Country Stations Giving Public Bum Steer: Rose

By CLAUDE HALL

NASHVILLE — Many of the nation's country music radio stations are "fooling themselves" by playing non-country records and shortchanging their audience, says Welty Rose, president of Acuff-Rose Music and Hickory Records.

Calling for the country music stations to "quit giving the public a bum deal," Rose says: "We need hit records as much as any other record company. Large country radio stations are run by radio Bordellos..."

Rose says RCA, Decca, and the other major labels are running hit records on their country networks to "complement" their non-country-oriented schedules. RCA, Rose adds, is the "worst offender."

The RCA label, Rose says, "is fighting against its own corner by playing records that are not roses." RCA, he says, "is not being loyal to its country artist."

Rose says RCA is "failing to present a consistent product..."

Rose also indicated RCA may be looking at "diversification." RCA's Nashville, he says, has "some good personnel" working at it. "If they can just learn to do what is right... We have hit records, too..."

A hit record on RCA, Rose says, "is a hit record to all into country music."

By CLAIRE HALL

THUNDERBIRD, Mo. — The first album by a country music radio director to be recorded as a solo artist was released this week. "Wearin' the Light Brown Army," the album by "King" David W. "Missouri" Jordan, "never thought he'd make a record for RCA."

The album, "Wearin' the Light Brown Army," was recorded in Nashville, and was produced by Glen Rose, manager of the "Big Thunderbird" radio station.

The album, which was released in mid-October, has sold over 100,000 copies in the country music market, and is expected to reach a million in sales by the end of the year.

By RON SCHLACHTER

CHICAGO — The move by RCA to expand distribution is an "interesting test tube to watch," according to Mercury Records, Blue Rock Records and Peachtree Records national product manager, John Sippel.

Sippel questioned use of the term "dual distribution" and said, "The big unanswered question is what are the qualifications in determining a distribution outlet?"

"Dual distribution means two," Sippel said, "and I don't see how this will stop at two. Within the framework of today's record business there are a number of marketing entities which qualify for distribution function..."

"We are actually talking about multiple distribution and we must talk about the prime functions of a distributor. There are really three prime functions: inventory (which means carrying a label's full catalog), filling orders (for every type of purchasing), and promotion.

"Of the several big unanswered questions, promotion is still the biggest single issue to resolve..."

By MARGE PETT JOHN

LEWISVILLE, Tex. — The latest by-product of a continuously evolving form known as contemporary music—the pop festival—made its Western debut here Labor Day weekend. Held at the Dallas International Motor Speedway Aug. 30-Sept. 1, the Texas International Pop Festival turned out to be what could be labeled as the ideal pop festival. Said Janis Joplin: "Gee, Texas wasn't like this when we were here..."

And the hits just keep on coming... The biggest single hit of the Summer has been the number one record. "And That Reminds Me," Crown No. 533.

Mainline: Indie Faces Oblivion

By PAUL ACKERMAN

NEW YORK—The big record manufacturer had his moment of truth and the record industry is facing up to its new distribution era.

"The early Everly Brothers group had been a success story..."

By ELIO TIEGEL

LOS ANGELES—"We are trying to change the image of our Beechwood company," says Sam Trust, general manager of Capitol's music publishing operation. Previously classified as a "fringe" company for Capitol (Continued on page 79)
NEW SINGLE!

ELVIS SINGS
SUSPICIOUS MINDS
YOU'LL THINK OF ME

Soon available —
Elvis on RCA Cassettes

47-9764

As featured in Elvis' record-breaking engagement at the International Hotel, Las Vegas.
NEW SERIES TO BEGIN ON BILLBOARD’S CHARTS

"Understanding the Charts," a new series of features on Billboard’s charts begins this week on page 60. The series deals essentially with the methodology of the "Hot 100," but treats other aspects of that chart as well.

Other features will cover the "Top LP’s." Other Billboard stories will discuss chart uses, by-product services that derive from the charts, future charts, charts, etc.

The series is the result of a flow of inquiries from all reaguer groups, and is particularly appropriate at this time because of industry interest in "The Music Scene," the new ABC TV series Sept. 22 using Billboard’s charts as a basis for its musical selections.

Kirshner Expands RCA Tie As Producer and Consultant

NEW YORK — Don Kirshner is expanding his activities to include an affiliation with RCA Records as an independent executive producer and consultant. As president of Kirshner Entertainment Corp., he will continue to develop talent and produce Calendar Records which is manufactured and distributed by RCA.

Norman Readon, division

All Sets Site For '70 on Coast for ’70 Sales Meet

NEW YORK — Atlantic-Taco-Cotillion has set its annual sales convention for Sept. 15 to be held at the Riviera Hotel, Palm Springs, Calif. The meetings, which will be held Sept. 15 through Jan. 18, will mark the first time that all the labels will combine for the event.

The convention will be attended by Atlantic, Atlantic, Copeland & Fox, and field men in addition to distributors and distributor representa tives from throughout the country.

The show will feature new product from the leading artists on Atlantic, Atco and Cotillion.

Biggest Motown Release

DETROIT — A 19-album release, the biggest in Motown’s history, will be supported by the company’s largest promotion-advertising campaign. Included will be trade ads, displays, new distributors and consumer catalogs, and co-op advertising in newspapers and on radio. The campaign, launched Sept. 15, is called “You’ve Seen the Rest, Now Sell Motown.”

Product on the Motown, Gordy, Soul and Tamla labels include the first five in the series and the Supremes with a wrap-around, four-color, tear-away poster on board. Other sets are by the Four Tops, Diana Ross and the Supremes, David Ruffin, Smokey Robinson, Gogi Grant, Found Modine, Wonder, Smokey Robinson & the Miracles, Marvin Gaye and Tammi Terrell, the Temptations, Martha and the Vandellas and the Marvelettes.

Gladys Knight & the Pips, Gladys Knight & the Pips & Blinky, Hits collections are slotted on Motown and Tamla, while Wilson Pickett has a full-length album. A comedy set also is slotted for Motown.

AMID’S ’70 Show Set

CHICAGO — The American Music Dealers Industry Exhibit (AMID), with its first show under its belt, will hold its 1970 show April 27-29 at the Las Vegas Convention Center, according to president Ed Phinney. The program would be opening the show to the public for one day.

“We just got back from Vegas and everything is all set,” said Phinney, speaking from his Oxnard, Calif., home. “While the show will not be open to the dealers until Monday, we may open it to the public on Sunday.

“We’re trying to get the show into March. We’re also considering splitting the show with Atlantic City as a possible location.”

Decca’s Martell Gives Field Men Chance to Carry Promotion Ball

By MIKE GROSS

NEW YORK—Working on the theory that the field is the key, Jack Martell, Decca Records’ marketing vice president, is giving his promotional force in the field autonomous control of his activities.

“The singles business,” said Martell, “is a specialty business and it takes a man who specializes in this business, like the field promotion man, to control the action.” Martell added that the singles business is different in every region and the promotion man in the field can’t take total direction from the New York office and still be effective.

“It’s New York,” said Martell, “that now will listen to what the field man has to say and act accordingly.

Martell continued, “It’s just impossible for New York to stay on top of what’s going on in particularly any area, so we’ve worked out a structure in which the New York office acts more like an editor’s desk to disseminate the information that comes in all the fields.

Martell also has established a put-forth promotion conference calls a week in which information from the field is relayed to New York for discussion and followup action.

“The promotion manager,” said Martell, “is the editor’s desk.”

Each regional promotion director supervises a field force of 25 to 35 “terriers,” or field representatives, and has the option of cutting his own promotion angles.

Schwartz Bros. to Bow Retail Chain

WASHINGTON — Schwartz Brothers, record and tape distributors here who recently went public, are planning a contemplated chain of total-service music stores called “Harmony Huts,” which will be heavily feature tape. A 3,000 square foot store, billed as the first of its kind, opened recently at one of Washington’s largest suburban shopping centers in Seven Corners, Va.

The Schwartz corner store will have the largest retail tape display in the area, says board chairman James Schwartz, but the super-giant of Harmony Huts will open later this month with 12,400 square feet of space dedicated to records and tapes. Schwartz’s Willowbrook Mall, The Mall in Wayne township, is said to be so designed that tape will be completely encased in a N air-controlled shopping centers in the country.

The Willowbrook Mall store will feature 25 to 30 tape and cassette players in customers cars. Complete in-depth selection of cassette and stereo needle cartridges will be right out on self-service counters for browsers. Also on view will be records, sheet music, related products, including pianos and organs, home audio and tape cartridge products. Also on view are hi-fi stereo equipment and related merchandise.

The suburban Seven Corners store will also specialize in the information of auto tape players, and offer a complete line of cassettes and 8-track tapes, with some inventory in 4-track. The customer will be able to wun- der on to the racks of tapes which will be displayed on self-service counters.

A third smaller Harmony Hut that went into fall operation with the opening of the nearby Mary- land Plaza, a new outlet in the outskirts of Washington, will experiment with special service in records for the elderly and the consumer.

Schwartz Brothers’ distribution outlets now handle 300,000 wholesale trade operations serve over 400 retail outlets and automotive stores in an area covering the District of Columbia and seven other states. The Schwartz brothers handle more than a dozen labels plus their affiliates, and distribute tapes of artists from Astor, ITCC, Mintz, RCA, United Artists, and The firm now negotiating for leases in other locations to extend the Harmony Hut concept. (A more detailed description of the new Schwartz outlets will be run in next week’s Billboard’s (Audiio) section).

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Executive Turntable

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Billboard is published weekly by Billboard Publications, Inc., 165 W. 46th St., New York, New York, 10036. Subscription rate: annual rate, singles $7.95 in the U.S., $9.00, in Canada, $9.52 to all other countries, $9.52. Billboards are produced in 2520 Times Square, New York (10036).
 Estimates of 500,000 fans crossing the Solent Estuary to cheer on the Rolling Stones at the Isle of Wight Festival Tuesday, Aug. 31, is but fact, about 170,000 made the trip and a measure of the organizational know-how behind this company, Fiery Creations, is that — unlike Woodstock — people did not die, and were entertained throughout the three days.

As a result, the young, foul-mouthed brothers who run Fiery Creations, Dan and Robin, spent the next 60 hours of the Festival’s close from the promoters of the Woodstock event, who offered to run the show in the U.S. next year.

The people who traveled to Woodstock on the other hand were entertained with only a new labor intensive and mass production.

Robins Brown Storage Cases

NEW YORK — Robins Industries Corp. has released a competitively-priced line of cassette and tape storage cases that come in a variety of colors and are designed to appeal to a wide range of audiences.

For carrying cassettes as well as for carrying home storage, Robins offers the 12-compartment "swinger" case. The TCC6-4, which lists at $16.50, can be seen in the company’s catalog.

For modish storage units that can be mounted on a wall or placed on a shelf, a wide range of cases, cassette and tape, are available. The TCS6-4 for cartridges and TCS-8 for cartridges, can come in red and blue, and are available in the company’s catalog.

Robins carrying and storage cases come in a wide variety of colors, and are designed to appeal to a wide range of audiences.

W-7 to Handle CBS News’ ‘Moon’ Records and Tapes

LOS ANGELES—CBS News has signed a deal for Warner Bros.-Seven Arts Records to handle the production of the U. S. and Canada of a documentary album, "Man on the Moon." W-7 also contracted for Harry Nilsson’s new production company, Nilsson House, to produce three albums and two singles for the label.

TRO, Evil Eye Tie

NEW YORK — The Richmond Organization has contracted to handle the administration of TRO, Inc. The catalog includes Shel Silverstein’s "A Boy Named Sue," a gold record winner by Johnny Cash on Columbia and all of the songs he recorded on his label.

Dylan Concert a Pilgrimage to The High Priest of Rock Music

For such a small organization as Fiery Creations, the amount of foresight and planning that went into the Festival was staggering; any incipient violence was effectively dissuaded by large numbers "of environmental playground" with immense phallic balloons, miles of tape, the "flying carpet" as 500,000 cubic feet of crazy foam which, when combined, made sure that one jacket pair tore off their clothes and made love, appropriating the biggest "red" in history.

Thunderous Roar

It was just before 11 p.m. on Sunday when, to a thunderous roar from the huge crowd, Bob Dylan, dressed in a white suit and orange shirt, took to the stage. The vault bank of speakers in the 2,000-watt sound system, to reach the front of the stage.

Dylan went straight into the opening song, "She’s an Artist," and went on to win a magnificent reception. He sang 18 songs, including "Dylan," "Tambourine Man," and "Lay, Lady, Lay." Although there was some disappointing mayhem because he was only on stage for a little more than an hour, he was cheered for more than five minutes and returned for an encore.

A special CBS mobile unit recorded the performance under the supervision of Dylan’s record producer, Bob Johnston, who flew over from the U.S. on Saturday morning especially to tape the show. Many of the singer’s festival appearances will be released shortly after Christmas.

The only trouble came shortly before a tremendous audience order erupted in the press enclosures when about 1,500 people were trapped. The celebrities of the neighborhood, friends of the organizers, had been allowed into the press enclosure, fought with newspaper men and photographers for seats.

Commented Ray Foulk after the festival: "We have naturally been plagued with the same sort of thing, with the man that have gone for us and this telegram to promote a show.

Studio 10 Expands

SAN FRANCISCO — Studio 10 of 10 Claudia Lane has branched into record production. The firm, dressed as a Day Blindness, Leon Leon’s Creation and Kari Richie.

Nilsson, who records for RCA and Geza, and who is the mind behind Nilsson House’s two producers, are well known. With Randy Marr and comic philosopher Bill Martin and singles for singer-songwriter Prado and Scott Jackson, Tipton also works on an instrumental album.

Of the album is to get into the educational field through an affiliation with CBS. The specialist in selling goods to schools and libraries, Post will represent the firm’s entire string. W-7 will sell its product to Post, who will act as a distributor for the specialty.

CBS News is releasing a royalty for W-7 for the "moon" album, which will be offered to the label’s regular distributors as well as to those in the educational market through Post.

POP FESTIVAL IN DALLAS DRAWS EYES EARS AND Ah’S OF TEXAS

For a new organization it was an adequate showing at the beginning of a new development with a new audience.

Cash on Harmony A Record Breaker

NEW YORK — Harmony Records’ Johnny Cash album issued last month, has become the first major release in Colubmia’s low price label’s history with advance sales of more than $13,000 in two weeks, according to Herb Linsky, Harmony’s national sales manager.

The people who traveled to Woodstock on the other hand were entertained with only a new labor intensive and mass production.

YOUTH IS SERVED

The strength and power of music have never been more clearly demonstrated than in the series of pop festivals from the Isle of Wight to Lewishow, Tex., which drew well over one million, mostly young, who flocked from Bob Dylan to Joan Baez to Janis Joplin to the Who.

The festivals were many, including the wonderful behavior of those attending, bravely countless incoherences, as at the Woodstock Festival, to do "their thing." And music is an integral part of "their thing" as much has been from the earliest.

An important effect of the festivals was a recognition and an appreciation of the youth. Rock, folk, blues, jazz all contributed to the artistic successes, including the big Atlanta Festival earlier this summer. But, despite some financial difficulties and growing townspeople, the net winners were the youth, a youth brought together by the spell of music.
ROMEO & JULIET WAS A HIT LONG BEFORE IT WAS A SONG.

Who, in his days of love, hasn't had a Romeo and Juliet romance? For hundreds of lovers, music by Percy Faith was "our song." And now, from the man who really understands the music of love, the love theme for all Romeos and Juliets. And just to make sure he's covered the field, Percy's included his new single, "The April Fools."

PERCY FAITH
LOVE THEME FROM 'ROMEO & JULIET'
On Columbia Records

*4-track reel-to-reel tape 15-track cartridge
Cap Budgets Producer Spending

LOS ANGELES — Capitol Records has announced its plan to cut annual costs of $5 million, primarily in production spending. The budget controls for both staff and freelance producers. Producers can no longer go into a recording studio without a signed contract on an approved budget, according to Mr. Kapp, general manager of Capitol’s A&R department. Kapp’s office watches all spending. The idea is to show producers that they must "prove realistic in their forecasting of session costs."

Capitol’s A&R department is now operating on a cooperative basis with as many as 16 producers here, in New York and elsewhere, according to Kapp reports to department vice president Karl Engemann.

"We’re all working more closely with the financial staff," Kapp says, "so the future bottom line statement. We are evaluating our artists and production in a way that will contribute to corporate profits.” As Capitol increases its producing staff, so too must it increase the A&R administrators, Kapp points out. It is presently preparing a table of organization for the department which will spell out specific job classifications. Under the present set-up, the producers, with Dave Axelrod, Dave Cavanaugh and Jack Teitel, has been in charge of the work of the second line producers. Tom Morgan, the East Coast operations vice president and Nick Venet, both carry executive status in the New York office.

The executive producers act as agents for the company. The present organization of producers assigned to them. As more producers move in, the company sign must be cleared by either executive producer. The executive producers are trying to increase recording budgets, with Kapp observing, the company’s aim is to improve the entire operation.

Kapp himself is staff of Jim Winifred, the A&R administrator, manager plus a music librarian and LP components coordinator.

Meanwhile, the department’s A&R director, functions as assistant to chairman, operating and promoting, reporting, to Engemann.

U.K. Pop Clubs Showcase for New Records

LOS ANGELES — Pop music clubs in London are playing a major role in exposing new recording artists to the U.S. Don Graham, who just returned from England, reports that British manufacturers are becoming aware of the 30-odd clubs in London that expose singles.

