. Independent producer Troy Shondell of the WSM Recording Service arranged the date. Cash will appear on the “Tennessee” TV show this Sunday and will sing the Nashville recording on the radio show.

Cash is now recording on the International Tape Cartridge label, TOCA, an independent label. He is in the right of his own right, now has joined the Charlie Louvin group as part of the act. Charlie, by the way, is staying with his L&D Agency, and has just signed a long-term contract with the group. In addition, there is great demand, played the “Grand Ole Opry” in all three performances of the month of August, and that includes the Midwest. His new single, “The Man From Nowhere,” was released along with a new LP “Son of the South.”

Doug Kendrow, who is booked into nearly every festival in the country, also plays the “Jape Bishop Show” in early August.

The Nashville Scene was heightened by an appearance from Leon Mashburn, a well known visitor to Nashville, who is marking his 15th year in country music. Here from his home in Rogers, Ark., where he owns radio station, WORP, Mashburn reports that he still is on the road with his band about three days a month; the group consists of seven members of the group have regular daytime jobs. Leon started his career with Bob Wills on the Texas Country Network. He hopes to expand on the regular road, again, playing instrumental music.

Secret Service agents confiscated photographs from Southern Graphic Industries depicting a character used by Apple Records, a U.S. currency bills and sitting in a position designed for a branded license plate were to be used for an album cover, the “Children of Electric Plume.” A few weeks earlier, some “fanny packs” were also seized. All items were stored and held by U.S. Customs Service.

A song written by Bobby Lee into the summer, was cleared by a copyright attorney, to be used legally for the upcoming country music events in Midland, Texas.

Alleged that these markets are in the Southeast and Southwest. Alex said, “and most of them are being prepared for the first time in the market.”

Alley said Purina flew in a team from the West Coast and filmed new commercials for the 30-minute program, done by Roy Drucker, George Hamilton IV and Bobby Lord. They were all outside shots, taped on location in Tennessee. The programs, sponsored by National Life, were originally scheduled in October.

all outside shots, taped on location in Tennessee. The programs, sponsored by National Life, were originally scheduled in about 12 select metropolitan markets.

Once the word was out concerning the Purina sponsorship, Indianapolis station approached WSM-TV, which owns the tapes, and asked that they be sold on an open-ended basis as well as in markets. according to Executive Vice President of the band, the market will be ready to receive it on this basis. He plans similar sales to additional stations.

There are 52 of the shows on videotape in color. The Purina shows are scheduled to begin in mid-month in most of the markets.

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

Muddy Mississippi Line—Bobby Goldsboro (United Artists)

Yesterday, When I Was Young—Roy Clark (Dot)

Steppin’ Down—Frederick Knight (Maxine)

I’ll Be Here—Bobby Darin (Apple)

Ladder of Love—Jack Nelson (K吇)

Save the Last Dance for You—Danna Joe (Ramwood)

Thing of the Past—The Unwanted Children (Marlo)

Who’s the Boss—The Stompers (Ripper-DRose)

Gonna Have to Put You Down—Frankie Griggs (Maxine)

Friendship and Comfort—Bobbi Lentz (Rich-Tone)

Let’s Dance—The Batters and Badge (Gamaro)

Hands—Boney Barth (Chalayine)

Hey Girl—Tilis (Reco)

Maggie May—Bimber & Gonton (Capital)

You Gotta Have Love—Geraldine Atthyer (Garry)

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


SEND YOUR RECORDS FOR REVIEW TO: Brite Star Promotions, 2950 Blackburn Ave.

(Continued on page 54)
WHAT CAME FIRST, THE CHICKEN OR THE EGG?

WHAT

PROUD MARY

ANTHONY ARMSTRONG JONES

“NEW ORLEANS”

CHART #5033

Answer: First a red-hot single called "Proud Mary." Then a tremendous album by the same name. And now by popular demand an other song from within the album that's destined to become a top country single.

ANOTHER ARMSTRONG JONES

CHART #5033

Billboard SPECIAL SURVEY FOR Week Ending 9/6/69

Hot Country Singles

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<td>3 TO MAKE A MAN (Feel Like a Man)</td>
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<td>5 I'M DOWN TO MY LAST &quot;I LOVE YOU&quot;</td>
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**STAR Performer-LP's registering greatest proportionate upward progress this week:**

Canadian Pacific

**TOP TRENDS**

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<td>41 ONE HAS MY NAME</td>
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<td>58 LEE'S LITTLE LIPS AND DONS</td>
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<td>58 HOLD ME, THRILL ME, KISS ME</td>
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<td>56 THE PATHWAY OF LOVE</td>
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S.E.P. 86.

SEPT. 6, 1969, BILLBOARD
With a talent for writing songs and a unique singing style, any artist can put out a good sound. Buck Owens took all that and added a legend from his past. The result was the TALL, DARK STRANGER... not just a good sound but a great one and its on Capitol now!

On September 7, Buck will retell the legend of the TALL, DARK STRANGER on CBS-TV's HEE HAW (which is rated at the top of the television programming by both the Nielsen ratings and by VARIETY MAGAZINE). If you want to see what all the noise is about, watch it!

After the show, go and pick up on the sounds of Buck's latest album, BUCK OWENS AND HIS BUCKAROOS AT THE LONDON PALLADIUM.
Running Wild with Big Country-Pop SALES ACTION!

A GIRL NAMED SAM

LOIS WILLIAMS

EXCLUSIVELY ON STARRDAY

PUBLISHED by TARHEEL (BMI)
P.O. Box 8188 NASHVILLE, TENNESSEE 37207 (615) 228-2575

Country Music

Nashville Scene

* Continued from page 81

guest... Bill Carlisle, Waylon Jennings & & & and all have joined Big World Talent... Tim Carter reports that Rosalee Long, Tim singer-songwriter-publish, now has her own label, Ro-Art, and has a release due out called "The Birds and Bears." Copies are available from old-timer Tim at 6376 Yeaux St., Hollywood... Columbia's Johnny Cash has another gold record to hang on the wall with the old ones... Dr. Thomas D. Warren has become full-time librarian of the music library of the Country Music Hall of Fame. The announcement was made by Frank Jones of Sound Recordings, chairman of the board of CMA. Warren previously was employed in a part-time status there... After a four days for Buck Owens & The Buckaroos in Shreveport, Houston, San Antonio and Austin.

Mrs. Ethel Jackson has joined the Joe Taylor Art Agency as secretary-receptionist... Warner Mack's latest Decca tune, 'I'll Still Be Missing You,' was com- posed by Mack in 10 minutes... Ray Pillow, back from a successful tour of Hawaii, is now on a North Carolina junket... Skillet Davis, goes from a brief rest in Florida to the MOA convention in Chicago... Jim & Jesse have joined the crowd, traveling now on their own bus... Archie Campbell is consolidating new material for the annual show which is expected to be picked up again soon by CBS despite the criticism, such as, whom, who wrote that the show did not do justice to great artists such as Buck Owens, Ray Charles, etc., with Tommy Overstreet, Marie Travis, Carol Sands, Bob F 

SLOGAN

Country Music

Nashville Scene

Count Your Blessings and Don't Overlook the Little Things!

SALES ACTION!

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SLOGAN

Country Music

Nashville Scene

Count Your Blessings and Don't Overlook the Little Things!
Chet Atkins' new single, "Ode to Billy Joe"
c/w "Delilah" #74-0236

Chet Atkins' first album with Arthur Fiedler and the Boston Pops received a lot of attention. So he did the logical thing. Cut another album.

"Chet Picks on the Pops" LSC-3104.*

His lyrical "Ode to Billy Joe," out of his new album, is getting a lot of attention on its own. So he's done the logical thing. Again. He cut it as a single.

*Available on Stereo 8 Cartridge Tape.
**Shaped Notes**

**Clovis Bros. Split Act**

San Francisco — After more than 25 years as a country music duo, the Clovis Brothers, Bill & Fran, have dissolved their partnership.