Each of the clubs employs a "disk jockey" who plays disks for dancing and listening. Often with an artist, a manager books an act, the group’s records are then programmed to promote their live appearance there.

This club exposure is important, Graham says, because England is able to spread the word as far as playing new recording sessions, "so any exposure is good exposure." In addition, the British music press often reports on the reaction the records receive.

ARCHIES GET GOLD SUGAR

NEW YORK — "Sugar," the single by the Archies on Columbia Records, has been awarded a gold record for sales of 1 million copies. The record represents the third single recorded by the group, a creation of Don Kirshner, who is president of Calendar Records. Calendar Records is distributed and controlled by RCA Victor.

Skeeter Releases

NEW YORK — Skeeter Records, an imprint formed by Dionne Warwick and Buddy Greed’s debut LP "Let The Soul Sing" has been released. The album was reportedly "re-issued" from the label’s new "originating series" for Ses. 6). "Super Soul" and B. J. Thomas’ "Songs for Lovers and Lovers." Skeeter has announced as part of the Orbit budget tape release section in the same ad.

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We're taking “Black Berries” off the market!

Although you made us number 43 bullet, Cashbox, 79 bullet, Billboard, and 56 bullet, Record World, we found that for a lot of people this record wasn't their thing, and our thing is to make your thing easier.

we just hope our new record

“Was it good to you” TNS-908
from our new L.P.
“The Brothers Isley” TNS-3002
is your thing.

Kelly Isley / Rudolph Isley / Ronnie Isley

distributed, marketed and promoted by

Available exclusively on ITCC 4 and 8 track stereo tape cartridge.
To Go or Not to Go Multiple Distribution Is the Question

Continued from page 1

To require a complete rethinking. "It will focus attention on problems of credit risk and cash flow. Manufacturers will find it necessary to share credit information on a more regular basis, and a centralized system for facilitating this should be set up," he said.

Holzman added that several labels may get together to handle distribution from depots or offices attached to pressing plants.

Holzman added that multiple distribution will lead to a more stable industry. "Less records will be released as the distribution pattern becomes more realistic. . . . More thought will be given to each record. . . . There will also be a necessity for manufacturers to place more personnel into the promotion area and radio will also have to meet the responsibility of exposing more product. In short, multiple distribution will cause a ground swell which will lay bare many problems which have been swept under the rug."

The independent distributors, Holzman felt, may ultimately become stronger sales representatives for labels.

The matter of exclusivity, Holzman noted, is not found in the law; rather, it is an informality which exists between companies. "We are in a period of very important change, and two or three years will be required before we witness the full evolution of what is happening," he said.

Ertegun View

Ahmet Ertegun, president of Atlantic Records, expressed a different viewpoint. He said: "We will not cut out our distributors. We will do all we can to work with the rack jobber . . . but the distributor remains our chief source of reaching the consumer. . . . Dual distribution problems will lead to much confusion."

Florence Greenberg, Scepter Records president, said that a move into dual distribution should have been preceded by industry talks. "It should not have been done unilaterally. It came as a surprise. A meeting would have given people a chance to adjust," Mrs. Greenberg said. She explained her view of independent distribution.

Scepter, she claimed, would continue to function adequately. "Maybe," she theorized, "sales will be affected."

Greenberg also pointed to the independents contribution to the industry.

An executive who has been a key manufacturer for many years stated he would work out an approach to multiple distribution by the end of the year. "We must do something," he said, adding, "The independent distributors have too many lines. They cannot attend to all. They pay attention to only the hot product and much product is not getting adequate exposure in retail outlets. As a result the customer over 25 years of age becomes alienated. He forms a concentration of top hits. This situation will force many manufacturers to sell dual or multiple distribution."

He said: "We are seeing a major change."

Carlson Statement

Joe Carlson, president of RCA's Probe chief, stated that multiple distribution has only its problems and advantages, and that time and expertise will be required to improve the situation. "We have reached a new age. Working according to the rules of the past does not make sense."

He added: "Multiple distribution gives you more chances for sales . . . but one must not lose sight of the fact that the chief goal is to get the record to the manufacturing level."

Barney Ales, Motown executive who has administered the company's distribution problems would be minimal if "the distributors were out hustling."

He added: "Today so many of them are on the stock market, in rack jobbing, or they are part of a conglomerate. But if he would only worry about his market he would continue to exist.

Ales concluded: "If a distributor does his job well, we will stick with him."

Gene Norman, head of GNP Records, said, "Selling directly to the racks is inevitable. We've been doing it for years in those areas where we felt distribution was inadequate. Distributors have so many lines that often they can't do a proper job of promotion so that a label has to go to the station itself with record exposure is still the name of the game."

COST Comments

LOS ANGELES — Record company executives are trying to foresee the long-term effects of RCA's move to dual distribution. Some manufacturers are merely watching from the sidelines; others feel the move is inevitable, and in the words of one executive, portend "the death knoll for distribution as we know it."

At Warner Bros.-Seven Arts, the company is committed to independent exclusive distribution, according to Mo Ostin, Reprise general manager. But RCA's move warrants studying the situation because there are a number of questions which are developing over changing market patterns. W-P has no changes contemplated, Ostin said. RCA's move was based on a research study, and it may have revealed some facts which other companies may not be aware of, Ostin added.

There is a possibility of a price war developing because of competing distributors in the same market handling a company's product. "But we have to look at what's happened in the tape field where there are several distributors in the same product in the same territories."

One major rack jobbing executive asked a record company executive, "What are you going to do for us now?"

He was told "nothing."

At Blue Thumb, the aggressive small label, the feeling is that dual distribution benefits the catalog company because it receives "the twice the effort, twice the exposure and twice the display. Blue Thumb executives have discussed the topic, and the feeling is they don't want to start a price war at the distribution level. Graham sees competing distributors playing price to gain volume from dealers.

One new RCA distributor, who is also a major Pacific area rack jobber, when asked was delighted to get the line as a rack. But that a distributor was confused about sending his salesman out with the same product which another company was selling.

Mercury Calls Dual Distribution Interesting Test Tube to Watch

Continued from page 1

most important. Who is going to do two or more distribution outlets—who will promote an album? Which of the multiple distributors in a given area will advertise which singles and which albums? Before anyone can intelligently comment on this new thinking on distribution, qualifications must be established. However, it's an interesting experiment and any experiment is good until the results are determined."

Chess View

Dick Lude, vice president of merchandising and advertising for Chess Records, views RCA's dual distribution move as detrimental to new artist promotion and record selling in general: "RCA has transferred their departmental artists—as far as big sellers as possible. It's only a guesstimate, but they are definitely going to hurt new artist because no one is going to work on new product.

"As for pricing, we've been working for some time without success in standardizing pricing in the record industry. Now, it's going to make it worse. It will really be cutthroat. They're hurting the distributor. The rack people will wait for hits while the distributors will be stuck with big inventories."

Handlemann Lists Record Sales

DETOIT — Record sales of $19,176,849 were reported by the Handlemann Co. for the fiscal quarter. This was an increase of 24.2 percent over the same period a year ago, said president David Handlemann. Net earnings after taxes were up 21.6 percent over a similar period a year ago to $927,169.

The board of directors has declared an increased quarterly dividend of 15 cents per share on outstanding common stock, payable Oct. 13.

"RCA will do volume with this ouline. We will not cut out our market. As for the other labels, I don't think they will follow RCA."

Garnet Gets 'Gables' Rights

NEW YORK — Chappell & Co. has acquired worldwide publishing rights to "Anne of Green Gables," a musical with music by Canadian TV producer Norman Campbell and lyrics by Campbell and Canadian actor Donald Harron.

Originally a Canadian TV show, the rights were transferred to the stage in 1965 and is still running in Canada. The original London cast album is on CBS.
Incredible new singles excitement on Decca Records!

"Tracy"
the cuff links 32533

"The Colour of My Love"
jefferson 32501

"I Still Believe in Tomorrow"
john & anne ryder 732506
**World Pacific Jazz Using Vertical Design on Cover**

LOS ANGELES — World Pacific Jazz has begun running its album artwork vertically, opening the length of double jacket LPs to graphic design.

Three months ago the company experimented with the concept of printing a photo on the full surface of two jackets. That album was Bobby Bryant's "The Jazz Excursion Into PEARL BAILEY IN TV SERIES**

NEW YORK — ABC-TV will introduce a new musical variety series featuring Pearl Bailey in the 1970-71 season, Martin Starger, vice president of programming for ABC-TV, announced last week.

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**Handelman Buys All Brands Co.**

DETOUR — The Handelman Co. has acquired all outstanding stock of All Brands, Inc., of Pittsburgh, as well as certain assets of the phonograph record and tape division of Hamburg Bros., Inc., of Pittsburgh.

Both transactions are in exchange for Handelman common stock. The precise number of shares of Handelman common stock will be determined after certain adjustments and computations are completed, but is estimated that a total of approximately 100,000 shares will be issued when the computations and adjustments are completed.

All Brands, Inc., is a privately owned rack jobber of phonograph records and tapes.

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**CBS Income Up in Half**

NEW YORK—Consolidated net income of Columbia Broadcasting System, Inc. and subsidiaries for the first half of 1969 was $30,222,000, a hike of $5,694,000 over the $24,528,000 of 1968's first half.

Net sales for the period were $519,403,000, an increase of $56,177,000 over the $457,225,000 of the first six months of last year.

The income produced earnings of $1.12 a share compared with 91 cents for the same period in 1968. Record second quarter consolidated net income of $16,692,000 and sales of $259,507,000. Comparable figures for the same period last year were $12,577,000 on sales of $227,075,000.

The financial report of William S. Paley, chairman of the board, and Frank Stanton, president, noted, "Sales of records during the first six months were outpacing those for the similar period last year."

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**TDC Adds to Labels**

SEATTLE — Transcontinental Distributing Corp. of Seattle has added three additional labels for exclusive distribution in the Pacific Northwest. The labels affected include Beverly Hills, De-Lite, Dore, Fleetwood, Radiant and the ITCC family, including Little Darlin.'

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**COMPOSER Gordon Parks, left, listens to the playback of his son's "Learning Tree," with vocalist O. C. Smith. Smith sings the song in the film which has included it in his next Columbia LP.**

**'Dark Carnival' LP, Then Stage**

LOS ANGELES—An album of Ray Bradbury’s "Dark Carnival" stories will be marketed before a full musical on the same theme. The album written, produced and performed by Bob Jacobs for Columbia Records will be distributed by Tower later this year.

Jacobs is polishing the stage version for presentation here fall. Jacobs, who composed the 12-scene operetta, will head the cast of four. Colobt Corp., Colobt Records' parent, has the show's stage rights.

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**Sahret Renamed R.S.O. Publishing**

LOS ANGELES — Sahret Music Ltd., one of the Sigwood Organization's farms, has been renamed R.S.O. Publishing Ltd. The organization's entire publication setup is being revamped. Writers with R.S.O. include Eric Clapton, Giner Baker, John Mayall, Big Brother and the Holding Company, George Fame, and Barry, Maurice and Robin Gibb. Robert Stumbrubeads the organization's U.S. publishing operations.

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**Elvis TV Track**

NEW YORK— RCA’s "Original Soundtrack from the TV Special "Elvis" has been certificated at $1 million income by RIAA. Elvis Presley’s 11th gold record for an album.

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And The Hits Just Keep On Coming...

And That Reminds Me
THE 4 SEASONS

b/w
THE SINGLES GAME

CREWE RECORDS

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From now until the end of the year our product will be supported at consumer as well as trade levels with pheromenal coverage:

NEW PRINT COVERAGE!
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2460 radio spots. Saturation coverage. Every type of station, everyweek, everywhere!

Decca
ARE YOU READY FOR THE INCREDIBLE NEW EXCITEMENT ON DECCA®...CORAL®...AND BRUNSWICK® RECORDS!
Now On

CHALLENGE RECORDS

The Peanut Butter Conspiracy

BACK IN L.A.

The Peanut Butter Conspiracy

b/w HAVE A LITTLE FAITH

DISTRIBUTED BY CGC RECORDS / 1811 BROADWAY, NEW YORK, N.Y. 10023
SCEPTER'S SCEPTER'S

LOS ANGELES—Recent companies are experimenting with their own forms of cartridge packaging, which is in line with an overall trend to make the cases more visible. At the last meeting of the Record World Division of America's tape cartridge packaging committee, the companies agreed to develop a standardized dimensions of the 12 inch by 4 inch cartridge case which fits in an album browser box. These dimensions are looked upon as a temporary measure in the development of holders for 8-track and cassette tapes at retail.

Each company is free to develop its own form of cartridge holder, said Joel Friedman, Warn Bros.-Seven Arts marketing vice president who attended the RWA meeting. 

**Muntz Offers a Unit With Input Selectors**

LOS ANGELES—Muntz Stereo recently introduced its fourth home 4 and 8-track play-back unit and the first with input selectors. The new unit, the H-150 Royale, can be used as an auxiliary system, as a recording system, as a microphone, record player, radio or reel-to-reel player booking system, or as a combination of the above.

The machine retail for $139.95 without speakers. It has integrated circuitry and a range of 10,000 Hz, pulses 30 watts per channel, which is the most any of Muntz's home models has offered. Previously, the H-120 and H-200 offered 25 watts per channel, with the H-5500's peak output 7 watts per channel.

The unit has AM/FM radio as an additional feature.

There is no other Muntz model which has input potential, and that model is the MR-500, a 4-track home playback reel-to-reel unit which has been discontinued at the factory level. Muntz dealers continue to sell the unit, however.

Presently being prepared in Japan for Muntz is a home playback system for 4 and 8-track which will have the capability of recording and playback both configurations. The unit, tentatively called the 512, will have a dedicated recording cutoff switch which eliminates the need for time being recorded.

Friedman agreed that a manufacturer would incur additional production costs in handling both configurations, but says W-7 is willing to pick up this cost. "Somehow along the line the expense will be borne by somebody, and it may not be the manufacturer. But we are willing to do it if it comes to that.

Friedman believes the consumer will decide on the final packaging. As he gets accustomed to handling one form of packaging he will show his preference and this reaction will be relayed back to the manufacturer."

**Tape CARtridge Innovations Fail to Close Disk Cos.' 'Packaging Gap'**

By ELIOT TIEGEL

Various forms of packaging were presented at the RWA gathering, with none receiving total enthusiasm, according to Friedman.

**Differ on Point**

A number of companies differed on the point of whether cartridge packaging is desinged to fit present, existing display bins, or the reverse approach.

Friedman's view is that fixtures should be designed to meet the specifications of the tape case itself. "Eventually this all have to be done," the executive believes.

As a result of the government's recent edit against deceptve packaging, the Federal Trade Commission is reported to have been asked to have the *Reco* modified in part, one older box cardboard outer holder, according to Friedman. Each *Reco* package now has to state that only one tape is housed in the 12-inch holder, since the length could deceive people into believing the case held more than one tape.

At the RIAA meeting, the vendering of cartridges was discussed, with one system mentioned in which the customer paid a clerk money and received a token for insertion in the machine.

Friedman acknowledged that a manufacturer would incur additional production costs in handling different configurations, but says W-7 is willing to develop a price for the tape department, but will eventually have to charge the retailer one. "It's more of a merchandising job than a sales job," Sherman says. W-7 can handle the taping of these tapes through its own network of record distributors, so Sherman can negotiate on the per cartridge basis on the people on other markets. The company currently dropped two distributors, with Chicago absorbing Milwaukee and Cleveland absorbing Cincinnati.

**8-Track Title to Dominate Chart During Three Month Period**

NEW YORK—Forty different 8-track tape cartridges have appeared on Billboard's 8-Track Tape Chart during the 14-month period from May 31—first issue in which the tape chart appeared—Aug. 30.

The most successful title was closely followed by the cassette which featured with 33 different hits.

Four-track recordings emerged with 24 hits on the charts. The title is a four-track recording on Billboard's system of chart action measurement which accumulates points based on the number of weeks it appears and the position achieved each week. Because some tapes have been in existence—and were therefore chart candidates—during the entire 14-month period it is not a true best-seller list in the broad sense of the word. Some of the product, recently released in the different configurations, have been able to compete only on a restricted basis.

The charts also showed how the configurations ranked against each other and against the sales of albums during the same 14-week period.

Among the top sellers in all the three configurations were "Bay ou Country," by Creedence Clearwater Revival; "Giant's" by Glen Campbell; "In-A-Gad da-Da-Vida" by the Iron But ter; "Golden Road" by the American Dimension's "Age of Aquarius."

In the 8-track configuration, the most startling title was Johnny Cash's "At San Quentin," which reached the No. 17 spot in four short weeks of chart riding.

Scepter's premium product features are "Revival," by B.J. Thomas and Joe Jefferies. Hob, the spiritual label, is considered the most successful line in the country. The company's two new budget line titles, "Gap" and "Table Cartridge," (Continued on page 16)

SEPTMEB 13, 1969, BILLBOARD

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Restaurant Exec Institute Offers Cassette Courses

LOS ANGELES—The Restaurant Executive Institute is offering a course in basic management on cassette tapes. The 12-hour series is a training program for the foodservice industry.

Subscribers to the Institute's Cassette Library series receive the management course for $180 and a Panasonic cassette player/recorder for $45. The unit is optional equipment.

Membership in the Cassette Library program begins with the basic management series, which is concerned with primary management skills and focused on helping solve personnel problems.

The series covers 24 subjects (30-minutes each) on 12 one-hour cassettes. The course was created by Travis Elliott and Richard Rodgers. Individual one-hour cassettes are available to members at $15 each.

The management course is the initial offering of the Institute, with cassette Library members receiving a monthly bulletin describing new cassette series in the management/communications library.

The management training program consists of information on new operating techniques methods, and systems, finance, merchandising and marketing, food technology, employee relations and communications.

Volume booster for tape sales.

TMC, Michigan Mobile, National Tape, U.S. Tape Club, Wellington Eight, and Record Club of America, among others, use LISTEN to move product off the shelf.

Why not you, too?

Such thorough coverage has made LISTEN an indispensable accessory for the tape buyer. In effect, it gives him browsing access to your entire tape inventory. Not only when he's in the store, but at home, too.

However, it doesn't cost you enough to let you use LISTEN as a customer giveaway. But if you decide to sell it, you'll net at least 50 percent profit.

Listen to this a moment. If you can actually get a salesman that will work for you seven days a week, holidays included. And pay you for doing it.

We'll be glad to introduce you. Just send us the coupon.

NMC to Buy Racks, Wholesaler Cos. After Wallichs Supply Deal

NEW YORK — The NMC Corp., which recently signed an exclusive contract to supply Wallichs Music City and other Wallichs' retailers with their complete musical needs, has also put the wraps on an agreement, in principle, to acquire, at an undisclosed price, three prominent Detroit-based affiliated record and tape rack jobber and wholesaler firms.

Jesse Selter, NMC president, said that his company plans to purchase Music Merchants, Inc., a wholesale record and tape distributor; Royal Stereo Tape Co., wholesaler and rack jobber of pre-recorded stereo cartridge and cassette tapes, equipment and accessories; and Mobile Music Co., a rack jobber of records.

In addition, NMC will acquire the recently created Mobile Music of Wisconsin, Inc., a rack jobbing firm supplying pre-recorded products and services to discount department stores in Wisconsin.

These firms, with a total annual annuity of $2.6 million service an estimated 400 accounts, primarily major department and discount stores, and record and tape outlets based in the Midwest:

Music Merchants, Royal Stereo, Mobile Music distribute a full line of major record and tape labels. Under terms of the agreement, the three companies would be operated under present management headed by Marvin M. Jacobs, president, who will also become an officer of NMC.

NMC's Wallichs deal marks the first time that Wallichs has signed a rack jobber. The agreement involves the servicing of the 16,000 square foot Music City in Hollywood, along with other Wallichs retail stores in Canoga Park, West Covina, Costa Mesa, Lakewood and Torrance, Calif. The contract also covers the soon-to-be-opened store in Buena Park, Calif.

It is estimated that the Wallichs chain carries approximately 7,000 tape cartridges and cassette titles, in addition to its record inventory. Of this amount, the vast majority is located in the Hollywood store.

This is the first time that a retail music outlet of Wallichs size has engaged a single rack jobber for its complete musical inventory. According to the agreement, NMC will also provide tape cartridges, tape cassettes and a wide variety of accessories.

The company will further coordinate the Hollywood store's seven-day-a-week "Album of the Day" promotion on eight Los Angeles radio stations. Albums featured in this promotion are sold at a 40 percent discount at Wallichs for a shorter period. NMC will also be involved in the coordination of Wallichs window displays and in-store promotions.

Capitol Raises Cassette Price

LOS ANGELES—Capitol has increased the retail price of its cassettes from $5.98 to $6.98.

The company had introduced its cassette catalog two years ago with a $5.98 price because it was "fast and competitive at that time," according to John Jossey, Capitol's sales vice president. Jossey attributed rising costs at the manufacturing and distribution points as the price increase.

M-Point Plan Set

Continued from page 15

Capitol was the first to feature Chuck Jackson, Maxine Brown, Super Soul, the Isley Brothers, Flip Wilson and other major artists as well as top selling classical programs.

Joining these artists are new product acquisitions including Frank Chacksfield, Matt Monro, George Shearing, Cyril Connolly, Anthony Newley and Georgia Brown.
A GREAT SEPTEMBER PROMOTION FROM LONDON/AMPEX

NOW FOR THE FIRST TIME...
LONDON/AMPEX PRESENTS COMPLETE OPERAS ON CASSETTE!

VERDI: La Traviata
featuring Pilar Lorengar-
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A great collection of phase 4 stereo samplers from London/Ampex!
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MUNTZ CART-CHART

New Release & Hit Index

COMPATIBLE 4-TRACK CARTRIDGES

Album & Artist

Muntz New Release Index

*COM-A-946
The Age of Electronics — Synthesized On The Mound By Dick Hyman

*COM-A-947
Genuine Electric Latin Love Machine — Persuasive Electronics By Richard Raymond

*DNH-4-50064
The Mamas & The Papas — 16 Of Their Greatest Hits

*EXT-4-70447
The Best Of Lord Buckley

*EXT-4-70555
Recollections — Jody Collins

*MCI-61220
In Fields Of Ardath — Eyes Of Blue

*SCA-67119
The Two Sides Of Linda Gail Lewis

*SCA-67213
Roger Miller

Some Current Supersales!

ARA-2026
Easy Rider Soundtrack

ARA-2025
Smash Hits — Jimi Hendrix

A1C-2568
Glen Campbell — “Live” (Part 1)

A1C-2588
Glen Campbell — “Live” (Part 2)

*EXT-7-15005
Soft Parade — Doors

A1C-2993
The Franco Zeffirelli Production Of Romeo And Juliet

DNH-4-50038
Suitable For Framing — Three Dog Night

PCO-600-314
The Original Music From NBC-TV’s Dark Shadows — The Robert Gorket Orchestra

DNH-4-50048
Three Dog Night

DNH-4-50060
Time Stoppin’ — Steppenwolf

GGR-A-933
The Temptations Show

TAM-A-295
Time Out For Smokey Robinson & The Miracles

GGR-A-939
Cloud Nine — The Two Dog Night

GCL-184
Brave New World — Steve Miller Band

Tape Happenings

Rozannita Electronics Corp., Plymouth, Minn., has named N.M.P. Associates, Greenwhich Conn., as its sales representative in the New England states. Sony is introducing a low-noise, high output tape which has a polyester base and a coating to produce lines during playback. The company also is offering a new twin-pack reel (FC-8900) at $550 featuring a three-meter, three-head automatic reversing device for simultaneous playback and two-way record. Both the tape (90-minute reel for $35 and 60-minute reel at $33) and deck eventually will be carried by Tokyo Shibaura Electric Co. is introducing a cassette car stereo (CT-442) at $107 for domestic use. The unit features a push-button operation for re-winding, an automatic input volume adjuster, a remote control switch on the microphone and an automatic ejector that releases the cassette tape after the tape is recorded. In England, Philips is cutting the price of its casettees and plans to release two-pack cassettes. The price will drop from 55s Id. to 45s 6d, while the price of a classical cassette will be 49s 11d. The price of the Philips Vioaphone language courses, the Caedmon double sets and RP cassette sets will remain the same. The Philips EP cassette retail for 20s 3d. To outline the new price structure, Philips mailed to dealers a folder explaining the discount and the available credit promotion. Bell & Howell’s new entry is a cassette recorder with a 6 FM radio (model 25990) at $295. Hayakawa Electric Co. is introducing a portable compact two-track (Grand Prix 8) at $58. Hayakawa, which also has a car stereo model at $89, plans to ship the home unit to the U.S.

Craig Cuts Handling Disks, Tapes in 2 Areas

Los Angeles—Craig’s sound division has phased out of its record and tape distribution operation in Los Angeles and San Francisco, to concentrate on distributing the company’s line of 8-track, and cassette players.

The company will continue to distribute both tapes and records in Denver and Seattle, where Craig is Columbia/Dept..

Craig’s distribution accounts here were sold to Jim Tiedjens’ National Tape Distributors, which also will handle Arizona. The San Francisco inventory will be shipped to the company’s Seattle outlet.
If you're coming to Chicago for a rest
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There's too much happening at Sherman House. For instance, there's the famous College Inn, headlining the most exciting names in show business. And to go with the College Inn, Chicago's most
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details concerning distribution of the ethnic tape line.

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MY IDEA
by Crème Caramel

(Janus single—J-100)
Record Pavilion Crowd Heats Coryell Glow, Zeppelin Score

NEW YORK—Larry Coryell, the complete guitarist, gave a near perfect performance at the Record Pavilion Aug. 29. The master of pop and jazz guitar Richard Williams has Easy Style In Club Debut

LOS ANGELES—Several weeks ago Forward Records released the single "Where Do I Go" by Richard Williams. Williams included that song in making his nightclub debut at the Ye Little Club Sept. 2, and by the strength of his voice and audience on stage, the answer to that question is he is ear-marked for a bright future as a vocalist. Williams has chosen to avoid latching onto the hard driving soul caravans. He uses his baritone voice to cleanly interpret songs with a light in the easy listening vernacular, such as "Affro." "On the Street Where You Live" I've Got Nobody's Talking," "Do You Know the Way to San Jose?" "There's a Place for Us," and "Rye Blue Blackbird." The 25-year old singer, whose initial Forward LP is due out in October, worked comfortably with the Bill Evans trio in a light, swinging, quasi-jazz vein.

tar technique paved the way for the existing headliners, Led Zeppelin, the main reason for the record sale of Julie, his wife, the 10,000. The attendance picture was repeated Aug. 30, when Buddy Rich, the only jazz big band, guitarist, replaced Coryell. Both nights, there were thousands outside.

There was some concern on how the band might sound pinched between the strong blues of Raven and the excitement of Led Zeppelin. But, William F. A. Vanguard Apostolic sounded his first note, it was apparent that class would hold. Coryell played blues, different styles of jazz, even some Latin, and all flawlessly.

Although it was drawing late and the Zep's were up, it was a great night on the stage and in the audience. Gosh, the evening ended on that musical note and the audience will look forward to the next time! (Continued on page 24)

Litter Delivers With Volume, Promise, Talent at Ungano's

NEW YORK—Litter, a heavy quintet from the Midwest, showed considerable promise and talent at Ungano's opening on Aug. 31. The closing night of the week's "Crossover" was the evening's most selection.

Relying on sound volume and vibrations in many numbers, the Communists displayed a good new lead guitarist in Sean Jones, a solid rhythm section with rhythm guitarist Dan Rinaldi, bass guitarist J. Worthington Kane and drummer Tom Murray, and a strong vocal talent in Tony workstation. Gallagher had some of the finest rhythm-section talents, but the steady voice came through well. Here, the instruments were not overshadowed by the vocals, as they are often. Both Jones and Rinaldi excelled and were the finest talent at their stations. The Crossover was a strange number, including a mix of soul and feedback and an exceptionally long silence before the powerful ending. An indication was that there was the line "Now, who's insane?" A better balance between vocal and instrumental could help this group.

FRED KIRBY

Majyk Hard Hitting Group

NEW YORK—Atlantic's rock group Majyk appeared Sept. 2 at Salvation, a club on Sheridan Square in the Village which is under new management and offering live rock entertainment.

Majyk is a rock group of the old school, producing a hard hitting Top 40 sound. They are at the top of the current original material like their "Rock and Roll Roster," which is a hit on the charts. Although they often substitute ex-

aggeration for feeling, they frequently succeed as their ex-

cusive screaming sound produces danceable and exciting music.

Led by powerful lead guitarist Tommy Justice, they make up in distortion what they lack in taste, coming on like a souped-up Mustang. Reminiscent of the early Eagles, they are produced by David Briggs. They are a good new band in the tradition of a Band and the Bee Gees.

Another group who appeared at Salvation is the Third Eye, a freaky underground group of inventors and experimenters. Led by Hap Kuffner on guitar and Jim Meyers on organ, they come up with some original, though sometimes frightening sounds as their excellent material takes them down the musical corridors of the minds.

Salvation plans to continue presenting all kinds of rock acts. Jimi Hendrix is scheduled to appear Sept. 4 (Saturday, 10). (Continued on page 28)

Love, Cry, Want Hit of D.C. Fest

WASHINGTON—The city's second Pop Musical ran eight hours of local talent here on a Sunday morning, and the climax hyped the city's first ever completely new group called the Love, Cry, Want which is one of its pastoral, Indian, emotional and strictly non-singing. Diverse and effective, they depicted the wood and feeling. Elektra is producing the group's album.

The festival survived snags and perils—it had to be put on a soundproof stage because of the Woodstock happening. The move to Aug. 24 was preceded by four days of touch and go suspense. The Georgetown Citizen's Assn. complained of too much noise from the nearby P. St. beach rock concerts, sponsored weekly by the Summer in the City. As an added threat for a horrid period, the amplifiers appeared doomed.

But the complainers were out-numbered by the Georgetown progressives as some 2,000 young people showed up, twirled, dreamed, swayed, and clapped for a parade of groups and singles during the whole day. In spite of the preliminary problem the parade with sound equipment at the start of the show, it was a glowing success, with what festival producers value above all—good feeling.

Many of the acts were the Essence, a three-piece soul group that geared up the audience to clap and close with some spectacular percussion behind a wailing voice. The wisest and longest period was almost devotion, as the three-man Love, Cry, Want group, and the D.C. tour de force of audience captivation, "Steve Nichols," is that of "Lov- ing, crying, wanting," with no wonder.
Donovan's coming across.

To appear on The Andy Williams Show, September 27. And then to 32 cities throughout the U.S.* And he's coming across because he's coming across. Donovan sales, led by his newest Epic album, *Barabajagal*, continue to climb. This year, he was voted in the Top 20 artists. Fans all over the country are getting ready for Donovan. How about you?

*Donovan Concert Tour Schedule*

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*Also available in: 15-track reel-to-reel stereo tape*  
*8-track stereo tape cartridge and 8-track stereo tape cartridge*
Van Morrison—A High Note

NEW YORK — The Cafe Au Go Go, relatively idle in recent weeks, has become a music mecca through a spate of jazz concerts and the return of rock and roll with a splash of good music. August has been a triumph of Van Morrison and the Holy Medal Rounders, a group of exponents of rock that Van Morrison has decided to grace with his presence. His choice of songs is a hodgepodge of rock, blues, and folk, with a strong emphasis on the latter. He seems to have lost any of his earlier intensity, but he is still an accomplished performer and a master of his craft.

He recently announced his departure from the band that he formed with his brother, and he is now planning to devote himself to a career in music. He has been widely praised for his recordings, and his concerts have been sold out.

British SRO Crowd Greets Big Band of Thad Jones

LONDON—It was standing room only when the Thad Jones-Mel Lewis band, making its European debut, played a week at Ronnie Scott's Club August 15. And not wonder. This 17-piece outfit is one of the most superb jazz big bands in the world.

Its section work has a knife-edged precision, its soloists—particularly Jimmy Knepper, Jerome Harris, Fredแจร์ด, and Thad Jones himself—play with an intensity that borders on obsession. Surman has a distinctive sound of his own, and the rhythm section is simply magic.

Much of the color and drive of the band are attributable to leader Thad Jones, one of the most original and enterprising figures in the world of jazz. He is a master of the trombone and can play it with great virtuosity, always the band-coaxing, captivating, and inspiring all the time.

The line-up of the band included:
- Jimmy Knepper on trumpet
- Jerome Harris on tenor saxophone
- Fred Harris on tenor saxophone
- Thad Jones on trombone
- John Christian on tenor saxophone
- John Paul Taylor on piano
- Harry Miller on bass
- Tony Selby on drums

The group was led by the versatile and imaginative Thad Jones, who has a reputation as a composer and arranger, and is known for his adventurous approach to the music of the 1940s and 1950s.

Sky River Fest Draws 60,000 in Washington

Tenino, Wash. — More than 60,000 attended the three-day Sky River Festival this weekend, more than double the attendance of last year’s event. The festival is held annually in late July and attracts thousands of music lovers from all over the state.

The main stage was located at the Tenino High School, with additional stages set up around the town square. Performers included local favorites as well as nationally known acts.

The festival featured a diverse lineup of genres, with everything from rock and country to jazz and blues represented.

The weather was sunny and warm, making for a fantastic day out.

Talent From The Music Capitals of the World

DOMESTIC

DALLAS
Kent Mathias, Elektra Records' new director of promotion in the Southwest, has been working out of Decca's regional office here at the Ford Center. He wound up a successful drive to sell five of Camelie's albums, and has been working on the promotion of two new albums, with a schedule of appearances in this area.

Tommy Lawrence, a producer/artist for KXDA, has joined the staff of Ted Nash, 7 p.m. July 15, at the Boardwalk in Austin.

LOS ANGELES
Musicians Tox Dorekher and Nothing, and their manager, Ray Seidel, have formed a new company called Everett Enterprises. The two players have been touring the Southwest, playing small clubs and working in various bands.

The group has been very successful, and has been invited to perform at a number of events, including the Los Angeles Jazz Festival. They have also been featured on several television programs.

The group's most recent performance was at the Hollywood Bowl, where they played to a sell-out crowd.

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This, too, can be a 1,000,000 seller!

"I COULD NEVER BE PRESIDENT" (STA 0046)

Johnnie Taylor

Now over 375,000 sold!

FROM HIS HIT ALBUM "THE JOHNNIE TAYLOR PHILOSOPHY CONTINUES" (STS 2023)

CALL YOUR LOCAL STAX DISTRIBUTOR NOW FOR IMMEDIATE STOCK.
ALSO AVAILABLE ON STEREO CARTRIDGES AND CASSETTES.