The first move occurred a few weeks ago when the brothers disbanded their band, and decided on a career as a single act in the Bay area. However, Fran Clovis then announced his retirement from the entertainment field, to spend more time with his family.

Bill Clovis then announced the continuation of his career as a single, breaking in his act with the Kingman at Skin's Tower in Brisbane.

The two had worked together since they were 11 and 12 years old, when they debuted as professionals at a hotel in St. Louis.

Bill proposed that he would form a new band to back him on tour dates across the nation. He’s looking for an established band or trio.

**IFCO Fete Sets Plans**

WILD HORSE, Colo. — Trio Promotions announced here that plans are being completed for the second annual International Fan Club Organization (IFCO) festivals in Nashville during the week of the 44th Birthday Celebration of the "Grand Ole Opry."

An IFCO hospitality room will be open to everyone throughout the week at the Andrew Jackson Hotel. A special dinner and show will be held at the Hotel Hermitage on Tuesday evening, Oct. 14, headlining more of the nation’s top recording artists from the United States and Canada. Information is being handled by Lourdel, Loretta and Kay Johnson, owners of Trio-Shoppers and co-presidents of IFCO.

A pause in the midst of a practical joke. With Nashville studio space at a premium, a Capitol group headed by Reelo Herston dropped in on a DeRee Reeves Artists session, and told him that Billy Jo Spears had the studio reserved. After the few moments of silence, everyone broke up and the Reeves session continued. Left to right, Earl Sinks, UK; Reeves, Billy Jo Spears, Bob Montgomery, UA, and Capitol’s Larry Butler and Herston.

**Country Music**

J. D. Sumner has announced that Oct. 10 will be proclaimed Youth Night at the National Quartet Convention in Memphis. Young people in professional gospel music will be invited to participate, beginning at Midnight. In addition to the young talent, the program will feature the 25-voice Stamps Concertive Choirs, which was organized at the Stamps School of Music in Texas last June, under the direction of Don Sumner. - The Rangers, a leading singing group, will come back into being. After an absence of over a year, is being revived by a former member, Jerry Jedd. This group was formed originally in Fort Worth in 1938. The newly formed organization will be known as Jerry Jedd & the Rangers, operating out of Fairfax, Ala. Other members are Paul Martindale, Gene Nolen, a former member of the Masters Quartet and Henry Green. Glad Happy Family and the Oak Ridge Boys are slated for a repeat of the successful tour they made in March of this year.

**Nashville Scene**

Ray Roth and the Country Winters have cut their first LP for Page Records. Ray is featured performer on WWBR, Whiskey Flat. George Morgan leaves Nov. 9 for a Buddy Lee booked 23 date West Coast tour. South-west and Far West. Earl Owens set up the tour. Jerry Rivers, on the same agency, has booked Chuck Howard for a six-week tour of the Far East. — Gerry Henry Owens, wife of the new Buddy Lee booker, is back in Nashville after a brief stint in Wheeling, where she helped WWVA during some recent importance announcements. One of the top writers in the business, Mrs. Owens is available for professional work at least until the arrival of the baby about conception time in October. — The Homesteaders have been booked to perform for the entire run of the Fourth World Stock Show, Jan. 30, 31, and Feb. 1, 1970. The nightly last day drew over 300,000 people. — Buddy Parrish and the Surprisers are playing to capacity houses at the Golden Slipper in San Jose, Calif. Now in all country, with personages from Nashville, Arkansas, California, and New York. — Frank and Loretta, London Band, described as America’s first British country disk jockey.

**Kitty Wells and Johnny Wright sign contract as exclusive writers for Fred Rose Music, which includes the acquisition of Kitty Wells Publications, Inc., by Fred Rose Music. Seated are Miss Wells, standing are Acuff-Rose officials Bob McCluskey and Bud Brown.

**From The Music Capitals of the World**

**LOS ANGELES**

J. B. Hutto plays the newly re-opened Ash Grove Aug. 29-Sept. 7. Natalie Wood guests on the Herb Alpert, TJB special on NBC TV Oct. 29. Paramount Records will release the original cast LP in the fall of "Cousin," marking Katherine Hepburn’s singing debut. The play opens on Broadway Dec. 18. Alan Jay Lerner and Andre Previn wrote the music, their first teaming together. — Phonograph Publications, "Million Seller Record Book" Sept. 1. The compilation covers all million selling singles and albums from the early 1920’s. The paperback will retail for 51 cents. Company President C. S. McIlvain states that any record dealer, distributor or industry figure who writes in on his letterhead stationery can receive a free copy. The address is PO Box 185, Woodland Hills.

Bunbl McCormick has been cutting singles for Metronome here. — Pianist Dwight Dickerson, a non-Brazilian, joins Bona Rideo, Sergio Mendes’ new group. — Gary LeMel, Norma Groene and Jim Ballos are writing the hour score for the forthcoming film, “The Loving Touch.” LeMel will sing the little song and the love theme. He recently joined Metronome Records. GRT Records held its first industry cocktail reception in New York, George Martin made the presentations of the three albums he produced and assembled in both radio personnel, record distributors from the 11 Western states to participate in a slide-lecture presentation. — Leonard Feather has written a song dedicated to Duke Ellington, titled “Slang” at the White House,” which will be sung by Bill Davison on the 75th birthday of Duke Ellington, Sept. 29, at the American Legion Post 11, Sunset Blvd. and Larchmont, Los Angeles.

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SEPTEMBER 6, 1969, BILBOARD
Billboard's 7th annual

WORLD OF COUNTRY MUSIC

highlights the current country scene at home and abroad. Stories including ... 

- TV and Country Music—TV has given Country its greatest exposure
- The New groups go country... digging deep into the roots and giving it a new slant. Bob Dylan and Joan Baez record the Sound in Nashville
- A successful country music festival at London's Wembley Pool sets a Country pace
- Liverpool—the ideal base for a country music European resurgence
- A new breed of songwriter—Jim Webb and John Hartford work with "Contemporary Country"

These exclusive in-depth features plus the Songwriter series and a completely detailed, updated Country Artist/Record Directory Section make up the 1969-70 edition.

MAXIMUM DISTRIBUTION. An extensive merchandising program to prime country talent buyers, the weekly international Billboard subscriber roster of 30,000 and a bonus distribution at the WSM Country Music Convention in Nashville.

Plenty of information, plenty of publicity—plenty of reasons for you to participate with your ad. Save your place... be with all the International Country Music action OCTOBER 18 in Billboard.

DEADLINE: SEPTEMBER 19

THIS YEAR THE BIGGEST EVER!
Word to Acquire Rodeheaver

The Rodeheaver company, founded in 1910, has become one of the largest publishers of sacred music. Its business is international in scope, and the publishing covers a broad range of activities including hymn books, organ and piano arrangements, ensemble music, sheet music, octavos and seasonal material such as plays and programs.

Rodeheaver owns several thousand copyrights, some of which have been translated into as many as 30 languages. The firm owns rights to such hymns and gospel songs as "The Old Rugged Cross," "In the Garden," "Beyond the Sunset," "Only Believe" and "He Lives."

With the new operation, Thomas will be chairman of the Rodeheaver company. McCracken will be president and Bruce Howe executive vice-president directing all phases of operation.

McCracken said the tradition established by Rodeheaver would be enhanced through new merchandising and promotional aids, a concentrated sales program, new products and redesigning of other publications.

Products of Sacred Songs, the printed music division of Word, and Lexicon Music, of which Word is national distributor, will be moved to Winona Lake for a consolidated shipping effort of all printed music.

Other divisions of the Word company are Word Records, the world's largest producer of religious recordings; Word Books, a leader among independent religious publishing houses; and Word Tours, a service that combines travel and Christian experiences.