THE SOUND CENTER OF THE SOUL-AR SYSTEM.

STAX RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION, A G + W COMPANY.
Talent

From The Music Capitals of the World

Continued from page 27

Lee, a boy from Jefferson, Alabama,
was in the studio that day in Columbia, South Carolina, recording his first solo
single. The song, titled "The Only Game in Town," was produced by Robert Stigwood, the producer of "Saturday Night Fever." Lee's record
company, RSO Records, decided to release the song as a single.

We'll iron out all your pressing needs
with what we call line-ease.

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MGM Custom Pressing Division
"We'll make your pressing problems our problem."

Talent

Julius La Rosa signed with MGM, as announced.

Cliburn Competition Begins Sept. 29 in Fort Worth

FORT WORTH — Some 24 young artists representing the United States and eight foreign
countries will begin competition Sept. 29 in the Van Cliburn International Quadrangular Com-
petition, to be held at Texas Christian University here.

The contest will award $125,000 in prizes to first through sixth place winners, including
numerous special merit recognitions.

P.P. Arnold to U.S.

NEW YORK — P.P. Arnold returns to the United States this fall, following the release of her
first Polydor single, "My Name Is Jane," which was produced by Jimmy Miller. The
song became a hit in the United Kingdom, but failed to make much of an impact in the United States.

Coryell, Zeppelin

Continued from page 24

quintet has a superior keyboard
man in James Calire, a good blues
vocalist in Tony Sala, and solid
bass and percussionists, who give
the band a unique sound.

Among their better numbers
were Howlin' Wolf's "Howlin' for My Baby," and two other
album numbers: "Feelin' Good," a
country, and "Neighbor, Neighbor,

JAMES LAST, center, is welcomed at a Polydor party in his honor at New York's Hotel Plaza on Aug. 25 by Henny Bernstein, left, Atlantic vice-president, and Robert Stigwood, advisor to Decca Gramophon Records, which are distributed by Polydor.
NASHVILLE — All individuals attending this year’s 44th birthday celebration of the “Grand Ole Opry,” frequently called the Dusk Jockey Convention, must be pre-registered.

A letter from E.W. Wendell, "Opry" manager to station managers, disk jockeys and others, pointed out that pre-registration will be the only means of entry this year. The action is expected to reduce the number of those attending the three-day event (Oct. 16-17-18) function this year, but probably will eliminate the majority of "freeloaders."

Admission to the convention is a $10.00 donation to the Opry. This special entry fee reduces the indigent country artists and their families. In return, the registrant receives at least five banquet tickets, access to all hospitality suites, and millions of dollars worth of free talent.

Wendell is hopeful that the pre-registration will correct freeloading. In the past last-minute registrants had no proof of identity with any radio station, music publishing firm, record company, or anything associated with the industry. Under the new rules, they will not be accepted.

Pre-registrants must take care of their advance registrations on the proper letterhead, giving official as an opportunity to check their authenticity ahead of the scheduled affair. This not only will bring about a more meaningful audience, Wendell explained, by charging the costs to such companies as Columbia, RCA, Capitol, Decca, United Artists, Dot and others who are involved in sponsored shows during the convention.

No schedule of events has yet been released since there still are many details to work out. However, such a schedule is expected in the near future.

The convention this year concludes a week of entertainment which begins with the Music City Pro-Celebrity Golf Tournament, continues through private parties and the live performance of the Kraft-sponsored Country Music Association Awards show, and into the Opry birthday party celebration. The latter coincides with the annual meeting of the CMA and election of a new board of directors and officers for the coming year.

Waylon Jennings, into town briefly for recording sessions, said the show will continue with a few traversed areas and include two videotapes titled "Love of the Game" and "Death of a Player." The show will be aired on CBS Oct. 5-12, the two weeks remaining after "Hee-Haw" and "Hee-Hawn," respectively, move to New Orleans, has been released by M.C. Capital, and North Goldfinch, N.C. The vocalist is Liberal Brown, New York, who also was an Opry member, etc. Ernie Ashworth reports a successful Hawaiian tour. The Hawaiian’s band has a list of important and promising tour dates for country music artists: Oct. 6-8 in Honolulu, Oct. 8-9 in San Francisco, Oct. 10-12 in Los Angeles, and Oct. 13-14 in Seattle. Also we hear from Jack Turner, who is touring the west in the Dak.

The Opry, at the state capital, also will be televised.

NASHVILLE — The Tennessee City of Appeals has upheld a lower court’s decision that Little Darlin’ Records has no claim on the proceeds from recordings of singer Janie C. Riley.

A Chancery court had ruled in favor of the label, which had been shut down, and has no claim against the music rights that had been formed under the record label.

Mayhay contended that Mrs. Riley released a contract with tenor Bill Hone, and that the "Harper Valley PTA" record was made on Plantation Records. He sought $500,000 as his share of the proceeds from the record which sold more than 8.5 million copies.

Mrs. Riley produced a letter from Mayhay, but he claimed that it covered only a personal appearance contract and did not settle the lawsuit. Judge Ned Lentz found that the release was all-comprehensive, and it was on this point that the appeal court agreed.

Mrs. Riley had contended in court that she was paid only $1.10 in royalties during the several years she was under contract to Mayhay.

By Malamud

NASHVILLE — A procedural decision was made jointly by Hal B. Cook, president of the Country Music Foundation, and Frank Jones of Columbia Records in Nashville, president and chairman of the board of trustees of the Country Music Foundation, respectively.

Several attempts had been made to establish memorial orchestras to the deceased country artists, and they had been considered, and the organization is now in a position to help establish programs in any form, ranging from simple memorials to scholarships to something more ambitious.

Any endowment or memorial tribute presented to the foundation now would be administered by the Board of Trustees with the ideals and principles of the individuals or organization being honored.

The CMF is a non-profit organization which, among its activities, oversees the Country Music Hall of Fame and Museum, the Library and Media Center. That center now is being expanded, and more than 100 million people already have seen the Hall of Fame and Museum.

By Malamud

CHASE WEBSTER signs a pact with Top Billing, Inc., agency executive Dolores Smiley. The pact will make a conference call of coast-to-coast country music buyers.

Donations By Malamud

Jules Malamud, executive director of NARM, has made a personal contribution to the three charities which are recipients of the Music City Pro-Celebrity Golf Tournament here in October.

Unable to take part in the match because of a trip to Europe and the Middle East, Malamud chose instead to contribute to the Country Music Foundation, Memorial Hospital and the Junior Chamber of Commerce Charities. Malamud asked that his name be kept secret until the list for next year’s tournament is completed.

By Malamud

Sidewalk, a band formed three years ago by Mike Curd and a group of friends, had been providing Tower with a number of new tracks from albums that were released in 1964.

By Malamud

AT AN APPEARANCE at Ponderosa Lake, Salem, Ohio, Ferlin Husky and Charlie Louvin performed at the Golden Yellow Barn. The show was a benefit for the basement, the site of the local church and the city of by the St. John of the Cross. The show was a benefit for the basement, the site of the local church and the city of by the St. John of the Cross.
The song that once made you smile, makes you smile again.
But sadly.

"Raining in My Heart," 4071
Now sung by Ray Price. A great song. A standard that's suddenly on the charts again as a big Columbia single.
53 with a bullet. And that's a happy thing for all of us.

But there's more. Because over the years "Raining in My Heart" has become so strongly connected with Buddy Holly. And hearing it now—even in this new release—inevitably touches his memory.
Sad. But sad as it is, it's a good memory. One that maybe no one wants to forget.

On Columbia Records

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<td>WORKIN' MAN BLUES</td>
<td>Merle Haggard &amp; the Strangers, Capitol 2202</td>
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<td>I LOVE YOU BECAUSE</td>
<td>Carl Smith, Columbia 4-44957 (Fred Rose, BMI)</td>
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<td>ALL I HAVE TO OFFER YOU (It's Me)</td>
<td>Charlie Pride, RCA 74-0104 (BMI &amp;/or Blue Eagle, BMI)</td>
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<td>COLOR HIM FATHER</td>
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<td>WIRED CALIFORNIA</td>
<td>Tommy Cash &amp; the Gasser Brothers, Mile 1-494 (Jold, BMI)</td>
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<td>Carl Smith, Columbia 4-44957 (Fred Rose, BMI)</td>
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<td>18</td>
<td>18</td>
<td>ALL I HAVE TO OFFER YOU (It's Me)</td>
<td>Charlie Pride, RCA 74-0104 (BMI &amp;/or Blue Eagle, BMI)</td>
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<td>19</td>
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<td>WORLD WIDE TRAVELIN' MAN</td>
<td>Waylon Jennings &amp; the Treasures, Capitol 2570 (Blue Book, BMI)</td>
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<td>20</td>
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<td>WHICH ONE WILL IT BE</td>
<td>Emmylou Harris, Epic 5-10450 (Hunt, BMI)</td>
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<td>21</td>
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<td>I CAN'T SAY GOODBYE</td>
<td>Merle Travis, Columbia 4-3499 (Hunt, BMI)</td>
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<tr>
<td>22</td>
<td>22</td>
<td>RAINING IN MY HEART</td>
<td>Falla Brown, RCA 74-0113 (House of Bryant, BMI)</td>
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<td>23</td>
<td>23</td>
<td>COLOR HIM FATHER</td>
<td>Little Jimmy Dickens, EP 44 (Nitty Dickie, BMI)</td>
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<tr>
<td>24</td>
<td>24</td>
<td>WIRED CALIFORNIA</td>
<td>Tommy Cash &amp; the Gasser Brothers, Mile 1-494 (Jold, BMI)</td>
</tr>
</tbody>
</table>

This Week: 34
Another #1
for Sonny James

The man who's made "Number 1" his trademark, delivers his first live album. An album full of number one hits.

Produced by Kelso Herston. #ST-320

Available on Record and on Tape.
The Astrodome
Presents In Person
Sonny James
and his Southern Gentlemen

net hits Running Bear - Since I Met You Baby
**Country Music**

**Opry Convention Pre-Registration Rule Seen Curb to ‘Freeloaders’**

NASHVILLE — All individuals attending this year’s 44th birthday celebration of the "Grand Ole Opry," frequently called the Dicky Jockey Convention, must be pre-registered.

A letter from E.W. Wendell, "Opry" manager to station managers, disc jockeys and others, pointed out that pre-registration will be the only means of entry this year. The action is expected to reduce the number of those attending the convention (3-16-17-18) function this year, but probably will eliminate the major of "freeloaders."

Admission to the convention is a $10.00 donation to the Opry Trust Fund, which aids indigent country artists and their families. In return, the registrant receives at least five banquet tickets, access to all hospitality suites, and millions of dollars worth of free talent.

Wendell is hopeful the pre-registration will correct free-loading. In the past last-minute registrants had no proof of identity with any radio station, music publishing firm, record company, or anything associated with the industry. Under the new rules, they will not be accepted.

Pre-registrants must take care of their advance registrations on the proper letterhead, giving official an opportunity to check their authenticity ahead of the scheduled affair. This not only will bring about a more meaningful audience, Wendell explained, allowing them the costs to such companies as Columbia, RCA, Capitol, Decca, United Artists, Dot and others who are involved in sponsored shows during the convention.

No schedule of events has yet been released since there still are no details to work out. However, such a schedule is expected in the near future.

The convention this year concludes a week of entertainment which begins with the Music City Pro-Celebrity Golf Tournament, continues through private parties and the performance of the Kraft-sponsored Country Music Association Awards show, and into the Opry birthday party celebration. The latter includes with the annual meeting of the CMA and election of a new board of directors and officers for the coming year.

**Little Darlin’ Loses Appeal**

NASHVILLE — The Tennessee Court of Appeals has upheld a lower court’s contention that Little Darlin’ Records has no claim on the proceeds from the recordings of singer Jeannie C. Riley.

A Chancery court had ruled last fall that no such claim existed. The case was brought against Miss Riley and Shelby Singleton Productions by Little Darlin’ and two other companies headed by Aubrey Mayhew.

Mayhew contended that Mrs. Riley backed a contract with him and that the "Harper Valley PTA" record was made on Plantation Records. He sought $390,000 as his share of the proceeds from the record which sold more than 2.5 million copies. Mrs. Riley produced a release from Mayhew, but he claimed that it covered only a personal appearance contract and royalties. Judge Ned Lentz found that the release was all-encompassing and it was on this point that the appeal court agreed.

Mrs. Riley had contended in court that she was paid only $1.10 in royalties during the several years she was under contract to Mayhew.

**CMF Sets Up Plan To Honor**

NASHVILLE — A procedural program has been established whereby individuals or organizations may honor in perpetuity the individuals who have contributed to the cause of country music.

The announcement was made jointly by Hal B. Cook, vice president of Billboard Publications, and Frank Jones of Columbia Records in Nashville, president and chairman of the board of trustees of the Country Music Foundation, respectively.

Several attempts had been made to establish memorials or similar tributes to deceased ex-executives, artists and others who have promoted country music.

The CMF was unable to deal specifically with the matter. A procedure now has been adopted and the foundation is in a position to help establish programs in any form, ranging from simple memorials to scholarships to something even more significant.

Any endowment or memorial tribute presented to the foundation would be administered by the Board of Trustees with the ideals and principles of the individuals or organizations being honored.

The CMF is a non-profit organization which, among its activities, oversees the Country Music Hall of Fame and Museum, the Library and Media Center. That center now is beginning its second year of operation and is continuing progress of CMF. More than 100,000 people already are in the annual STREAMLINE/INSTALL by the Bottle Ray Crowder (Camaro)

**CHASE WEBSTER signs a pact with Top Billing, Inc., agency executive Dorothy Dot Sikes. The pair then made a conference call with several coast-to-coast country music buyers.**

**Donations By Malamud**

NASHVILLE — Jules Malamud, executive director of the NARM, has made a personal contribution to the three charities which are recipients of the Music City Pro-Celebrity Golf tournament here in October.

Unable to take part in the match because of a trip to Europe and the Middle East, Malamud chose instead to contribute to the Country Music Foundation, Memorial Hospital and the Junior Chamber of Commerce Charities. Malamud asked that the place he be hit for on the list for next year’s tournament.

**Sidewalks Forward**

LOS ANGELES — Transcontinental Entertainment Corp. has shifted its Sidewalk Productions masters from Tower to Forward. Sidewalk was formed three years ago by Mike Curb and had been providing Tower with a number of million-selling soundtracks from American International Pictures.

**Nashville Scene**

By BILL WILLIAMS

Welayn Jennings, into town briefly for recording sessions, said at least two of his seven original songs will be featured on two videocassettes titled "Love of the Common People," which will be released on Tower and TMG Records over the next few weeks remaining after "Hee-Haw" and "Reeligions," to be released Nov. 28 by Goldboro, N.C. The vocalist is also Columbia at this time.

Ernie Ashworth reports a successful Hawaiian tour. The Island singer made an important tour stop for country music fans on the mainland. . . . He appeared Sept. 16 for a 12-day stint. This show, booked by Ray Browne, now have an itinerary that keeps him booked steadily through next month, including another October tour of Germany. . . . We also hear from Jack Turner, who touring in the west with the Dalton Gang. The note came from Sheridan, Wyo.

NBC-TV producer Chet Hagan and his executive producer, John Stoneman in action at the Clark County Fair near Springfield, Ohio, in mid-August. The sequences shot for the TV documentary series about the outdoor amusement park were released for release by NBC Films, Inc., the network. . . . The Stoneman's went on to play the Stratford Fair in Stratford, Conn., which is scheduled for the Eastern States Exposition in Springfield, Mass. Sunday (14) and the Alabama State Fair in October as well as many local and county fairs. Miss Country Music U.S.A. second annual contest will be held at the San Antonio Municipal Auditorium Sept. 25 with those artists taking part in the contest. The awards will be Johnnie Bush, George Jones, Tammie Wynette, Faron Young and Little Jimmy Dickens.

The Tompoffs Brothers have become the third act in a couple of weeks to get involved in the recording industry. Their single bill with Bill and Harry had just released their Dot Country album and were in the process of mailing 100,000 of the 350,000 copies to distributors. Postal clerks refused to put the boxes in the mail, saying the boxes were tagged with a shipping label and not packaged. However, Postmaster Henry Swor was unable to find any such regulation, and the boxes were finally put in the mail. And all this was going on their car was being housed & or car got there in a limited parking zone. . . . After all the record, featuring Sonny Wright and Peggy Sue, was the last country show to appear in the Austin Flick Club in Boothville, La. There no longer

**The BIG Hits are ON WAYSIDE RECORDS**

Jimmy Snyder
Jack Blanchard
Misty Morgan
Hall Willis
Darryl McCall

**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)
When the Night Comes—Johnny Cash & The Tennessee Two on (RCA)
I Step Down—Frederick Knight (Maxine)
Birds and the Bees—Rosalie Long (RCA)
Ladder of Love—Jack Nelson (Kacee)
Hey You, It’s Your Boy—Bobby Joe (Brunswick)
Things of the Past—The Unwanted Children (Murbo)
A Time for Us—Lon Richie (Ripjan D-Or)
Two Tickets to Paradise—Maxine
Friendship and Comfort—Lee Wilson (Ritch-Tone)
Lover at Last—Bobby Lee Tramel (WSM)
Hande—Ronnie Barth (Cheryline)
Hey, Mr. President—The Raders (National)
Hey Girl—Tills (Rico)

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

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

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

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

Brite Star’s Pick Hits . . . Brite Star’s Pick Hits . . .
Radio-Television Programming

Labunski Aim for WMCA: Have Sound 'Distinct & Lovable'

NEW YORK — The air personnel at American Music Radio was reinvoluted with the music," Steve Labunski once said. But in the days when the Top 40 station was a major factor in breaking new records, music director Joe Daniels felt that Labunski, then consultant, was "out of keeping" with Top 40 music and his instincts. Labunski, always ready to try new things, sat down with your favorite music critics and sold them on the idea of not playing any music for at least five minutes during the show.