Townsend Cuts First LP Under 'Quarter Club' Plan

NASHVILLE — Bob Townsend, onetime manager of WINN, Louisville, Ky., who now devotes full time to record narrations and acting, has finished his first LP for The First Foundation for One Nation Under God.

This is part of "The Record of the Quarter Club" first revealed by Billboard last year (Nov. 23, 1968). Under the plan established, each youngster who opens a savings account at a bank here is entitled to membership, which includes four single records per year.

Since its initial cuts, the organization has been expanded and now the recordings are being distributed additionally through the Columbia Record Club. Plans are in the making for still other distribution, Townsend said.

The first LP is titled "In the Beginning, God," the words of Genesis spoken by the three Apollo 8 astronauts during their successful space probe. They spoke these words while circling the moon, and the recording contains their voices in flight.

Townsend's first narrations dealt with Christmas.

The novel idea for utilizing a bank participation had a two-fold purpose. It gives children the opportunity to learn the savings system and get a banking habit, and also assures them a set of spiritually strengthening records. With each record comes a personal letter from a successful business or entertainment leader, attesting to his faith in God and America.

The sessions are cut here where Townsend began in the radio end in the acting field. His film and television credits are numerous, and he has appeared with some regularity on "High Chaparral." He makes his home now in Tucson, Ariz. While at WINN, he was responsible for building the format of that station into a country power.
Billboard’s FIFTH ANNUAL WORLD OF GOSPEL MUSIC

Billboard will highlight the exciting growth and development of Gospel Music in a probing 3-column editorial report, October 11. The special section will spotlight the leading Gospel groups, the growth and leadership of the Gospel Music Association and the commercial success of Gospel Music in the recording industry. Don't miss this special issue!

ADVERTISING DEADLINE
SEPT. 26
First GMA Awards Fete
Set for Memphis on Oct. 10

MEMPHIS — The first annual Gospel Music Association Awards Presentation and Banquet will be held at the Sheraton Peabody Hotel here Oct. 10 in conjunction with the 13th annual National Quartet Convention.

The award winners are being chosen by membership of the GMA, by secret ballot supervised by Ernst & Ernst. Dinner entertainment will be provided by the Spirit of Memphis, an all-black choir.

Awards will be presented in 11 categories: best instrumentalist, best record jacket, best television program, best disk jockey of the year, best songwriter of the year, best female vocalist, best male vocalist, best record album, best song of the year, best mixed group and best male group.

Host for the ceremonies will be GMA President W. F. (Jim) Myers, and masters of ceremonies will be Bob Benson and Bill Holley. Awards will be presented by John T. Benson Jr., James Blackwood, Tony Brown, Anna and Jenny David, Herman Harper, Jake Hess, Eldred LeFever, Howie Lister, Music Lister, Alvin Lowery, Gerald McCleod, Jim Myers, Norman Odleum, Dottie Rambo, Reba Rambo and Brock Spear.

Seats for the banquet, at $10 each, are limited. Those wishing to attend should contact Mrs. Norman Boyd, P.O. Box 1201, Nashville 37202.

Oak Ridge Boys
To Be Featured In 23 Marts

SHREVEPORT — A new television syndication, which premiers in 23 markets, will feature the Oak Ridge Boys, a leading gospel singing group. The announcement was made by H. Lee Bryant, general manager of KTAL-TV here, under whose auspices the show is being produced and syndicated.

Titled "It's Happening," the show will be released by Tall Oak Productions.

The idea reportedly was conceived by Bryant following a gospel concert presented by KTAL-TV featuring the Oak Ridge Boys. The group met several times with station personnel, and a production schedule was formulated. The program is produced with the facilities and staff of KTAL.

With 26 shows already completed, Sweet Sue Kitchens has contracted for the program to run on a weekly basis in selected markets throughout the nation. They are Memphis, Dallas, Birmingham, Little Rock, Shreveport, Atlanta, Nashville, Detroit, St. Louis, Tampa, Miami, Cincinnati, Louisville, Philadelphia, Chicago, Jacksonville, New Orleans, Dallas, and Austin.

The scheduled premiere date is Monday (1).

when answering ads . . .
Say You Saw It In Billboard

Gospel Music

QUALITY COUNTS
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GOSPEL MUSIC
WANTED
Nature

Shreveport

Rtréal

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Shreveport

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"The time is right for a new direction in blues music.

"Having decided to dispense with heavy lead guitar and drums, usually a "must" for blues groups today, I set about forming a new band which would be able to explore seldom-used areas within the framework of low volume music.

"This album is the result of this experiment and it was recorded live at the Fillmore East Theater, New York after only four weeks experience of each other's playing."

JOHN MAYALL—JULY 1969.

TODAY, AND FROM NOW ON, JOHN MAYALL ON POLYDOR.
Mother Earth Awaits You

Wait, Wait, Wait, There's Something I Forgot To Tell You
Wait, Wait, Wait, There's Something I Forgot To Say
Maybe I Wasn't Everything I Was Supposed To Be
But Wait A Minute, Oh Before You Leave
Wait, Wait, There's Something I Think You Should Know
There Will Be Some Changes Baby
Like Never Before
Gonna Make You Forget About Everyone That You Don't Know
There's Gonna Be No One In This World But Me And You
So Wait, Wait, Wait, There's Something I Forgot To Tell You
Wait, Wait, Wait, There's Something I Forgot To Say
Maybe I Wasn't Everything I Was Supposed To Be
But Wait A Minute, Oh Before You Leave
Wait, Wait, Wait, There's Something I Think You Should Know
There's Gonna Be Changes Baby Like Never Before
I'm Gonna Crown You With Love
I'm Gonna Please You Baby
With Love, Love, Love, Love
Wait, Wait, Wait, Give Me Just One More Chance
To Make These Changes Baby
In Our Whole Life's Plan
Wait, Wait, Please Wait, Please Wait, Please Wait, Please Wait,
Please Baby, Please Wait.
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LYRICS & MUSIC—NAOMI NEVILLE
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“Make A Joyful Noise” SR 61226
Rose From 176 To 95 In One Week!
Billboard Top LP Chart, August 30.

“WAIT, WAIT, WAIT” 72943
A Great New Single From This Brand-New Sky-Rocketing Album

Mother Earth
P.O. Box 159
Mt. Juliet, Tennessee 37122

Engagements:
Personal Management
Travis Rivers
615/758-5494

Living With The Animals
Mother Earth SR 61194
Make A Joyful Noise
Mother Earth SR 61226

From the Mercury Record Corporation
Family of Labels
Mercury • Philips • Smash • Fontana • Wing • Blue Rock • Limelight
A North American Philips Company
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Completing the picture America's top tape merchandisers to serve you.

SEE YOU AT NARM!

AL ABRASKIN  JERRY GELLER
Judy Collins has captured and isolated a fragile moment. Take the time. Live your life again in *Recollectons* from Judy Collins on Elektra.
**Canada's Top Singles**

<table>
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<th>Week</th>
<th>Title, Artist, Label &amp; Number</th>
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<td>ENDLESS FLIGHTS, THE DIRECTORS</td>
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**Canadian Executive Turntable**

A number of disk jockeys and newsmakers are on the move in Toronto. Steve O'Brien, formerly with WBIS, Philadelphia, and WNOL, Detroit, has joined CKFTH. . . . Bud Reilly of CHUM now with CKG, New York. Jean Skinner left CHUM to write for Canadian and U.S. television. A CME in Canada, and is also considering the possibility of doing a two-hour local radio show. Roger Aitken, formerly with CKFO, Edmonton, replaced Skinner. . . . Dan Cheverette, formerly with CHNO, Sudbury, now with CKFM. . . . John Rody, once with WIBG, Philadelphia, and WPLW, Hartford, has taken over the 6:30-10 p.m. spot on CKFM held by Don Daymond. . . . Glen Walters of CKFTH has joined WABC in New York. Harvey Wagstaff left the CBC to do part-time work at CHFI before entering the teaching profession. John Murray moved from CKWS, Kingston to CKOC, Hamilton. . . . Bill B Different already appointed vice-president and station manager of CKFTH.

**New Brand LP**

TORONTO - The Coop LP will bring folk singer Oscar Brand back to the recording scene after a semester's absence with a new album, "Live on Campus," soon to be released. Brand's LP was taped live during a concert at MacDonald College near Montreal. Coop will launch the album with a special nationwide promotion campaign.

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**Canadian Disk Companies Face a Personnel Drought**

TORONTO — Canadian record companies, especially in this city, are having a tough time finding suitable staff. At one point, two weeks ago, six companies were looking for people, mainly in a promotional capacity.

One record company executive said: "The situation has never been this bad before. It's simply impossible to find the right people at the moment."

---

**EARLY THOMAS TAPES ISSUED**

TORONTO — Decca Records has purchased old tapes by singer David Clayton Thomas from Canadian Records, dubbed in brass accompaniment and created a new album set for national release in Canada Monday (1). The tapes were recorded by the singer in the mid-sixties, before he joined Blood, Sweat & Tears as the group's lead singer last year.

Tapes included in the album are: "Boo-Boom. . . . I Got a Woman." "Who's Been Talking?" "Tobacco Road" and "One Somebody Wrong."

---

**Rock 'History' Battle on Toronto Radio Stations**

TORONTO — The city's Top 40 radio battle between CKFTH and CHUM entered yet another controversial phase this week when CKFTH announced plans to suspend regular programming throughout this weekend. During that period, CKFTH will present a 49-hour "History of Rock 'n' Roll." CHUM has already been airing the CHUM "History of Rock 'n' Roll" each evening this week.

The CKFTH program was created in Los Angeles by Bill Drake. CHUM's 24-hour presentation is basically a collection of old hit records. It was produced by CHUM and has been free to other stations in Canada.

The CKFTH program runs 48 hours, but the station is adding an extra hour on the growth and future of pop music made in Canada.

(Continued on page 102)
**Shake-Up Within U.K. Philips A & R**

LONDON — The reorganization of British Philips’ sales structure, which has abolished the traditional setup of separate production divisions for the Philips and Fontana labels, marks the first stage in a drive by the company to become a serious contender in the market for independently produced material.

The move has been engineered by newly appointed marketing manager Olav Wyper, who has been given wide powers to overhaul the company’s dealings with outside production units.

In the past, Wyper, who does not have the title of director, has abolished an established and frequently competitive system which involved top French, American, and British producers of music and administration for each label.

JACK BAVERSTOCK is breaking up an 11-year association with Fontana. At the end of the year, John Franz becomes the company’s only staff producer. In future, Baverstock will make records for release on all labels, including the Wing budget line.

Wyper is taking a job in a situation where in future there will be a clear delineation between the duties of producers and administrators.

Dick Leahy, who is only a member of the production staff and the company’s specialist in contemporary music, will, in his new capacity as single coordinator, not be in charge of an ad division. Whoever lands the job as manager of the ad division will not have control of artists and repertoire disks either.

"It is basically true that Philips has relied very heavily on its own departments to produce detail and has not had the flexibility to select material from the marketplace," Wyper said.

"In recent years perhaps the most notable have been our production producers have been those who have liberated themselves from the clutches of the control of large recording companies. It is those people that with whom we must make contract and from whom we must get repertoire."

"We are not dealing with individuals who are as well as independent production offices. We will maintain a permanent relationship with a small number of independent producers as individuals on whom we will call to handle material that we will eventually coordinate to control the specialist qualifications."

Wyper also pointed out that the function of the staff production department will be to make records for release of artists and labels in the group. The company has been given the power to handle the existing staff of independent recording companies.

Label allocation of internally originated product will be decided by the ad manager in conjunction with Wyper and by either Wyper or the coordinator Mike Everett if it is not a house recording.

Control was, as Wyper, will be vested in people whose names are mentioned in the list of commercial production people at high degree of creativity and market appeal.

The switch of folk and jazz specialists from Philips to Polydor by the end of 1969, and the feeling that the brand name is the only way to exert commercial objectivity allied to high degree of creativity and market appeal.

The switch of folk and jazz specialists from Philips to Polydor, by the feeling that Philips will be pulling out of folk and jazz and that the two areas are completely, stressed Wyper.

"It is a question of priorities," he said. "Our first priority is to compete with the majors in the hit business and only a very healthy and successful company can afford to be selective in limited market repertoire."

Wyper predicted that the first

**EMI Acquires Keith Prowse Via Stock Buy**

LONDON — EMI has obtained a 100 percent interest in the Keith Prowse music publishing company. The sale, which was held by Redfriusion Holdings, a subsidiary company of EMI, was made by the director of the KPM group.

KPM and EMI’s existing music publishing company, Ardmore and Beechwood, will be continued as separate companies.

EMI group director Ken Wood, who also heads Ardmore and Beechwood, said that EMI’s non-executive directors, who include Paul Adorian, Leslie McDougall and Martin Soames, would be replaced by EMI personnel. Wood added that it was probably that he would become chairman of KPM and that EMI Records managing director, Keith Bloomer, and the company’s secretary, Humphrey Tilling, would join the KPM board.

The KPM board includes managing director Jim Phillips, his son Peter, and Pat Howells. Wood said Phillips would continue to act as managing director and that all KPM staff would retain their jobs.

The deal means that, in addition to KPM, EMI also acquires Nikmatar, whose wholly owned subsidiary, The House of Music, is a leader in the independent sector in the musical instrument field. KPM also includes the Peter Maurice music publishing company, with which it merged in 1978.

**Eino Hietanen Is Dead at 59**

HELSINKI—Eino Hietanen, former managing director of Suhkotikkeiden, who retired from his post April 15, has died at the age of 59.

Hietanen began his career in the music industry in 1936 and in 1944 was appointed managing director of Suhkotikkeiden, a post he occupied for 24 years. He was also managing director of his own company, Sukkotikkeiden, a post he occupied for 24 years. He was also managing director of his own company, Sukkotikkeiden, a post he occupied for 24 years. He was also managing director of his own company, Sukkotikkeiden, a post he occupied for 24 years. He was also managing director of his own company, Sukkotikkeiden.

**Rio Shows inVacant Stores**

**RIO DE JANEIRO**—Brazilian artists have hit on new and economic way of boosting their record sales—by giving shows in vacant stores and in residential neighborhoods.

The theaters are set up in vacant stores and in residential areas. The shows are performed by groups of 500 and 400 people. Recently singer's Elza Soares, Elza Regina and Maria Bethania and pop group, Los Muñ缺entes all appeared in this type of format.

The effects of the changes will be felt, "certainly not in the first half of the year," but that they had been planned for a long-term improvement which would become clearer and more evident next year and in 1971.

**U.K. Polydor Trims Prices of Cassettes**

LONDON — Polydor will make a major entry into the cassette market next month with the release of 100 titles covering a full range of product.

In anticipation of an upward trend in tape sales, Polydor has taken an industry lead in slashing prices. The newly increased price for pop releases will be £5.70, a reduction of 4/6p. The price for commercial releases, including classical cassettes will be priced at £5.95.

General marketing manager Alan Bates said, "Our target is a catalog of 150 titles this year and we are so anxious to find—probably by the end of the year—to have a substantial release of albums and cassettes.

Next year we will consolidate on existing material and then go forward again with another big program. We really believe in the future of cassettes in a big way.

The 100 titles will be taken from the pop, jazz and classical material available on Polydor and associated companies—progressive rock, Buddha. Electrica, Riverside, Track, Mirabella and Wellington. They will include recordings by Led Zeppelin; Crosby, Stills & Nash; Arista Franklin, the Edwin Hawkins Singers, Ohio Express, Julie Driscoll with the Brian Auger’s Trinity and Chris Barber, the Doors, the Incredible String Band, Bee Gees, etc.