The basic goal of Labunski is to make the station's sound "distinct and lovable." He feels that the music is very important and an absolute essential element, but it is "just one element. We're not in a position to attract listeners who are pure music fans. A station doesn't have much of a chance of getting them anywhere unless you argue records all day. We'd like to have them, but I just don't think any station can hold onto them that long. He has returned the station to news on the hour and half hour because he felt a bonus was being missed at those times because they appreciated the type of news. Dan Daniels, on his morning show, will be joined by newsmen and will do both to react to the news and make comments.

A number of records on the station's playlist varies from week to week. He said the top 25 records are played the same number of times regardless of their popularity. Basically, Bogart is against a limited playlist and part of the drive to give the station a happy character is letting the deejays become involved in picking the records again. "I'll argue with them if I hear enough about a given record," Bogart said. Deejays are also allowed to argue for more or less play of a record. Labunski pointed out that Bogart's vote counts for more than one vote "though I won't tell you how much."
If a picture is worth a thousand words
Harmony Records become priceless.
Positions

September 13, 1969, Billboard

Radio-TV programming

This column is published for people seeking positions as well as station personnel. To list vacancies in your own station, send a brief description of the position and the qualifications you seek to Radio Mart, Billboard, 835 7th Ave., New York, N.Y. 10019.

POSITIONS WANTED

URGENT

We have immediate openings in the Rocky Mt. West for announcers (AM/FM). Send 2-3 ticket. P.D.'s, News Men, Sales & Compo.

Wheatside, Colorado 80033

A Media Employment Agency

Note to all applicants: If you're seeking positions in your area, please consider joining the appropriate station. We will add this listing to the proper radio station.

Looking for a man to work a smart, 2:00 - 6:00 shift. Prefer someone with a degree in audio engineering but will consider anyone with good personality. Must speak both English and Spanish fluently. Contact John B., P.O. Box 165, Fresno, Calif. 93793. No returns. No calls, please.

WUNJ, a modern country music sta-
tion in Deptford, New Jersey, is looking for a personality. Good English proficiency and friendly personality is required. Must be able to work evenings and weekends. Send resume to John Y. Beneventi, 304 River Road, Deptford, N. J. 08096. Phone 201-428-6411.

MOR personality with per-
sonality plus needed for station in Allentown, Pa. Contact Bill, Claus Hall, Billboard.

-is your telephone a high glitch bug, or a rattle trap? i'm look-
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Our new station in Ohio will soon open and we are looking for a top personality. Only quality Jocks need apply. We offer a top salary and a generous benefits package. Call Recorder Pub., 1600 W. 9th St., New York, N.Y. 10004.

Immediate opening for MOR personality in top 100 market. Ran is over, Clear Channel owners want solid personality to fill this major market. Send resume to Weaker Billboards, Box 4198, Irving, Texas 75034. A major market.

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Radio Mart

14th Floor
1666 Broadway
New York, N.Y. 10019
YESTERDAY, WHEN I WAS YOUNG
is Roy Clark's smash summer release, still going strong.
Now, from this immensely successful album,
a unique single for fall:
Roy's tender rendition of Kurt Weill's
"SEPTEMBER SONG"
b/w "For The Life Of Me" (Dot 17299)
You may have heard it before... but never like this!
Distributed nationally by Paramount Record Distributors,
a Division of Paramount Pictures Corporation, a G-W Company.
Continued from page 38
To form DAE Broadcasting, they've purchased WDWH in Gainesville, Fla., an MOR and country music station, . . . Kent Burkhardt of Pacific and Southern Broadcasting went a telegraph to the American Tobacco Magazine demanding they retract something I put in Vox Jox about this thinking about going to take over WAPE in Jacksonville. The American Tobacco Magazine called me up, saying they were a little al- eric to printing retractions from my late readers and sort of wondered if I get those kind of things often I said, "Only from people like Paul Drew and Kent Burk- hardt." But, perhaps I'm getting too little a fillibuster in this column, perhaps I'd better quit stip- peding on so many toes and become a nice guy. The way I heard it, though, just to clarify the issue, Pacific and Southern had been negotiating for WAPE, but left about to Natal Knapp, owner of WAYS in Charlotte. If I heard wrong, my apologies.

Mike (Mike Shannon) Mangan is now with WLTB in Utica, N.Y. He'd been with WHSL in Wil- mington, N.C. Mike once gave me an old aircheck of Buzz Bennett when he worked at WDWH-

Vox Jox

Radio-TV Programming

Call sign WIIN becoming Atlanta's MOR station which went on the air a month ago. Harold Walter is station manager. Best of all, staff includes Ted Hayes, music director, Harvey Allen from WAMD in Baltimore, and part-timer Bob Dinmore and Bill Hack. Walter had been pro- gram director at WLOI in La Porte, Ind., and WMBD in Pella, Ia. The station needs records.

VWA Shed Country for Uptempo Easy Listening

DAYTON, Ohio—VWA, 250-watt daytime station has dropped country music to change to a more easy listening format. Tom Robertson, director of programming, said the station's main problem was playing all the major hit singles, regardless of what kind they are, and album cuts by groups like the Blood, Sweat & Tears, Pat Williams and the Country Stampede. About 30 percent of the station's playlist is standard MOR album cuts daily. The lineup at WOA in San Antonio: Program director Bill Stanleman 10-6 a.m. on KTSN, KBAT and KBER in San Antonio 6-12 a.m. on Allan Davis and past him all night man John Pederson. I hear WOA has been running "Music 'Til Dawn" pro- gram on WCBS, New York, but is being dropped; whether it'll be dropped from the other stations I don't know yet. . . . Now it just arrived Kent Burkhardt sends a telegram to Billboard, too. Yes- terday, 'فة stuff and a lot of them times while I was out. It's nice to know I'm being read.

Joe Stevenson was named program director at WKVI in Knox, Ind., an up-beat MOR station that went on the air a month ago. Harold Walter is station manager. Best of all, staff includes Ted Hayes, music director, Harvey Allen from WAMD in Baltimore, and part-timer Bob Dinmore and Bill Hack. Walter had been pro- gram director at WLOI in La Porte, Ind., and WMBD in Pella, Ia. The station needs records.

Jazz station from WKY in Oklahoma City is joining WNNC in Charlotte. I'm given to under- take the name Big Jim Edwards. WNNC was assistant program director, Tom Kennedy sent the April/ May AIR showing WNNC with a 6.7 share count, WOOX with a 5.6 in the 6-11 a.m. and 9-11 p.m. time period. Largest part of this was in 18-24 age gen prompted to program- medly blanked out the data on the other stations. That's dirty pool, Tom.

Buddy McGregor, for years on KNBC in L.A., is expected to become radio program director for the Evangel Broadcasting System. Mike Edwards, formerly on country-formatted KKKK, Houston, is now assistant general manager of KKKK. Kent Burkhart, former manager of KYYX in Houston, is now working in Houston at the University School of Broadcasting.

The Music Man of WNYC for New York is highly interesting. 6-10 a.m. show WOR-FM 4 WMC 4 WNEC 4 WRFM 4 WOR-FM 4 WQX 2 WMC 4 WNEC 4 WRFM 7 WMC 4 WNEC 1 and ABC 13 Between 3-7 a.m. shows WMC 4 WNEC 7 WMC 4 WNEC 2 and WABC 20. In the 7-11 a.m. time of WMC goes up to a 15, WMC has a 6 and WNEC 1 and WRFM 20. . . . Note to Kent Burkhardt: Homey, if it's a nice guy.

James Frey, former program director of MOR-formatted WFSH, PD Box 3000, San Diego, is back in the news. This station covers one of the nation's music radio stations. It might pay to put them on our top 20. My old buddy Red Jones at WPTV, Ft. Lauderdale, tells me that him station also gets into part of the national music. This, of course, in reference to one article I wrote last week about WPTV's new MOR format and rockers. A note from Rick Neylon, WSNR, West Palm Beach, "The Bob Dow has left the radio busi- ness. He is now working for Bob and a retail chain here in the state. He has given up his old position of operations director. Jeff Heidler, former program director at WARK, Gardner, Me., has taken Dow's air shift on the 9 and 12 p.m. show. It is a music show.

Performing on the show will be Joe Sir, James Clarke, The Tams, Bill Joe, Ray Roe, and Mike Sharpe. Composers to be honored will include Ray Whitley J. C. Cobb, Harry Middlebrooks, Buddy Miller, Mike Sharpe, Emory Gordie, Joe South and Tommy Roe. Dr. Mike Urich is producer, R. T. Wil- liams director.

Campus Service In 1st Program

NEW YORK—Campus Radio Programming Service—a new programming service aimed at college radio stations—will launch its first program in Octo- ber. The first show, which will be distributed to some 300 col- lege stations, according to Mike Brosky of CRPS, will be a profile of a record, taking it from the recording session to promotion and distribution. The show is being created in Mira- sure recording studios here.

'Riley Show' Shows

ALTOONA, Pa.—"The Big John Riley Show" bowed Aug. 25, at 9 a.m. on WFGIT-TV, a Triangle broadcasting stations. The show is a daily local variety and interview program.

Back to page
“The Memphis Queen”
Carla Thomas

Busting the singles market wide open with
“I’ve Fallen In Love With You” (Sta 0011)
From her hit album “Memphis Queen” (STS 2019)
Call your local Stax distributor now for immediate stock. Also available on stereo cartridges and cassettes.

The Sound Center of the Soul-ar System.
Stax Records, a Division of Paramount Pictures Corporation, a G + W Company.
SOUL Slices: Rock 'n' roll, back from exile on the strength of pop-soulers who catered their sounds to the times, has even reclaimed one of the forefathers of soul, Sam Phillips. Phillips, who discovered Elvis Presley (Billboard's black Arist record), has sold most of his old Sun product to Shelby Singleton, but now has revived the Phillips' banner with his Midnight Sun label. The blues line will be distributed by Singleton's Nashville operation and debut with Cliff Jackson's "Frank, This Is Cliff Jackson." (Jerry Phillips, Sam's other artists--on tap to be converted to disk for release include Rufus Thomas, Howlin' Wolf, Little Walter, B.B. King, Junior Parker, Little Milton, Doctor Ross, B.B. Sanders, Roosevelt Ruffin and Blue Reverend. The release of "Take Love Is For Temptations Show," a new die-in on love album will highlight Mercury's campaign: "September Is Better Buy Butter Month." . . . Motown is betting on the Originals to break into the striking line-up with "Baby I'm For Real." . . . Atlantic will distribute Stone Flower Records, the new label of Shy Carter Trio. . . . Jazz saxophonist Stanley Turrentine has signed with Canyon Records. . . . Now at the Apollo till Thursday (11), Tyrone Davis. . . . First single from the Johnny Otis Show, featuring vocalist Delmar Evans, will be the Watts Brothers Way. Also joining Epic the label's soul build-up is George Freeman, who will open on Okeh with "All Right Now." . . . Appearing Sunday (14) in Jamaica, N.Y. at the fourth annual Outdoor Jazz Spectacular are: Freddie Hubbard, Milt Jackson, Roland Kirk, Roy Haynes, and the Betty Carter Trio. . . . Fats Domino plays Fillmore East this weekend of Friday (12). . . . Rich Hall's Fame label has signed Ora Starch from Miami. . . . A&M and Phil Spector toss their Ike & Tina Turner in the record ring. featuring "River Deep, Mountain High," this collection should sweep the market. . . . Delaware's great guitarist J.B. Hutto played the Ash Grove in L.A. last week. . . . Coitopool has picked up a hot disk from Houston, "Tender Loving Pain," by Lavonia Lewis. . . . Blue Thumb is ready to release its adjoining package, "Memphis Swamp Jam," an anthology of the 1969 Memphis Blues Festival, produced by Arthoole's Chris Strachwitz. Also from Blue Thumb, Ike & Tina Turner's second album for the label, "The Hunter." . . . New Frankie & the Spiders, "Tang-O," on Roc-Keer. . . . The Tony Lawrence-hosted Folk-Gospel Music Festival will be aired on the ABC network, Tuesday (16). The program stars Mahalia Jackson, the Staple Singers, Rev. Jesse Jackson and the Operation Broadcasters Orchestra, the Voices of Faith, Clara Walker and the Gospel Redeemers, and the Mighty Melotones.
JERRY LEE LEWIS
MR. SMASH RECORDS!

SHE EVEN WOKE ME UP TO SAY GOODBYE
PRODUCED BY JERRY KENNEDY

S-2244

HIS NEWEST POWER-PACKED RELEASE!

HIS BIGGEST YET!

Jerry Lee Lewis is up to his old bag of dynamite with the newest in a succession of fantastic chartbound albums.

SRS 67126

From the Mercury Record Corporation family of labels:
MERCURY • PHILIPS • SMASH • LIMELIGHT • WINE • FONTANA • BLUE ROCK • INTERCORD

A product of Mercury Record Productions Inc., 35 East Wacker Dr., Chicago, Illinois 60601

A NORTH AMERICAN PHILIPS COMPANY
JAMES BROWN steps from the frying pan into the fire, as the soul champion meets his fans after dedicating two James Brown Gold Platter Restaurants in Macon, Ga., recently. The restaurants, which serve soul food as well as burgers and hot dogs, are the first in a prospective nationwide chain that will offer investments and job opportunities to members of minority races. Brown launched his career in the Georgia city in 1956.

**Soul Singles**

### BEST SELLING

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pek.</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td><strong>1</strong></td>
<td><strong>2</strong></td>
<td><strong>SHARE YOUR LOVE WITH ME</strong> Artta &amp; Artist, 46-031 (BMI), 46-031</td>
<td>7</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td><strong>1</strong></td>
<td><strong>OH, WHAT A NIGHT</strong> Duke, 46-015 (BMI), 46-015</td>
<td>5</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td><strong>5</strong></td>
<td><strong>GRITTY</strong> Duke, 46-008 (Progressive), 46-008</td>
<td>8</td>
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<tr>
<td><strong>4</strong></td>
<td><strong>3</strong></td>
<td><strong>YOUR GOOD THING (Is About to End)</strong> Duke, 46-009 (East, BMI)</td>
<td>8</td>
</tr>
<tr>
<td><strong>5</strong></td>
<td><strong>6</strong></td>
<td><strong>I CAN'T GET YOU NEXT TO ME</strong> Soul, 46-004 (East, BMI)</td>
<td>3</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td><strong>7</strong></td>
<td><strong>MOTHER POPCORN</strong> Soul, 46-025 (Atlantic, BMI)</td>
<td>13</td>
</tr>
<tr>
<td><strong>7</strong></td>
<td><strong>8</strong></td>
<td><strong>NOBODY BUT YOU</strong> Duke, 46-022 (Atlantic, BMI)</td>
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<tr>
<td><strong>8</strong></td>
<td><strong>9</strong></td>
<td><strong>CHAINS OF LOVE</strong> Duke, 46-049 (Progressive), 46-049</td>
<td>14</td>
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<tr>
<td><strong>9</strong></td>
<td><strong>10</strong></td>
<td><strong>IT MIGHT NOT BE PRESIDENT</strong> Duke, 46-026 (East, BMI)</td>
<td>5</td>
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<tr>
<td><strong>10</strong></td>
<td><strong>11</strong></td>
<td><strong>WHAT'S THE USE OF BREAKING UP</strong> Duke, 46-032 (Atlantic, BMI)</td>
<td>12</td>
</tr>
<tr>
<td><strong>11</strong></td>
<td><strong>12</strong></td>
<td><strong>THAT'S THE WAY LIFE IS</strong> Duke, 46-030 (Atlantic, BMI)</td>
<td>2</td>
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<tr>
<td><strong>12</strong></td>
<td><strong>13</strong></td>
<td><strong>WORKIN' ON A GROOVY THING</strong> Duke, 46-033 (Atlantic, BMI)</td>
<td>5</td>
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<tr>
<td><strong>13</strong></td>
<td><strong>14</strong></td>
<td><strong>WHAT DOES IT TAKE TO WIN YOUR LOVE</strong> Duke, 46-034 (Atlantic, BMI)</td>
<td>2</td>
</tr>
<tr>
<td><strong>14</strong></td>
<td><strong>15</strong></td>
<td><strong>YOU GOT YOURS AND I'LL GET MINE</strong> Duke, 46-035 (Atlantic, BMI)</td>
<td>4</td>
</tr>
<tr>
<td><strong>15</strong></td>
<td><strong>16</strong></td>
<td><strong>I DO</strong> Duke, 46-036 (Atlantic, BMI)</td>
<td>9</td>
</tr>
<tr>
<td><strong>16</strong></td>
<td><strong>17</strong></td>
<td><strong>HOOK &amp; SLING</strong> Duke, 46-037 (Atlantic, BMI)</td>
<td>9</td>
</tr>
<tr>
<td><strong>17</strong></td>
<td><strong>18</strong></td>
<td><strong>YOU MADE A BELIEVER Out Of Me</strong> Duke, 46-038 (Atlantic, BMI)</td>
<td>14</td>
</tr>
<tr>
<td><strong>18</strong></td>
<td><strong>19</strong></td>
<td><strong>IN A MOMENT</strong> Duke, 46-039 (Atlantic, BMI)</td>
<td>4</td>
</tr>
<tr>
<td><strong>19</strong></td>
<td><strong>20</strong></td>
<td><strong>IT'S TRUE I'LL MISS YOU</strong> Duke, 46-040 (Atlantic, BMI)</td>
<td>2</td>
</tr>
<tr>
<td><strong>20</strong></td>
<td><strong>21</strong></td>
<td><strong>THINGS TO GET BETTER</strong> Duke, 46-041 (Atlantic, BMI)</td>
<td>5</td>
</tr>
</tbody>
</table>

### DUKE LP 89

**Duke of Soul: Bobby Bland**

"A life of soul music," says Bobby Bland, "can be a lonely one. But you can never have too much soul."