The release has been planned by a new cassette division headed by Andrew Kerridge.

The cassettes will be backed by a high-powered sales campaign, which will offer retailer incentive schemes. Details will be announced later.

Bates said that the price reduction had been made possible by streamlining of packaging and production processes at the Phonodisc factory and by greater amortization of costs resulting from the anticipated sales uptake. He added that he believed the move toward cheaper cassettes was essential to enable them to be marketed competitively.

So far, Polydor U.K. has stayed conspicuously out of the cassette market, but it is expected to release only a comparatively small amount of material.

"We are one of the last of the Polydor companies to undertake a major investment," Bates agreed. "The reason we have stayed out so far is because of difficulties in getting the price down and making cassettes a marketable commodity."

**RIO FEST STARTS SEPT. 25 WITH KENTON, MANCINI**

RIO DE JANEIRO—Augusto Marzagallo, director of Rio's annual Popular Song Festival, announced that guests at this year's affair will include George Harrison, musical director Frank Pourcel, Stan Getz, and Mantovani.

Marzagallo returned from a European trip for final preparations on the festival which starts on the Brazilian city Sept. 25. The International Festival of Popular Song will follow Oct. 2-5.

U.S. contestant will be singer Thelma Houston, who will sing material of Brazilian composer Gilberto Gil. Color TV transmission of the international event will be taken by Germany, U.K., France, Italy, Austria, Holland, Belgium, Sweden and other socialist countries will see the festival in black and white. ABC is reporting to be considering a live TV film of the festival in the U.S.

**ADRIANO CELENTANO**

Clan Celentano sdh records C.50 europa 7 20122 Milano tel.704261

**ITALY**

SEPT. 6, 1969, BILBAO
Czech Music Instrument Firm Promotes Expansion

By the end of the year there would be more than 100 available, re-leasing new titles at the rate of four or five a month. He anticipates that by the end of the year a player in Britain would average out at about 750.

No Direct Tie

Collins emphasized that there was no direct tie between Motorola and RCA, but RCA welcomed the Motorola operation and planned to give it full support. At present RCA's 8-track tape products are manufactured from Indianapolis and Rome, where the plant has a production capacity of 18,000 tapes per month (annually). Other cartridges are being custom-duplicated in Brit-

Motorola is launching its European operation with a $300,000 promotional program which will advertise in the press, point-of-sale publicity, our store and trade incentive demonstrations. Demonstrations

In addition to the demonstration tour, a demonstration team will visit key areas in the U.K., prior to the October introduction of the instrument at retailers such as John Lewis at London, Liverpool, Belfast, Glasgow, Manchester, Leeds, Newcastle upon Tyne, Birmingham, Cardiff, Bristol and Leeds. The tour is being carried out by the subsidiary company CMI's which in turn is distributing a line of 205 electro-acoustic instruments and is building up to an annual production of 50,000 units a year.

Motorola's unit will result at a cost of about $595,000. This — and the recommended price of the player itself, about $4.80 — is expected to drop significantly as production and sales increase. Motorola will market a series of models, and will make it clear that it expects to have available a miniature version of the combination player already marketed in the states. Carter said that the Motorola unit will form a part of the company's "entire musical instrument picture".

Argentina

In Argentina, the Consulate General presented a $1,000 scholarship to a music student.

LONDON — Now that the Czechoslovakian Musical Instrument Co. is able to negotiate directly with potential importers throughout the world—its overseas trade has been handled exclusively by the Abiram Foreign Trade Corporation—it expects to see a substantial increase in overseas sales in the near future.

The company's managing director, Vladislav Kopita, in Lon-

don recently, at the annual American Music Trade Fair (Aug. 17-21) made this clear in a special interview with Billboard.

CMI already exports 75 per cent of its output to various countries in the world, and this figure is expected to rise to 85 per cent in the last five years. It has increased by about 100 per cent.

In 1970, the company's turnover comes from sales of Petrov upright and grand pianos, and exports of pianos have increased by 85 percent in the last five years, with Holland, Italy, Mexico, Sweden, Norway and the Soviet Union as the principal customers.

Kopita said that the company's factory at Hradec Králové—about 80 miles from Prague—is currently supplied with parts from 150 of all kinds a year and its expertise in piano manufacturing is based on long experience. Petrov piano was founded. As prevent the company's sales director, Dr. Byrd, of the tour of South America where Petrov had a very favorable popularity before the war. And to stimulate U.S. S. CMIC's new product for the first time its windmill and brand as a national Capital Musical Instrument Fair next summer.

Says Kopita: "At present, ex-
ports of pianos to America are initiated by the high rate of duty levied and we very much hope this will be reduced in due course.

CMI has always made a point of working closely with music man-
ufacturers and it has recently pro-
duced a complete new range of pianos incorporating many modifications suggested by leading piano manufacturers. Modifica-
tions have also been made to Petrov pianos as a result of recommendations by a special committee of pianists.

PHILHARMONIC ON ASIA TOUR


Other dates are Hong Kong, Sept. 17-20; Manila, Sept. 20-21; Seoul, Sept. 23-24; and Japan, Sept. 25-Oct. 8.

Performers on the tour will be Bernard Haitink, under whom the orchestra will play in Japan. Other conductors on the tour are John Pritchard and Jerry Semke.

Czech Music Instrument Firm Promotes Expansion

LONDON — Now that the Czechoslovakian Musical Instrument Co. is able to negotiate directly with potential importers throughout the world—its overseas trade has been handled exclusively by the Abiram Foreign Trade Corporation—it expects to see a substantial increase in overseas sales in the near future.

The company's managing director, Vladislav Kopita, in Lon-
don recently, at the annual American Music Trade Fair (Aug. 17-21) made this clear in a special interview with Billboard.

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duced a complete new range of pianos incorporating many modifications suggested by leading piano manufacturers. Modifica-
tions have also been made to Petrov pianos as a result of recommendations by a special committee of pianists.
BRUSSELS

RCA artist Cladagh Rodgers was in Brussels to promote her new album, "The Music of the World," on radio and television. RCA, which launched its Belgian subsidiary in March, is planning a major promotion campaign with Rodgers, who has released three albums in Belgium. The campaign will include a series of concerts, followed by a national tour. Rodgers will be performing with a band of Belgian musicians, including guitarist Fons van der Linden, who has worked with such artists as Enrico's Band and the Rolling Stones.

Johannesburg

E. Kleine's new single, "Hansleson's Hit," has been a huge success in South Africa. The song, which features a blend of traditional and modern sounds, has been topping the charts for weeks. The single was released on Universal Records, and has been promoted through radio and TV commercials.

Polydor to Issue 'Hands' in England

MONTREAL

The Canadian hit single of "Hands of the Clock" by Polydor will be released in England by Polydor. The announcement was made by Polydor's national promotion director, Lorri Bruner, who said that the single had already met with strong response in Canada, where it was released on Polydor's debut month.

Bruner also said that a follow-up single would be issued within two weeks. Life is product of Mike Shepherd's "Hands of the Clock" was the band's first single, and it is selling well in many Canadian markets.

TORONTO

U.S. Firms 'Redecker' Musicman

TORONTO — Ronnie Hawkins, former Arkansas rock artist, and his former band, the Highlonesome, have been in Toronto for about 15 years, is considering recording offers by U.S. majors. Hawkins and his group have been offered as high as $300,000. Labels interested in signing Hawkins include Reprise, RCA Victor, Dot and King.

An early announcement is expected by Reprise, which has had several hits on Roulette in the late '50s.

Sun Rights To Quality

TORONTO—Quality has acquired Canadian distribution rights to the album "Guitar Man," by former Memphis Sun singer recently signed by Quality. The album, which was produced by Carl Perkins and Roy Orson.

Canadian Disk

**Continued from page 99**
coll has taken a key position on the Tape Cartridge of Canada. Records are still released on 45s, but the tape cartridge is becoming more popular. Many of the early releases were made with a white line in the middle, but now they are white on black. The quality is good, and the sound is clear.

Czech Instrument Firm

**Continued from page 101**
Kopsa, "that some prizewinners will eventually become virtuosos, but most of them suffer from a lack of skill that they obtained their first break by playing and winning a Petrof Typewriter." Such contests have already been held in Taormina, Sicily, and in Bologna, Italy, and additional competitions are planned for Holland and Switzerland.

The factory, which employs 6,000 people, is also producing a new type of tape cartridge called the "Edison," which is being exported to the United States. The company has been awarded a patent for the design, and is also producing a new type of tape cartridge called the "Edison," which is being exported to the United States.

Kagen Eyes Scene

TORONTO — Shel Kagen, a former New York talent agent who recently joined Atlantic in New York as an assistant to vice-president and general manager Roger Morgenstern, has been in Canada for the past five days, scoping out the local music scene and looking into the situation with industry figures.

No signings have yet been announced, but Kagen has had several hits on Roulette in the late '50s.

RITCHIE

SEPTMBER 8, 1969, BILLBOARD
## Hits of the World

### Argentina

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### MGM Ponders Office Move In London

LONDON — MGM is still uncertain whether to retain its 253 Soho Square offices or to move its former marketing manager, Phil Capone, into EMI's Manchester Square offices as MGM label manager.

EMI's managing director Ken East is understood to have had meetings with MGM Records and has yet to fix a date for the future of MGM in the U.K. and to iron out the final details of the new leasing deal.

Carson said that all independent record companies set up with producers have now been amicably terminated.
Announcing...
Angel Records’

Angel Fall Opera Season

99¢

Opera Sale

* Complete Operas
* Highlights
* Collections

With the start of the new fall music season comes the year’s best classical retail selling period.

During September, Angel’s 60 (!) top-selling opera packages are available at an unbeatable “buy-in” price that affords you exclusive “sell-out” business opportunities—now throughout the 69-70 season.

Act now... top-ticket prices return at month’s end. Contact your Capitol/Angel Sales Representative for the program.

Contact your Capitol/Angel Sales Representative for the program.
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Continued on Page 106

For more information, visit www.americanradiohistory.com.
| Week | Rank | Artist | Title | Label & Number |
|------|------|--------|-------|----------------|---------------|
| 12   | 107  | David Harvey | My World's Only End | Columbia CS 73061 |
| 12   | 110  | Harry | The Path of Life | Dot 11380 |
| 12   | 122  | Charley Pride | Stompin' the Blues | RCA Victor LSP-4186 |
| 12   | 123  | Tony Bennett | Love Is Here to Stay | Capitol ST LP 1018 |
| 13   | 119  | Glen Campbell | Mountain Music | Capitol 0815 |
| 13   | 120  | Merle Haggard | Sing Me Back Home | Capitol ST 1101 |
| 13   | 121  | Charlie Rich | Black & Proud | Bell 81204 |
| 26   | 117  | Waylon Jennings | Nothing Fancy | Capitol ST-1129 |
| 16   | 119  | Ray Stevens | As Good As Gone | Capitol ST 1127 |
| 16   | 120  | Julie Driscoll/Brian encoder/ Tony Sheridan | Notes Of A Blue Note | Columbia CS 76309 |
| 16   | 121  | Petula Clark | Save Me | CBS 76406 |
| 16   | 122  | Procol Harum | A Salty Dog | AM 1479 |
| 16   | 123  | Dylan & the Band | Nashville Skyline | Columbia CS 76233 |
| 16   | 114  | Booker T & the MG's | Green Onions | Stax VSS 032 |
| 20   | 122  | Lee Hazlewood/Elvis Presley | Those Ought to Be Red Roses / That's All Right | Columbia SPS 7372 |
| 26   | 122  | Tom Jones | What's New Pussycat? | Capitol ST 1142 |
| 54   | 119  | The Lettermen/ The Hollies | Butterfly/ Stop Stop Stop | Brunswick HRA 835 |
| 16   | 114  | Frank Sinatra | All the Way | Capitol ST 1170 |
| 26   | 116  | Chubby Checker | The Twist | Brunswick HRA 835 |
| 13   | 122  | Tom Jones | What's New Pussycat? | Capitol ST 1142 |
| 26   | 122  | Tom Jones | What's New Pussycat? | Capitol ST 1142 |

**TOP LP'S A-Z (LISTED BY ARTIST)**

- Alpert, T.: *Go Now* (1968, Capitol)
- Aretha, L.: *Aretha* (1968, Atlantic)
ITCC salutes Buddah's new fall release

Available exclusively on ITCC
8 track stereo tape, cassette and open reel

International Tape Cartridge Corporation, 1275 Bloomfield Avenue, Fairfield, New Jersey 07006, (201) 228-1050
International Tape Cartridge of Canada, Ltd., 1179 Finch Avenue West, Downsview, Ontario
Billboard Chart Analysis—August 9, 1969

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</th>
<th>% share of Hot 100 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Columbia</td>
<td>-6.1%</td>
</tr>
<tr>
<td>2</td>
<td>Atlantic</td>
<td>-5.5%</td>
</tr>
<tr>
<td>3</td>
<td>RCA Victor</td>
<td>-4.7%</td>
</tr>
<tr>
<td>4</td>
<td>Capitol</td>
<td>-4.3%</td>
</tr>
<tr>
<td>5</td>
<td>Epic</td>
<td>-4.0%</td>
</tr>
<tr>
<td>6</td>
<td>Heritage</td>
<td>-3.6%</td>
</tr>
<tr>
<td>7</td>
<td>Tempee</td>
<td>-3.4%</td>
</tr>
<tr>
<td>8</td>
<td>Motown</td>
<td>-3.4%</td>
</tr>
<tr>
<td>9</td>
<td>Stax</td>
<td>-3.1%</td>
</tr>
<tr>
<td>10</td>
<td>Reprise</td>
<td>-3.0%</td>
</tr>
</tbody>
</table>

6. Heritage—3.6%

A Heritage of Hits!

Bill Deal & The Rhondels
“What Kind Of Fool Do You Think I Am” HE-817

Shannon—“Abergavenny” HE-814

Cherry People—“Light Of Love” HE-815

Gene Bua—“Goodbye My Old Gal” HE-816
from the album “Love of Life” HTS-35,004

Jerry Ross Productions Inc.

Heritage Records is distributed by MGM Records, a division of Metro-Goldwyn-Mayer Inc.
### STAR PERFORMER


- 

#### HOT 100

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Title</th>
<th>Week Ending</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>100</td>
<td></td>
<td>HOT 100—A TO Z (Publisher-License)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>99</td>
<td></td>
<td>BUBBLING UNDER THE HOT 100</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

#### Record Industry Association of America seal of certification as million selling single.

#### FOR WEEK ENDING

**SEPTEMBER 6, 1969**

#### STAR PERFORMER—Sides registering greatest proportionate sales progress this week.

#### Compiled from national retail sales and radio station display by the Music Popularity Dept. of Record Market Research, Billboard.
...THEY ALL HAVE ONE WORD FOR THIS SMASH HIT!