Do you want to return to the past and relive the soul days of the 1960s? Then you must listen to Bobby Bland. His music is timeless, and his voice is unforgettable. With hits like "A Life of Soul: Bobby Bland," he has earned a place in the annals of soul music的历史。
MOA Weighs Future Public Day for Show
By EARL PAIGE

CHICAGO — As a further step in its public relations program, the Music Operators of America (MOA) may consider opening its annual trade exposition to the general public. There is a trend toward holding public days during trade contests (see separate story on a German coin machine convention) and MOA executive vice-president Fred Granger said last week that the idea “is worth considering.” He added, “We would have to explore the idea with our exhibitors first.” He indicated that MOA might survey exhibitors.

Among MOA executives questioned on the proposal, one director said he was in favor of a public day but that it might never be practical. “Some local operators may not be interested,” he said. (Continued on page 52)

State Council’s Role Important in Legislation
CHICAGO—The first “Legislative Review” compiled by the legislative department of the Music Operators Association (NAMA) aroused the positive role of state legislation favorably to the vending industry. In summing up the effects of state legislation on vendors in (Continued on page 51)

MOA Weighs Future Public Day for Show
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Virginia Sets Nov. Meeting
RICHMOND, Va.—The Music Operators of Virginia (MOV) will hold its 11th annual convention here Nov. 21-22 at the Jefferson Hotel.

Among special guests expected to attend is Fred Granger, executive vice-president of the Music Operators of America (MOA). Officers scheduled to attend include MOV president Moe Holland, first vice-president John Cameron, treasurer Claude Smith and secretary Hy Lescnik.

The association’s directors are Ralph Cum, Harry Healy, Dewey Gilbert, Ken O'Conner, William Colegic, P.D. Colbert, Jim Donnelly, The Shields, Bill Hensley, Eddie Morse, Arnef Pantelides, Harry Lubman, Mrs. Harry Lubman, Alton Lewis, Showalter, Robert Mi., Gilbert Bailey, Harry Fake and Curtis Connell.

New Equipment

Chicago Coin—One-Player Flipper Game

Pinball manufacturers are increasingly adding new skill features in games. An example is this newest one-player from Chicago Coin which features “impact targets.” The score for hitting a target ranges from 100 to 500 points, and is determined by the force with which the ball is hit. A small ball is shot at a target, the player manipulating the flippers. Other features of the new game include a special score for hitting targets A, B, C and D; a number match feature; a high score feature; optional drome or three for a quarter play; adjustable for nickel play; extra size cash container; special lanes on the sides for scoring; an action pocket for more play appeal; and automatic ball lift. With all these features it is small wonder the game is named: “Action.”

New Equipment

Iowa Cigarette Operators Rap ‘Cold Turkey’
By BRUCE CORY

CRESTON, IA.—The theory that people who want to stop smoking will succumb to their own worst instincts in the presence of a cigarette is receiving support from a survey made by a vending machine operator here.

Residents of the nearby town of Greenfield began a month-long “no-smoking” campaign Aug. 8 during the filming of “Cold Turkey,” a movie about a town which has stopped smoking. (Continued on page 51)
German Show Will Be Open to Public

What’s Playing?

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

Manhattan, Kan., Location: Kid-Restaurant

PAT BURNS, proprietor, Black Hills Novelty Co., Inc.

Current releases:
- "Keep On Singin’," Electric Indian, United Artists-Japan
- "Get Together," Youngbloods, RCA-47, 8752
- "In the Year 2525," Zager & Evans, RCA-14, 0114

Oldies:
- "Reach Out I’ll Be There," Four Tops.

Rapid City, S. D., Location: C&K-Tavern

Current releases:
- "Boy, I’m Tired," Sonny Liston, Columbia-4, 4544.

Oldies:

On the Street

BY RON SCHLACHTER

Sea Raider was the hit of the New York State Fair in Syracuse, according to Johnny Bilotta, who had numerous pieces of equipment on display. Bilotta also notes that two-for-a-quarter play did "real good" against 10-cent play. Special guest at the fair was Governor Nelson Rockefeller. The American Shuffleboard's Sol Lipkin is spending quite a bit of time in Chicago. Having spent the past week end at the Music Operators Association of America (MOA) Show at the Sherman House, Lipkin now moves to the Conrad Hilton where American will be exhibiting at the National Park and Recreation Show. In between shows, he will be visiting the company's display in the Midwest. And there's this word of advice from Lipkin: "Keep an eye on our dealers who have set up a recreation division are doing very well, but any wholesaler in this business also should take the recreation end of the business.

MOA executive vice-president Fred Granger is now devoting his attention to Phase II of the association's public relations program. According to Granger, the officers and directors will brainstorm the program which will include a revised edition of his "How to Sell a Story" and possibly a slide presentation. Granger wrote in a recent speech and spent many hours interviewing industry representatives to gather his material. As part of its program, the MOA will be soon presenting its first public relations award.... The Brill brothers are back at United Tool & Engineer Co. in Cincinnati following various calls to oppose ends of the country. Paul enjoyed fishing and sightseeing in the southwest while George did the same in the southeast.

Techika Records songstress Maru Sunkawa was a recent visitor to Sega headquarters in Tokyo. She signed autographs for fans and posed for promotional photographs with equipment imported from the U.S. Her latest record is "I Love You Oh So Much" and "Vision of a Kiss." Sega is opening an annex to its factory in a few months. When completed, the new plant "should assure that despite the high export demands a new game can continue to be put into production every 60 to 90 days."

Ronenof Carel's sister, Jane Gage, will be married Sept. 20 to Roy Huard of Waukegan. The groom's stepfather is Clyde Gage, music service manager for United Distributors Inc.

Mark Blum, Jr. of United Distributors reports that his firm will sponsor a semi-service automatic products Sept. 17. Hank Swave, with Automatic Products at St. Louis, will conduct the four-hour session at United. Smoke Shop machines and Candy Shop

chimes will be featured in the school. Other news from Kan- sam finds that Melvin Hammmer’s daughter, Mary, was married to Jim Roth June 1. The couple is living in Chicago. Mary’s older brother, Marty, were brought to America from Ireland in 1951 and adopted by the Hammers. Marty will start his first year of college this fall at Sacred Heart College in Winona.

The Hartau Wingraves of Empori- a, Kan., had a wedding in the family. Their son, Jim, was married May 31 to Madge Rowland of Liberal. The couple has travelled at the University of Texas in Austin where Jim is working on his Ph.D. degree in chemistry and Murray is majoring in elementary education. Jim has been granted an assistantship for teaching chemistry at the university. Harlan Wingrave reports that he now has two warehouses serving his expanding business, Sweetheart Candy and Tobacco. One of the warehouses is in Emporia and the other is in Salina. Officers are in Empo- ria, while the main warehouse is in Salina. As for a vacation, the Wingraves didn't get one this year.

According to Mrs. Wingrave, "Business is booming in our store and we couldn’t go." Sweetheart Candy and Tobacco.

(Continued on page 51)

and too big an inventory to list! THESE ARE THE HIGHEST VALUES YOU'LL FIND IN OUR NEW COMPLETE MACHINE LIST.

Send For It!

MOST COMPLETE PARTS DEPT.
Everything You Need—Give Us A Try

Exclusive Rowi AMI Distributor
E.S. Pa & Jersey Del-Md. D.C.

DAVID ROSEN inc
805 N. BROAD ST. PHILA. PA. 19123
Phone 215-263-2500

SEPTEMBER 13, 1969, BILLBOARD
This Blue Chip investment pays even higher dividends

The optional animated top scene by Technamation on the AMERICANA III has proved that it quickly pays for itself by the extra attention it generates and the extra plays that result.

One look at this brilliant ever-changing metropolitan skyline and you'll know what we mean. Signs go on and off. Traffic crosses the bridge and moves along the waterfront drive. A tug breasts the shimmering water. There is action galore that literally lifts patrons out of their seats—gets them up close to see as well as hear the AMERICANA III perform.

Get with WURLITZER!
The increased earnings will reflect your good judgment.

WURLITZER

AMERICANA III

BLUE CHIP INVESTMENT FOR OPERATORS

THE WURLITZER COMPANY
PHONOGRAPH DEPARTMENT
NORTH TONAWANDA, NEW YORK
Operators Report Mixed Attitudes on Planning for the Opening of Schools

By BRUCE CORY

CHICAGO—Elementary and secondary schools around the country face the opening of their doors being struck by strike teachers—opened last week. A survey of bulk vendors around the nation revealed that while Eastern distributors expect the month of September to be a good one, vendors in the rest of the country generally mark the opening of the schools as the beginning of a general decline that reaches its nadir in January. All agreed that football theme items will be the big merchandise this fall.

"We expect September to be a heavy month for us," said Steve Miller, New England Vendors Supply, Allston, Mass. "The kids will be back on the streets after a summer at camp or at the seashore. Everybody here was stockpiling up after the first day of school, Sept. 2." Miller added that a similar situation exists all along the Eastern seaboard. He expects 25-cent football helmets to be the best fall product.

Jack Nelson, Logan Distributing, Inc., Chicago, noted a yearly slump in bulk vending sales "congratulations to our westward school openings Sept. (3 this year) to about three weeks after classes start. The kids' parents are spending a lot of money on school supplies during that period and many of the school items have novelty approaches to them."

"Now, for a couple of weeks, the kids won't look at the machines until the novelty of their new stuff wears off. The first part of September is not a good time to put new products in your machines." Nelson added that football items will soon be appearing in vending, "but right now, we're still running our summer stuff.

"We have something going up in September," said Milton Hampson, Graff Vending of California, Oakland. "But a lot of that money is from the peak month of August and hasn't been picked up yet." Hampson said the best bulk vending items, like 5-cent gum and 25-cent merchandise, are aimed at the teen-agers, "because what the teen-agers have, the younger kids certainly want to have too." He was cool, however, to the idea of vending the "little red book" of Chairman Mao or "Viva Che" buttons, despite the ready market for such products at nearby San Francisco State College and the University of California at Berkeley.

Tommy Conner, manager, Graff Vending Supply Co., Houston, Tex., said the run on school supplies will keep vending sales down for the next few weeks, which will then pick up again before the cold weather sets in and vendors go into hibernation, awaiting the call of spring. "Piggy bank is now the best seller we have," he said, "and football helmets will be a good item again this year."

"September is still a good month for us," said Floyd Price, manager, Graff Vending, Dallas, "but it is the beginning of the slowdown. We'll start hitting the football theme hard pretty soon."

Bilotta Builds Jukebox Hits
• Continued from page 47

soul,' the man who is over 35 and not geared to the age of rock. Songs that hit the very heart and soul of the guy who sits at the corner bar." Window stickers announce that "Roberta Queen is Alive and Singing on Your Jukebox." Both artists will perform at the Music Operators of America talent show, Sherman House, Chicago, Sept. 7.

MOA president Howard Ellis and executive vice-president Fred Granter recently told a meeting of West MOA op- erators that a jukebox industry public relations program to promote building recording artists might bring local associations and the industry as a whole positive commercial benefits. Operators purchase more than $57 million worth of records annually.

FIFTY THOUSAND record vending machines is the target figure within the next three-four years set by Novo Corporation and Disc-O-Mat National, Inc., two firms now involved in this growing field. Novo recently contracted for the production of 1,000 vending machines to dispense the American Pocket pocket-size records (in the machine above), and Disc-O-Mat contracted for 1,000 machines which vend regular size 45 r.p.m. records. The contracts were signed with Transvac Electronics, a Long Island manufacturer which will produce both types of machines. Additionally, Transvac's research and development divi- sion is currently investigating the record vending business. Novo and Disc-O-Mat hope to expand their initial contracts to 50,000 machines. Record distributors estimate that 1,000 machines will gross $3.3 million per year.

If your competition is giving you location trouble...

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

SELECTORAMA®

SUPER 77 in container

175-92 capsules

Console

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

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

VICTOR VENDING CORP.
5701-17 West Grand Ave.
Chicago, Illinois 60639

OWN YOUR OWN
BE YOUR OWN BOSS

YES!!

We have authentic "H-BOUNCE" Billiard Balls

-1/2" Billiard Balls - for 1 or vend...$13.50/mt
-11/2" Billiard Balls - for 10 or vend...$22.00/mt
-11/4" Billiard Balls - for 100 or vend...$24.75/mt
-11/2" Billiard Balls - for 250 or vend...$40.00/mt

also

-11/4" balls packed 3 to 25 capsules
-11/2" balls packed 1 to 25 capsule

EPPY CHAMPS, INCORPORATED
163 Denton Avenue
(516) 595-2800
All orders F.O.B. Lynbrook, N. Y., 11563

when answering... Say You Saw It in Billboard

SEPTEMBER 13, 1969, BILLBOARD
 **NAMA Report Tells Council Role in Shaping Legislation**

*Continued from page 47*  
out, however, that “reduction of cigarette taxes to equitable and fairly equal rates,” and not increased penalties and reforms are the real solutions to the problem of the sale of unstamped or out-of-state cigarettes. The passage of a 2-cent levy by the North Carolina legislature ended some of the last outpost of untaxed cigarettes and, the report claims that the tracking down of unstamped packs easier. Cigarette taxes went up in Connecticut last year, and the state’s cut is now 16 cents.

**Iowa Cigarette Operators Rap ‘Cold Turkey’**  
*Continued from page 47*  
that tries to earn $25,000,000 from a millionaire by giving up smoking. Some 500 residents of the town and outlying areas signed pledges to give up smoking for 30 days. Greenfield has a population of 5,000.

Despite rumors that vending sales have risen as the smoking wears on, Darrell Johnson, Cremona Eyewear, Mrs. Dick Shellock, KOTATV, Rapid City.

**South Dakota Meeting**  

GREN CHARNLEY (left) and Solly Rose, Lieberman Music, Minneapolis.

CLAREE WESLEY, K. C., Sales, Minnesota (left), and Mrs. Dick Shellock, KOTATV, Rapid City.

**On the Street**  

*Continued from page 48*  
has added some new employees. Stanley Stow and Gilbert Williams are now members of the staff. Ronnie Johnson, who has been working for Edmyers, has bought his own cigarette stand at one of my locations is quitting, and now that brand isn’t selected as often.” Both men own machines which vend cigarettes for 45 cents a package.

Greenfield mayor Dale Yount estimates that 360 of the town’s 414 to 426 smokers swore off tobacco for the month. He was one of them. Yount and the others threw their cigarettes into a bonfire in the town square Aug. 8.

“Cold Turkey” stars Dick Van Dyke, Pippa Scott and Tom Poston.

**Save 50%**  
when answering ads...  
Say You Saw It in Billboard

SEPTEMBER 13, 1969, BILLBOARD
Made right, priced right to sell right
...the cues for 1970 from VALLEY

Here are ten smooth, colorful one- and two-piece cues to suit every taste and talent. The work of master designers and craftsmen, they combine style, balance, taper and finish to help every veteran or beginner to play a longer game. Butts are of imported assorted South American woods; shafts are of selected Canadian maple. Tips are of real or synthetic leather. Decorative trims and spacers are of brass, aluminum or pearled material. Send for prices and details today.

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**New Concert Hall Opens**

NEW YORK — Lincoln Center's Alice Tully Hall will be inaugurated on Thursday (11) in the presence of three representatives by the new Chamber Music Society of Lincoln Center.

Artists in the first concert include baritone Hermann Prey, violinists Robert Calin, Yasuko Taniwaki and Pinchas Zukerman, violist Walter Trampler, cellists Piers Haggard and Leslie Barns, and Charles Wadsworth, pianist, and orchestra conductor.

Featured in a concert on Saturday (13) will be Guarneri Quartet and the London Sinfonietta. Artists for the third program on Monday (15) will be Yo-Yo Ma, Mischa Maisky, and Furtwängler. Fourrou, pianist John Brown, clarinetist Robert Beer, violinist Jules Baca, and bassoonist Loren Hickman.

Kraus, Miss Nilsson, Allied Artists, the Viennese Philharmonic Orchestra conducted by Leinsdorf; and the Royal Opera House Orchestra, Dorati conducting.

Leinsdorf also conducts the Date Buys Master Of 'Have Love'

NEW YORK—Date Records has purchased the master of "Gotta Have Love" by Paolo Varsicco and the Milestones, produced by Stanley Chaisson on the S.A.C. label. The purchase was made by Bob Devere, manager, independent production, for Columbia Records after being picked up by Gene Demarchi, Southern promotion man.

---

**New Commercial Notes**

Pierre Boulez, who will become music director of the New York Philharmonic in 1971, will be ex-...
TRAINING THE UNSKILLED MINORITIES ISN'T JUST FOR GIANTS

This workbook of ideas shows what smaller companies can do, too...

Kendall Manufacturing Co. learned that it is easier for a small company to teach the unskilled than a large manufacturer. In a small plant, says President Lowell Kendall, the unskilled trainee has the opportunity to work alongside an experienced worker. In a large plant, classroom instruction is mandatory.

The Crouse-Hinds Co. offers "off-the-job" training to employees so that they can qualify for better positions as openings occur.

Oxford Chemicals feels a smaller firm like itself is in a better position to attract and train hard-core unemployed people because they feel it has to compete within a large corporation. Oxford finances its own training program, sending employees to school at night. Each trainee is assigned to a tutor of the same ethnic group.

These and 70 other case histories illustrate how business big and small is helping to solve the crisis in our cities. "Report to Business No. 2." Use the coupon to get your copy.

Merson follows fair route

LOS ANGELES — Merson Musical Products Corp. will participate in all key teenage fairs during the coming year, according to national promotion manager W. R. Hampton. The move is part of the company's new national sales promotion program.

As outlined by Hampton, Merson will not only conduct "Battles of the Bands" at these various events but will also offer several hundred dollars worth of Hagstrom guitars and Marshall amplifiers as prizes to the winners.

This new policy was adopted because of the "recent tremendous success" of the Kansas City Teenage Fair, according to the Merson executive. The four-day event drew capacity crowds in excess of 50,000 persons and the in-store traffic at Mission Music, which sponsored the "Battle of the Bands," resulted in a substantial increase in musical equipment sales. Nelson Clark, manager of the Kansas City area store, promoted the event on behalf of Merson.

In his announcement, Hampton added that Merson will not only conduct the band contests at these various events but also intends to hold numerous clinics where the special features of the Hagstrom guitars and Marshall amplifiers will be demonstrated. Merson is the exclusive U.S. distributor of Marshall amplifiers, Hagstrom and Gionnini guitars, Univox guitars and amplifiers, Unicord Panther organs and more than 4,500 other musical accessories.

Endorsement

NASVILLES — Country artists Jimmy Capps and Stan Hite of the "Country Junction Show" here on WLAC-TV, have entered into a promotion agreement with Merson Musical Products Corp., whereby they will feature the company's line of Hagstrom guitars during all future performances of their show.

New Store

SALT LAKE CITY—Dawes Mius., in business here since 1882, recently celebrated the grand opening of its organ department. The store is located at 145 South State.
Chicago—"Blind Faith," the album featuring a crossover between a group and a cover, and a cover that depicts a nude girl, has pulled in many recent buyers, such as E. J. Kovelte, Sears, Roebuck and Co., and Polk Brothers in Chicago. It's a case of the non-cover only the cassette and 8-track configurations are very good, according to Ray Cholack, manager of the Mall Count Records, who said open reel was used in the product, even if the cassette and 8-track configurations were not available. This means that the nude girl is featured as the nude 12-year-old girl holding an airplane. Some stores feature both versions of the cover and overall sales are running 10 to 1 in favor of the regular version, according to a survey last week by retail buyers and wholesalers.

The store is certified as a million seller, is only available on pre-recorded tape with the group cover and the cassette and 8-track configurations are very good, according to Ray Cholack, manager of the Mall Count Records, who said open reel was used in the product, even if the cassette and 8-track configurations were not available. This means that the nude girl is featured as the nude 12-year-old girl holding an airplane. Some stores feature both versions of the cover and overall sales are running 10 to 1 in favor of the regular version, according to a survey last week by retail buyers and wholesalers.

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Classified Advertising Department
BILLBOARD MAGAZINE
165 West 46th St.
New York, N. Y. 10036

1. Please run the classified ad copy shown below (or enclosed separately) in

2. Check the heading under which you want your ad placed:

□ BUSINESS OPPORTUNITIES
□ DISTRIBUTION SERVICES
□ EMPLOYMENT SECTION
□ PROFESSIONAL SERVICES
□ MISCELLANEOUS

2. CLASSIFIED ADVERTISING RATES

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 35¢ a word. Minimum: $1. First line set free. CLASSIFIED AD: $1.50 a line, each additional inch in same ad, $1.20. Box rules apply.

DISCOUNT FREQUENCY:

□ 3 consecutive insertions: 5% discount
□ 6 insertions: 10% discount
□ 13 or more insertions: 15% discount

CLOSING DATE: 5 p.m. Monday, 13 days prior to date of issue.

BOX NUMBER: 50 cents service charge per insertion, payable in advance. Also allow 10 additional words (at 35¢ per word) for box number and address.

NAME:

ADDRESS:

CITY:

STATE & ZIP CODE:

PAYMENT ENCLOSED:

BILL ME:

Classified Advertising Department
BILLBOARD MAGAZINE
165 West 46th St.
New York, N. Y. 10036

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2. CLASSIFIED ADVERTISING RATES

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 35¢ a word. Minimum: $1. First line set free. CLASSIFIED AD: $1.50 a line, each additional inch in same ad, $1.20. Box rules apply.

DISCOUNT FREQUENCY:

□ 3 consecutive insertions: 5% discount
□ 6 insertions: 10% discount
□ 13 or more insertions: 15% discount

CLOSING DATE: 5 p.m. Monday, 13 days prior to date of issue.

BOX NUMBER: 50 cents service charge per insertion, payable in advance. Also allow 10 additional words (at 35¢ per word) for box number and address.

NAME:

ADDRESS:

CITY:

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PAYMENT ENCLOSED:

BILL ME:
The Atco Nude LP cover has retailers 'choosing sides'

By BRUCE CORBY

CHICAGO—“Blind Faith,” the Atco package featuring a choice between a group of hot cover and a cover that depicts a nude girl, has polarized record retailers here.

Outlets such as E.J. Korvette, Sears, Roebuck and Co. and Musikraft have stocked only the non-nude cover, which features a photograph of the newly-formed Blind Faith rock group. On the other hand, some independent outlets, such as Sleptied Disc in Old Town, stock only the cover featuring the nude 12-year-old holding an airplane. Some stores feature both versions of the cover and overall sales are running 10 to 1 in favor of the “regular” cover version, according to a survey last week of local retailers and wholesalers.

The package, already certified as a million seller, is only available on pre-ordered tape with the group cover, and sales in the cassette and 8-track packages of the configurations are very good, according to Ray Cloud, Rock Discount Store in the General Electric area near the suburbs. The only complaint referred to is the nude girl is referred to as the “A” cover version.

“E.J. Korvette, Sears, Roebuck and Co. and Musikraft are the ones that have decided to go with the standard version,” said Rich Kudulla, Royal Disc, a distributor of the package here. They sell the B cover version and move them very well. The larger department stores feel that they cater to more of a ‘family’ type market and won’t have anything to do with the nude cover.

Kudulla said he had not heard “any actual complaints” from retailers or customers about the A jacket, which was the group’s choice for their first album cover. “Before the album was released, many distributors, myself included, warned the company that sales might be badly hurt if the album was distributed in this manner exclusively, and persuaded them to put out the other cover. I’m glad they did. ‘Blind Faith’ is our best-selling album after ‘In-A-Gadda-Da-Vida,’ but the story might have been different if only the A ‘Blind Faith’ sleeve had been distributed. The group and the company might have learned a lesson about record distribution then.”

Kudulla added that sales of the A record were lower than he had anticipated they would be. “Most stores carry both jackets, but only in a few areas, like Old Town, is the A jacket achieving a very good percentage of sales.”

Vic Faraci, Musical Isle, a one-room independent store, said that Blind Faith’s first album with the nude cover has been her top album for the last three weeks. “We took in a few of the LPs, but kept the B cover for our one-stop,” he said “but the other

one is the one we put on the racks. We let retailers know we have the nude cover and only it on request. There haven’t been many requests. Albums with nude or suggestive covers create a real problem for us. I think the manufacturer should stay away from them.”

Faraci agreed that album sales would have substantially hurt if the alternative jacket were not available. “The John and Yoko album (which featured a photograph of the performers) was a disaster and this might have been too,” he said.

Retailers were not so critical of the A jacket, however. “Initially, we ordered only the ‘photograph’ cover, said Merril Rose, Rose Discount Stores. “Then we started getting requests for the other jacket at both our outlets and we started stocking it. Sales are about equal for both versions.” His stores did not handle the John and Yoko album, he said, and that he thinks nudity on album jackets has about reached its saturation point. “The novelty is starting to wear off.”

“I think it’s ridiculous to have two album jackets,” said David Simons, manager of the Sleptied Disc in Old Town. “It confuses the customers—they think Blind Faith has two albums in instead of just one.” Simons stocks only the ‘A’ jacket. “I think the jacket is more artistic and better done than the other one,” he explained. “Nothing can touch the message, ‘We’re changing it by the book and selling 100-125 of it today.”

Harlan Hilbertem of One Octave Lower, also in Old Town, said the album with “the chick on the cover” is outselling the B jacket by a 3-to-1 percentage. “People started buying the group photo album at first because they wanted to have the lyrics, which are printed on the back cover on that version. When they discovered the A jacket has the lyrics printed on the inner jacket, they stayed with it instead.” Blind Faith probably sells better than any other album in the store, he said.

The two versions sell about the same, said John Jay,-named employee at the Wecock Woom, also in Old Town. “Some customers giggle when they pick up the B jacket but I’ve never heard any actual complaints about the photo,” he said.

Allied Store

CLEVELAND—Allied Radio Stores, Inc., subsidiary of Allied Radio Corp., has named an outlet here in suburban Richmond Heights. The store, located at the Hilltop Plaza Shopping Center at 3742-46 Wilson Mills Rd. The operation is managed by Fred LePrevost.

Audio Retailing

one of India, it appears, is propaganda, the letters from.

September 13, 1969, Billboard

SEPTERMBEB 13, 1969, BILLBOARD
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 Now 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'

Billboard's 1969-70 WORLD OF COUNTRY MUSIC

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
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DEADLINE: SEPTEMBER 19

THIS YEAR THE BIGGEST EVER!
If They’re Good, They’ll Sell

These Are Selling
THE 'HOT 100' HOW IT'S COMPILED

By ANDREW J. CSIDA

Over 23,000 individual judgments on current singles go into each weekly issue of Billboard and the 25 to 35 "Bubblers," or special Merit selections of Billboard's record review department.

What are these judgments? Who makes them? How are they obtained? What do they express? How are they put into chart form?

The answers to these questions add up to the methodology behind Billboard's "Hot 100" chart, which is, according to a recent analysis, is actually used in more than 60 different ways, by some 25 different groups in and out of the music industry to buy records, to sell and promote with, to program radio stations, to negotiate air time, and as a basis of publicity, promotion and business analysis.

The influence of the chart is felt all the way from the young teenager who chooses a particular record is largely, or solely, guided by "Hot 100"-based radio programming or in-store display...to the upper levels of Wall Street, where money decisions involving record corporations, music publishers, and the financial world are made. And the many factors that are considered in making music-related decisions are measured by Billboard's "Hot 100" chart.

Now that the checklist has been constructed, how is it actually used?

Copy of List

Billboard phone interviewers use a copy of the checklist for each record placed on the "Hot 100" and for each record for a "very good," "good," "fair," "no sales" evaluation on each record on the list, and these ratings are used as one factor in editing the chart content of the phone interview.

Seventy-five phone interviews are conducted each week--no need to check up on the charts calls are made in each of 21 major record markets of the country. The markets in which these calls are made are: New York, Los Angeles, Philadelphia, Boston, Detroit, San Francisco, Cleveland, St. Louis, Pittsburgh, Baltimore, Washington, New Orleans, Dallas, Ft. Worth, Houston, Atlanta, Chicago, Los Angeles, St. Louis, Detroit, Kansas City, Philadelphia, Atlanta, Minneapolis, Nashville, Austin, and Houston.

A degree of weighting is accomplished simply in the number of calls made within each market--e.g., eight in New York, five in Chicago, five in Los Angeles, four in Philadelphia, etc.

The total of 75 weekly calls breaks down this way: 65 calls to dealers, 10 calls to rack jobbers and or one-stop. Dealers, rack jobbers and one-stop se-

users. The following positions are determined on an inverse point ratio basis, with the record listed as No. 1 on the play list getting 40 points, No. 2 getting 39, and so down to the No. 40 record which earn one point. Five points are assigned to a station "pick" record. The values described here are for secondary market stations. Major market stations have weights at five times these values.

Earned by Titles

Radio play data are now added to the checklist and best seller points earned by the titles below position 50 and the new total will determine the relative rankings of the titles in the bottom half of the chart and in the "Bubbling Under..." section. Why is radio applied only below position 50?

There are several reasons: (1) the amount of sales information acquired in the top 50 is very substantial and forms the strong and believability series of rankings; (2) these top 50 records have, for the most part, already been assessed for sales impetus and it is now the sales factor that is moving the records onto the playlist, rather than the playlist developments; (3) conversely, the farther down the sales ladder a record goes, the less sales information is available, so that records below top 50 need the supplement of radio play data in order to measure their relative strength.

The tabulations from the phone interviews and radio play have now produced the "Hot 100" in rank order, with another 20 to 30 records in the "Bubbling Under..." list. One important chart factor is now added--the Star Performer evaluation.

Star Performers are those records on the chart which have registered the greatest proportionate sales progress from one week to the next. Thus, sales point totals acquired by records in the previous week are measured against the point totals they acquired the previous week. We earn Star Performer rat-

ings on specific minimum percentage increases--for example, in the top 30 must show at least a 10 percent gain against the previous week; in the top 50 a 5 percent gain is required for records in the 31 through 60 range; in the 61 through 90 range must gain at least 20 percent.

Star Performer determination is based on dealer points only (the checklist and best seller data) with this one exception: records which have maintained a no-loss status in radio play for ten or more weeks are eligible for Star Performer rating.

It is important for all users of the 'Hot 100' chart to understand these additional basic facts about the "Hot 100" in order to evaluate and use the charts most effectively.
TORONTO — Representatives of the Maple Leaf System and senior executives of all major Canadian record companies met Aug. 25 to settle differences between both industries and examine MLS's impact on sales.

Although only two months old, MLS has succeeded in increasing the number of Canadian records in the market, especially product from independent producers.

Broadcasters claimed that the large record companies have failed to develop a proper promotion schedule, while recording officials expressed dissatisfaction over how their product had been handled on the radio.

Without the 14 radio station network, most of these disks would never have received national exposure on a regular basis. Unfortunately, the majority of the network's picks never got off the ground.

To MLS' embarrassment, a few rejected records have managed to get heavy sales action in some regions without the aid of the national network.

Some record companies claim to have monitored specially selected radio stations in the network and come to learn that little, if any, play was being given to MLS selected disks. Most radio stations, however, are enthusiastic in promoting the Canadian records.

As a result of the recent talks, both broadcasters and record officials agreed to work closer together in all future activity although no other meetings have been scheduled.

**Cap 'School' Drive Starts**

TORONTO — Capitol Records' 'Back to School' campaign, one of the company's most comprehensive and heavily-promoted sales drives, is scheduled to begin Aug. 22. The youth-oriented campaign features colorful postcard-art-style bookcovers, designed by artist Pat Min. Fans will be able to purchase the special bookcovers with any purchase of any Capitol's "back to school" albums.

Over 100,000 copies of these bookcovers have been shipped to Capitol branches, where they are available in double-pocketed floor browser stands that hold up to 100 LPs as well as the bookcovers. A consumer checker/distributor order form identifying the company's top 230 rock albums and tapes was especially designed for the campaign.

**COMPO PACT ON STRAIGHT**

TORONTO — Compo will distribute the new Zappa- Herbst-Combination, Straight Records. Bud Hayden, formerly of CSN and Y, has been appointed national sales and promotion representative. Announcing the move, Herb Cohen said that on Aug. 21, straight set immediate release dates for five LP's on the new label.

**Electron Sets Hi-Fi Show**

MONTREAL—Electron has set Oct. 16-19 as dates for their first hit show to be held at the Sheraton Mont Royal Hotel. This marks the first time in seven years that a York, Record's nature has been held in the French Canadian capital. About 50 exhibits are expected to be represented.

Although the show will be a five-day affair, only four days will be open to the public. Federal elections were held on the usual day of the week that most retailers are closed, has been set aside as "Dealer Day."

**Canadian Executive Turntable**

John Driscoll appointed national sales promotion manager of International Tape Cartridge of Canada Ltd.'s newly formed record division. Driscoll will also be involved with ad duties with Martin and Jimmy Tyrell. Tyrell is with Hourglass Records and Publications, the French Canadian division. Specifically, Driscoll was national sales promotion manager for single disks at Quality Records. Ken Ginn, assistant to Merv Buchanan, executive director, will handle all internal sales and promotion as well as customer relations for Trend Records. Doug Ryan, formerly head of the electronics division, will handle all administration duties. Bruce Oxley, onetime label field man for Century, will assist Buchanan in ad work. The moves are designed to help the label in its future Canadian productions.

**Stones' Date On U.K. TV**

LONDON — TV's recording of the Rolling Stones' Hyde Park concert was screened Sept. 2 on the full ITV network.