MAH-NA MAH-NA

NEW YORK
WMCA—39
WNBC
WNEW

HARTFORD
WPOP

PHILADELPHIA
WIBG
WIIO
WFED
WRAW
WLAN
WP
WPEN

BOSTON
WBLZ
WLLH
WHOD
WEIM

WASHINGTON/BALTMore
WING
WCAO
WEAM
WPGC

RICHMOND
WLIE

BUFFALO
WKBW
WBEN
WYSL

ALBANY
WPTR

CHICAGO
WLS—40
WIND

PEORIA
WIRL

MILWAUKEE
WRIT
WOKY

GRAND RAPIDS
WLAV

CLEVELAND
WXY—55
WERE

AKRON
WHLO
WAKR

COLUMBUS
WCOL

CINCINNATI
WSAI

PITTSBURGH
KQV

LOUISVILLE
WKLO

ST. LOUIS
KIRL
KSD
KXOK—28
KMOX

MINNEAPOLIS
WCCO
KDWB

LINCOLN
KLMS

DULUTH
WEBE

SIOUX FALLS
KISO—40

OMAHA
KOIL—33

DES MOINES
KIOA—20

ATLANTA
WQXI
WSB

MACON
WMAS
WGGS

COLUMBUS (GA.)
WDAX—27
WSGN

MEMPHIS
WMC-FM
WMPS

NASHVILLE
WKDA

CHARLOTTE
WAYS—23

MIAMI
WQAM
WINZ
WFUN
WNCM

PHOENIX
KRIZ—35

DENVER
KIMN—32
KLZ-FM

SALT LAKE CITY
KCPX—24

SEATTLE
KJR

ADDITIONAL STATIONS: Ted Randal Chain (45 stations)

...IF YOUR STATION ISN'T LISTED... SORRY, SEND US YOUR LIST.

DISTRIBUTED BY MUSICOR RECORDS

MUSICOR RECORDS 240 W. 55th Street, New York, N.Y. 10019
**W-7 EXEC'S SMITH & OSTIN DO THEIR TALENT THING**

**LOS ANGELES**—Joe Smith and Mo Ostin are thinking more musically than mathematically these days as a result of being given executive responsibility for RCA.

Smith, general manager of Warner Bros.-Seven Arts Records, and Ostin, general manager of Reprise, have been freed of their administrative duties to focus on the business aspects of running a company.

Last week, Smith said his new role as Smith's executive assistant, and Don Schmitt-

erle, Ostin's executive assistant, have in their newly created positions such as:
- **Schmittkreis** have become the contact man for artists, managers, and publishers, filtering masters and acts before showing them to their houses.
- **Schmittkreis** has been 75 persons since taking on the new job. As a result of his position, W.7 and free-lance producer Dan Smoak, to become a new singer, Dennis Brooks.
- **Schmittkreis** and Schmittkreis are now coordinating all of their respective companies. The pair has met with their counterparts to discuss their dealings with major companies through to their conclusions like release scheduling, LP cover completion, the expediting of contracts, gaining material to artists.

Smith and Ostin are also responsible for conducting talks with two name pop artists, one British, one American, spending a day looking at the projects being pitched to them.

**Cart-O-Sel Displays Help Solve Self-Service, Pillowage Problems**

**CHICAGO** — A "day of reckoning" may be in store for wholesale accounts as the year draws to a close. Reportedly, tape cartridges and cassettes now available are expected to pick up the pace at the end of the year, focusing on mounting and understanding the pillowage problem, according to a survey recently done by the Corp. here, who has developed a series of security tape display units.

The survey is conducted in the presence of several security tape display units.

Stewart, who walked away from a meat packing plant he had, is one of the few that has come to the attention of the industry. He also has in the broadcast and tape industries.

"Our concept does require that we have the ability to open the units," Stewart said, "and this is the main object of people in the industry. But self-service approach involves repackaging, elimination of the window box or blistering onto it an LP. Stewart's company incorporates the security of a glass case but allows customers to browse through the merchandise and actually "feel the package.""

When it was pointed out that both sides of the tape package were protected by a clear plastic side, Stewart said, "That is a good point." Stewart said, "That is an additional feature that adds to the security of the package."

The survey indicates that the 3/4-inch-wide plastic side on the tape is not used as a means of protection. The survey also indicates that the tape is not used as a means of protection.

**Wing Bows 17 LPs: Up $**

**CHICAGO**—Wing, Mercury Record Corp.'s economy label, has introduced its new "500" line with 17 LPs that will sell for $2.99 instead of the regular $3.99. The line includes the following records: "The Shadow of the Thin Man," the first of the series, and "The Sheik." The 17 LPs feature music from several Broadway shows, including "Carousel," "The Moon," "South Pacific," "Naughty Marietta," "The Student Prince," and "Oklahoma." The album features the Michael Sammes Singers. Other "500" albums include:

"The Friid & Selby to Cut Merc LPs"

**NEW YORK** — Jonathan Friid, who plans to bathe, and Davidson, Philippo and Ostin on the TV show "Dark Shadows," has introduced several albums for Philips/Mercury. Philips has the show's successful story at the end of the year.

"London Lee's "Rich Kid" album on "Mercury will be inducted at the end of the year. The album will be in the same category as the other albums.

"Mercury has the show's successful story at the end of the year."  

**Mr. Westcott Sets Up Consolidated Production**

**NASHVILLE**—Consolidated Record Enterprises, a "full-service" record company, has been set up here by Mrs. Carl

le Westcott, president.

Mrs. Westcott, formerly with World Records where she was sales and production manager, has been granted all the services she desired. She is also responsible for all the services she desired. She also plans to act as a "full-service" producer on any phase of recording.

Mrs. Westcott has been here for five years. She now handles produc-

**Goody Sales Rise In 6-Mo. Period**

**MASSPETH, N.Y.** — Sam Goody, Inc., reported sales of $6,930,992 for the six months ended April 30, compared with $5,856,670 for the same period last year.

Goody's net income for the six months ended April 30 increased 34% to $744,691, or 58¢ per share, from $548,939, or 39¢ per share for the year-

**Atl Sessions In Alabama**

**MUSCLE SHOALS, Ala.** — The Atl Records Recording Sessions at 3614 Jackson High-


The five musicians who operate the studio, Jimmy Johnson, Duane Eddy, The Beach Boys, Roger Hawkins and Barry Beck-

The five also form a rhythm sec-

winter also has also recorded at the studio.

**Munoo U.K. Visit**

**LONDON** — Fred Munoo of Big 7 Music visited England recently searching for material for the U.S. firm, as well as placing copyrights through Planetary Non Music.
Vault Kicks Off Drive to Beef Up Soul Penetration

LOS ANGELES—Eight-year-old Los Angeles-based Vault has launched a drive for stronger representation in the soul market. The company, which has just released a single by the Chambers Brothers, "Can You Hear Me Talkin' To You?" from their new LP, "Feelin' the Blues," would like to sign more artists and expand its marketability.

Promo Staff Jobs Open

LOS ANGELES—In divided regions, the Soul Promo man, Capitol has several positions still to be filled, it was learned at the national promotion conference. These positions are open on the label's independently distributed label staff. These roles are in the West Coast, Chicago, Atlanta and New York. The company has men assigned to explain the label to the public, with a further labeling of their own on St. Louis, Dallas, Boston and Detroit.

New Kapp Releases

Continued from page 3

"Jazz" will also have a second volume of Jack Jones "Great Tracks," a limited-edition re-packaging of Louis Armstrong's "Hello, Dolly.

The Do-Re-Mi Chorus have a set featuring numbers from the MGM film musical "Goodbye Mr. Chips." The Walkmen have Hawaiian instrumental LP. The Constellation Strings will play their Swiss and Danish themes with a Greek pressing on Kapp's 4 Corners of the World. The World's Greatest Hits album, Kapp's first Kapp LP. A Bob Willis country set complete the release.

London ABKCO Push on 'Darkly'

NEW YORK—London Records and ABKCO Industries, the management firm representing The Rolling Stones, have begun an aggressive heavy advertising campaign on "The Last Days of the Rolling Stones" album, which will be distributed the week. The "L这篇文章的包装是一个大写的,被剪裁了的,包括了至少2张9.5*9.5的图片。"Cap Gives Club 1st

Crack at 'Moon'

LOS ANGELES—The Capitol Record Club will offer members a chance to crack at "Man on the Moon," the album produced by NASA. An eight-page booklet accompanying the package will include the story, illustrated at $5.98. Voices include President Nixon and Kennedy plus repertoire of the Apollo 11, which took off to step down on the moon.

Cap Meet 4-Point Plan to Advance Promotion Power

SEPTMBER 6, 1969, BILLBOARD

Buddha Meet Chalks Up $1.5 Mil. In Sales; 33 New LP's Highlighted

CONTINUED FROM PAGE 3

During a seminar Aug. 25, George Burns, national programming director of Pacific and Southern Broadcasting, said that the record promotion man was putting in more time because of the handicap the music business faced in getting wrong record promotions facades by having more and more product coming out each week. The fact that a record is

Cap Group Studies Scene

LOS ANGELES—Capitol's financial plan is providing a bottom line appraisal of the company's capital business to the newly formed pop and classical departments.

These two committees meet regularly to discuss product and marketing opportunities. Members of the pop committee include Dan Davis, Mercury, and Smash to Release "Sadists" Track

LOS ANGELES—Smash Records will release the sound track from "Saturn's Sadists," written by Harvey Fletcher, president of newly formed Pendum Productions. The LP will be introduced with a special package to be featured on WOR and the Nightbirds. Smash will have an option on all future Nightbirds product.

ITCC Has Rights to Poison Ring

WALLINGFORD, Conn.—International Tape Cartridge Corp. has acquired tape rights to Poison Ring Records, headed by Doc Cavalleri, for this year. The contract calls for release of cassettes and 8-track cartridges in the U.S., and possibly reel-to-reel product. Gary Saltor, head of ITCC in Canada, said that the firm would distribute both tape and record product there. Poison Ring is a subdivision of Synercon Studios here.
UA's LP Set Honors Team

NEW YORK—United Artists is issuing a two-EP commemorative album marking the 10th anniversary of Ferrante & Teicher's association with the label.

A major promotion campaign also is under way, including die-cut 10th anniversary display pieces, adaptable as a window unit, wall display or free-standing in-store display; a special order pad listing the 20 sets available by Ferrante & Teicher; header cards for browser bin; 50-second radio spots with 10-second dealer tag for local identification; ad mats; press kits; selected media ads; and special listings within corporate order forms and presentation books.

The new multiple set contains 21 selections. Shortly after its release and accompanying promotion, Ferrante & Teicher begin their annual concert tour, which includes more than 100 cities.

BLUE THUMB AIDS ELECTRA

LOS ANGELES—Blue Thumb has begun mailing out promotion copies of an Electra compilation record and a promotional 12-inch single.

Blue Thumb's general manager, James LeVitus, said that it was telling the recipient that if he hasn't yet heard the new compilation, he is "happy to get it to you.

Blue Thumb is helping Elec- tra postcard, "It's not too late to enter!"

Because Bob Krasnow, Blue Thumb's president, gave Elektra the tapes with which to prepare the album. This peculiar situation will remain about because Love owed Elektra one final album before beginning to record for Blue Thumb.

NARM Meeting to Cover
All Tape Cartridge Fronts

FAVIA—Some 500 representa- tives of NARM and the record-tape industries have registered for the two-day Tape Cartridge Assembly ConfERENCE.

Alan J. Bayley, GRT presi- dent, will give the keynote speech at the opening luncheon meeting Friday (5), discussing "Tape and the Communica- tions Medium."

Following Bayley's speech, the full convention program will be presented by two repre- sentatives of the hardware field—John H. Williams and John H. Trux, vice-president and general manager of Bell & Howell—and video and audio products di- visions.

Doyle will speak on the auto- mobile aftermarket. Trux will discuss the home player market, and Williams will discuss the impact on the tape market, with Bayley, and Doyle, and Trux.

"Tape Packaging and Its Fu- ture" will be discussed by Earl Howlett, general manager of Liberty Stereo Tapes, at a din- ner-meeting Friday. A panel discussion will follow.

Don't miss our display at the NARM show

Tito Puente • Ricardo Rey • Eddie Palmieri • Joe Cuba • La Lupe • Pete Rodriguez • Celio Cruz • Willie Colon • LaBran Bros. • Joey Pastrana • Joe Bataan • TNT Band • Ray Barretto • Johnny Colon • Joe Qui- jano • Los Hispanos • Basie-Vaughan • Eckstein • Armstrong/Ellington

If you are to be our new distributor—yothe are the bes:

Promotion—Sales—Service

Don't miss our display at the NARM show

DeMann Forms Disk, Music Complex; Eyes Other Areas

Eureka is being launched with a new subsidiary, De- Mann Records, which has recorded "One Second Motion," a 12-inch album.

The label will be under the guidance of "Communicate Not Hate" c.w. "It Takes Two" and "I Hate to Lie," both West Coast groups.

DeMann is on a three-week tour to introduce Eureka to disk jockeys, distributors and the trade. He is also negotiat- ing with several tape and foreign distributors.

Before forming Eureka, De- Mann affiliated with such labels as Jubilee, MGM, Bell & Dot, and Mercury, and had been with Liberty, VG, and Decca.

DeMann is president of the Eureka label. DeMann's program for the Eureka label is the projection of a limited release schedule and the concentration on building the company by building artists—rather than just putting out a lot of records.

DeMann Merges P&R & Ad Deps.

NEW YORK—Electro Rec- ords has merged its advertising and publicity departments. The Williams A. Agency will handle "in-house" advertising under the direction of William Harvey, executive vice-president.

Hastings Baker is Electra's new national director of adver- tising and publicity. He was assisted by Lynn Goldsmith, formerly of Reprise Records and Decca and 4 Miss Miss Goldsmith will also serve as national director of publicity, assisted by Joyce Morris. Baker previously worked with Lord, Geddes, Frede and Partners, and the Carl All Agency.

STONES' DISK GRABS GOLD

NEW YORK—The Rolling Stones have earned a gold rec- ord for their single "Honky Tonk Women" and their second single "Paint It Black." They also have received 10 gold rec- ords for "Let It Bleed." The D.C. Symphony

• Continued from page 74

should get better than the cus- tomers' hands-off treatment of Congress toward the arts in gen-

eral.

No contract agreement be- tween the musicians and the symphony management was in- tended, however, and the present contract expires when the new holidays are due to start. The union will not accept the man- agement's latest offer, which consists of a $200 basic wage scale for a 45-week season.

The union wants a pay scale of $225 per week for the first six weeks, $250 per week for the next six weeks, and $275 per week for the final six weeks.

The contract includes a pay raise to $300 per week for the first six weeks, $325 per week for the next six weeks, and $350 per week for the final six weeks.

The contract also includes a provision for the right of the musicians to strike if the management fails to meet their demands.

The union and the management have already reached agreement on a new 23-week season, which begins on September 1, 1969.
The Rolling Stones

THROUGH THE PAST, DARKLY (Big Hits Vol. 2)

HONKY TONK WOMEN • RUBY TUESDAY • JUMPIN' JACK FLASH • PAINT IT, BLACK • STREET FIGHTING MAN
HAVE YOU SEEN YOUR MOTHER BABY, STANDING IN THE SHADOW? • LET'S SPEND THE NIGHT TOGETHER
2000 LIGHT YEARS FROM HOME • MOTHER'S LITTLE HELPER • SHE'S A RAINBOW • DANDELION

MANUFACTURED BY NANKER PHELGE MUSIC LTD. • AN ABKCO RECORD COMPANY • DISTRIBUTED BY LONDON RECORDS, INC. • NPS-3 STEREO
If there was a faster way we'd use it.

But for the time being, GRT will stick to jets. Because that's the quickest way to transport our red-hot tapes to distributors. GRT tapes hit while the hits are hot, and races those tapes to market by the fastest means available. So the next time you hear a jet overhead, think of us.

That roar in the sky just may be the sound of GRT.