Entitled, "Stones in the Park," and produced by Jo Darlen-Smith, it is a complete record of the day that the Rolling Stones appeared before an estimated 50,000 fans. From 12 hours of film shot by cameramen, Darlen-Smith produced a 52-minute film for sale abroad.

Post Publication, in association with Granada, is producing a 32-page book of color and black and white photographs of the event. Also called, "Stones in the Park," it is available from bookshops, newagents and leading record stores.

Another Granada music special, "Johnny Cash at San Quentin," will be shown by ITV on Tuesday (9).

**Rock Pile Club Is Shut by $$$$ Troubles**

TORONTO—The Rock Pile club, which introduced many top rock and blues acts to Toronto, closed Aug. 24. The Canadian rock music center had become a victim of unexpected financial demands made by various pop groups' agents and managers, said president Rick Taylor. In addition, the hall faced a $12,000 withholding tax charge from the Ontario government when the doors shut after being opened for almost one year.

The Rock Pile was never a big profit making organization. It was the non-shows, when a number of groups cancelled out at the last minute, plus unexpected financial demands by some groups' managers and agents that really put the Rock Pile in the red, commented Taylor.

Rock Pile management is being pressured by the Federal government for $13,000 in withholding tax arrears and by the Ontario government for a similar amount in sales tax arrears. Provincial authorities claim that the Rock Pile is a nonprofit dance hall and is obliged to pay the hefty sales taxes. The Rock Pile is not being appealed. Although the Rock Pile is not bankrupt, there is no alternative for Taylor but to close the hall until the tax problems were settled. Taylor is already talking about an October opening, probably at the same location.

**SG to Handle Hunter's Show**

TORONTO — Tommy Hunter, Canadian country singing star, now under Columbia Records, will have his CBC-TV television show distributed in the U.S. by Screen Gems.

The package includes 125 half-hour musical shows of "The Tommy Hunter Show" produced over the past three years as well as productions for the singer's fourth season this month.

**Plotnikoff Sets 'One-Man' LP**

KINNAIRD, B.C. — Serge Plotnikoff, producer of King Gar Records and Publications (BMG), is preparing an album of his own material to be produced, arranged and performed by himself. The working title is "Songs of the Land, Life, People." The album is scheduled for an autumn release on the King-Gar label. A national distributor is still not set.
British CBS Bows New Labels, Incentive Scheme, Instruments

SOUTHWARK, U.K. — Plans for the acquisition of two independent labels, new dealer incentive schemes and the distribution of musical instruments and accessories were unveiled last week at the annual CBS sales conference.

The new labels CBS will distribute are Straight, heart and West Coast group Alice Cooper, and Milestone, the U.S. jazz outlet. Straight will be marketed in this country as a split logo; Straight—CBS will be marketed in the U.S. First releases from the labels are expected later this year.

The new incentive schemes will give dealers the chance to win a $10,000 music store in the U.K., and will start operating in the autumn. All CBS’ labels are grouped into four categories according to the volume of business done with CBS over a set period last year and the dealer in each group sheriff the highest percentage increase this year will qualify for a first prize.

Consolation prizes are also being offered to runners-up.

Also during the autumn dealers albums will be available at a higher than usual discount rate on certain catalog albums.

CBS’ dealers and salesmen are also being offered new incentive schemes in the sales area which turns in the best overall performance between September and December.

Better than average performers will win free European holidays. In addition, the top individual salesmen in each sales area of the company and the sales executive at the end of the year will be awarded a puppy.

CBS is also to move into a new field—the marketing of musical instruments and accessories.

Dealers are to stock a revolving instrument rack which will carry 26 different pre-packed items ranging from microphones to guitar polish. After a six-week test scheme later this year the selected retailers, the racks are expected to be in over 500 stores by the end of 1970.

Details of forthcoming CBS releases, disk jockey John Peel’s upcoming new label Dandelion and a major drive into the 8-track tape market began at the conference together with news of a fund-raising LP marketed by the special sales division for the Boy Scout movement.

All profits from the album, comprising 12 recent CBS hits and four unissued tracks, will go to the Scouts although special products man James Fleming emphasized that dealers would clear their usual 33 percent margin.

A heavy promotion campaign has been planned for the disk including special counter display boxes and posters and extensive press and radio coverage.

Special mention was also made of Blue Horizon which singles co-ordinator Derek Johns told the conference was considered by CBS to be the company’s most successful independent label.

Singer Straight Perfect has been re-signed as a solo artist—she was formerly with the Chickenstein group—with an album and a single out later in the year while Johns also promoted more Blue Horizon releases from Fleetwood Mac.

Introducing the conference, managing director Ken Glancy said it had been another very good year for the company and that the LP market was doing better than a year ago.

"But with CBS again leading the rest of the music world in creativity" he added, "we must ensure by our own efforts that we stay on top of the premier record market.

Grand Prix Contest Set

LUXEMBOURG — The final of the Radio-Tele Luxembourg International Grand Prix, a song contest open to record producers in Austria, Belgium, France, Germany, Holland, Ireland, Luxembourg, Switzerland and the U.K., will be held in the New Theater here on Oct. 18.

The new contest, which was conceived as a means of securing wider recognition of the talents of producers as well as songwriter, publishers and singers, will feature 15 productions in the final, selected by an international jury. International Grand Prix awards will be made to the producer, songwriters, singer and publisher of the winning song. In addition National Grand Prix will be awarded to those concerned with the best production from each linguistic group.

Dutch Official

The winning song will be broadcast on all the programs of Radio-Tele Luxembourg for a period of one month, and the national winners will be broadcast on the program of the language group to which each belongs.

Name Change

Now Moviestar

MADRID—Sonoplay, Spain’s record company which owns part of the Movierecord group of companies, has changed the company name to Moviestar.

This will be the logo on all records from the company. The company address—Centro Moviestar, Avenida de América SN, Madrid 17—remains the same.

MUSICAL INSTRUMENTS—NEW FIELD FOR U.K. CBS

SOUTHWARK, U.K.—CBS here is moving into a completely new field—the marketing of musical instruments and accessories. Ambitious plans were unveiled at the company’s annual conference by managing director James Fleming which subject to the success of a test scheme this autumn, will mean a major drive by CBS into the accessory market in this country.

Dealers are to be invited to stock a two-foot in diameter revolving rack which will carry 26 different pre-packed items ranging from guitar polish to recording equipment.

"The idea is needless to say an American one." Fleming told the staff that the company was seeing the reason at all why it shouldn’t catch on here. This is a business that has a lot of unexploited potential in this country with room for new marketing techniques.

The test scheme will last for six weeks and will involve selected retailers all over the country. Providing it is successful, Fleming aims to have the racks in 500 shops by the end of next year.

Producers to Meet Nov. 9-12

MONTEVIDEO—The Sixth Latin American Congress of Record Producers has been set for Nov. 9-12 at Punta del Este, Uruguay. Odeon de Brasil president Henry Yzuel contacted the members of the Uruguayan Record Chamber to arrange details of the meeting.

The Congress takes place every two years and the last one was held in Caracas.

Sonic exec to Start Company

STOCKHOLM—Sture Borjedahl, managing director of Sonora, music publishing company, is leaving the company Nov. 1 after 20 years, to start his own publishing company.

During his years with Sonora—the Philips/Polydor publishing offset—Borjedahl acquired a number of powerful catalogues for the company, including that of the Beatles’ Northern Songs.

Aussie Firm Opens in N.Y.

MELBOURNE—Angle Music (Australia), has opened a company and office in New York.

The U.S. firm is a joint venture of the Australian company and Bleu Disque Music, publishing affiliate of Sire Records. Angle Music, Inc., will be headquartered in New York at 146 W. 54 St. under the direction of Seymour Stein and Richard Gotteher of Sire, and Barton Friedman, general professional manager of all Sire publishing holdings.

Milhau Sets Label in Spain

MADRID—Independent producer Alain Milhau has formed a label under which products will be distributed in Spain by RCA. The new label are "Incredible George" by the Belgian group, the Plasticine, "A Walk with Pink Heart" by the Dutch group, Darwin’s Theory, and "Duel Song" by French singer Christophe.

All three records were made in London studios, produced by Milhau and arranged by French orchestra leader and arranger, Jean Bouchet.

DUNHILL

WILL TAKE YOU AS FAR AS YOU CAN GO

International News Reports

OCT Bidell C 02-93244

DUNHILL

WILL TAKE YOU AS FAR AS YOU CAN GO

International News Reports

SO WILL ELECTROLA

OCT Bidell C 02-93244
U.K. Singles Dip As Albums Rise

LONDON — Latest figures published by the Board of Trade further emphasize the continuing decline in the number of singles sold, a 14 percent increase in the number of albums sold.

In the first five months of 1968, the total production of 41,512,000 records showed a 1 percent increase against the same period a year ago.

Production of albums zoomed by 20 percent to 27,749,000 copies, with a 14 percent decline to 18,683,000 for the preceding year.

Value of home sales from January-May this year was $286.6 million against $272.2 million for the preceding year.

Executive European Turntable

Jorgen Friisch has been appointed sales director of Nordisk Polyphon in Copenhagen. Friisch was formerly the Norwegian director of the Second Nordic Polyphon, the Danish chain of record, radio, television and record equipment shops. Appointed marketing director of Nordisk Polyphon is Conrad Lawrensen, previously appointed editor of the newspaper "Papir og Politik," with one of Denmark's largest and most influential circulations.

"Nyren" of EMI Sweden has been made sales manager of the company. Hans Ohlde and Jan Hammon have joined the sales department as representatives.

Teledisc Issues 5 Sets of Classical Recordings

HAMBURG — Teledisc is releasing five special boxed sets of classical recordings for the new season, featuring works by Wagner, Beethoven, Richard Strauss, Brahms and Chopin.

The Wagner set of five LP's is a recording of the Meister-
Spain Takes Polish Fest; On Win Streak

Sopot, Poland — Spain's impressive record in international music festivals this year (including victories in Eurovision, at Knokke and Scheveningen) was maintained when Discos Belter took three prizes in the 9th International Song Festival here, Aug. 21 to 24.

Conchita Bautista was voted the most popular singer in the festival and won third place on Polish Day for her interpretation of a folk song. Michel received the Sopot Grand Prix du Disque 1969 for his interpretation of "Granada."

More than 20,000 people attended the four-day festival, held in the beautiful open-air Forest Opera auditorium, including many international record company executives and disk jockeys.

The festival opened with the non-competitive Songs Know No Frontiers event, in which singers presented songs from their own repertoire in their native languages, as determined by a faulty p.a. system and the Polish beat group Skaldowie left the stage in disgust without performing.

On the second day, Polish Day, the singers presented Polish songs in their native languages and the 29-track international jury awarded points for interpretation.

First went to the Soviet Union's Muslim Magomajov for performance of "Oh This Very Day." Second prize winner was Bulgaria's Yordanka Christov for "I Love Autumn," the Autumn Guitarist; third was Spain's Conchita Bautista for "Balkanino." The special Polish jury awarded the Belgian Minitrion a prize for "Under the Garden Window," sung by John Gittings for "For This Red Flower," and the special award of the Polish Academy, AEG Doreen, went to Cuba's El Jilguero for the song, "Such Nice Eyes."

On the third day, International Day, the jury awarded points for songs only. First prize went to the Swiss song "Maria Consuelo," sung by Henri Desch. The French song "La Table Habituée," sung by Henri Taur, was second. The English song "You When Love Me," by Patsy MacLean, was third.

On the final day, National Day, Grand Prix was awarded to Michel and the Press Prize to record companies and to Henri Seroka of Luxemburg. Taking part in the Record Day we learned of the Rodowiczan, Rena Roiska (Poland); Monika Hausfl and Klaus Dieter (East Germany); Jacqueline Midinette (Switzerland); Dragom Stojin; Milan Bacek (Yugoslovia); Nicole Josy (Belgium); Rita Hovink, Frankie Franken (Holland); Virginia Vee (Britain); Guillermina Motta, Michel (Spain); Lucio Dalla (Italy); Tetra Harasawa (Hungary); Anda Calugaranu (Rumania); and Mirtha Medina and Raoul Guma (Cuba).

Disappointment of this year's Festival was the lack of any star names. Artists John Rowles, Gene Pitney, Nicoletta and Vicki Pratt contested to appear, were prevented from performing because of accidents or illness. The only foreign artists to appear outside the competition were those who had agreed to do so.

Because of the growing importance of the Record Day next year's event will place more emphasis on the participation of record companies and this will enhance the importance of Sopot as a meeting point for record companies from East and West Europe.

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**MAJORA FEST TO RAYMONDE**

MAJORA—The first prize of $1000 in the Majora Song Festival was won by the Ivar Raymonde song, "Je Quiero, I Love You," sung by Andre Silve, published by Notas Magica.

The song is released on Columbia España. Second prize of $500 went to the song "Oh Dany, Oh Dany," written by Fina de Calderon, published by Ediciones Belter and sung by Venezuelan artist Mira. The song is released on the Belter Records. Yugoslavian singer Radi- oska took the third prize of $215 with the A, Kabilo song "Isla de Amor" (Iland of Love), published and recorded by Belter.

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**From The Music Capitals of the World**

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**MEXICO CITY**

Mexican composer Armando Mendoza recently returned from a European tour, to appear at Zorro's Night Club, in Mexico City. Joe Viss is now officially the new name of the historic Zorro Night Club division here. He was formerly in charge of the famous American record operations for the Columbia and Decca labels in Mexico. Tommy James and the Shondells also appeared at the club, which recently announced that it has received a $100,000 booking at the Sodre Auditorium in Montevideo, where they will appear, Oct. 18.

**JORGE RIZA**

**STERLING R. DAWSON**

**ENRIQUE ORTIZ**

Electra Records are now distribu-

**NEW MEXICO**

by Sunday SA in Uruguay. It is the first time that a major disc enter-

**JUAN MANZANERO**

to locale Sodra in Montevideo. The latest Latin tunes and all rele-

**ANTONIO CONTERAS**

making its appearance in Montevideo, using the name of its current record issuer. The single was released last year by Sun Records, distributed by the local label, using its Western Star name.

**ALFREDO CARRENO**

MEXICO

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**CARLOS ALBERTO MARTIN**

**September 13, 1969, Billboard**
STOCKHOLM

Henry Darrow, star of the television series "Happan" was here for the weekly day promotion tour and to discuss records with MCA. Music is strongly promoting "Viva Bobby Joe" by the Equals (state-side).

Johnny Cash single "A Boy Named Sue" was released today by MCA. Cash appeared at this show and introduced a new urban blues series with the first release of the series, "Baby, Don't Go"

COPENHAGEN

EMI has acquired Danish representation of the U.S. Unicorn label. The first release includes Carl Nielsen's "Symphony No. 5" and "Fireworks over Copenhagen" conducted by Janovitz and "Mother Goose" by Glazounov. Both conducted by Leslie Jones. Following appearances by various international artists and a variety of tours here, record companies are mounting special promotions for a series of sales of their records. EMI is promoting the Zavos and van der Gugel single "In the Year 2352" (RCA).

OSLO

A/S Nors, distributor of the RCA A -7000 record labels in Norway, has acquired representations of Belgian Polydor, Polydor, and Ariola which MCA is represented by Electra in Sweden and Denmark. The company has also been successful in Denmark. Vera Lyne topped a list this week at the local market Red Cross. Charity show.

Dee Reilly, producer, composer and publisher Tommy Reilly, is producing a series of rock and roll records featuring bands and groups. The first feature is "1 All Have a Dream," released on the same label.

HAMBURG

Tania Motow, formerly handled in Germany by CBS, is now represented by Electrola.

Wilson Pickett and Carla Thomas begin tour dates at the Whisky A Go Go in Los Angeles (12) with dates in Frankfurt, Col-
glon, Antwerp, Amsterdam, and Hamburg. Ariola's Die Aenderen are making a television appearance in Hamburg, filmed for one of their own compositions and will be broadcast for television in Hamburg and Ariola's Renee and Werner Leiswi are in the United States for a tour of the Soviet Union from July 15 to August 15. Ariola has acquired German representa-
tion in West Germany, Italy, Portugal, France, the United States, and the U.S. for the Kingdom label for West Germany.

Johnny Cash is booked for a special performance with Electrola (Nov. 25) in Hamburg and the upcoming concert tour of West Germany. The concert is scheduled to be broadcast on ORF.

HESKING

Copenhagen's EMI has released an extended play featuring the band's new sound. The band's first single, "The Last Waltz," is released on the same label.

SAINT JOSEPH

The new album released by RCA features the band's cover of "The Last Waltz," which was a hit in the United States.

DUBLIN

One of Ireland's leading young showmen, the Tolons, will be playing in Dublin this week, making a promotional tour of several U.S. cities later this month, to promote their new release "Jailhouse Rock." The Tolons, who were previously in residence at the Tolons' Whiskey Jazz Club in Dublin, are due to appear at the Tolons' Whiskey Jazz Club in Dublin, where they have been playing for the past several months.

WILLIAM BRANDSTED, director of RCA Holland, was in London to present a gold disk to 55 year old Dutch artist, Los Goudsmid, marking 25 years of his career. The presentation was made in the presence of the Dutch music industry.

The Tolons, who have been playing in the Tolons' Whiskey Jazz Club in Dublin, are preparing to return to the United States, where they will be playing in several U.S. cities later this month, to promote their new release "Jailhouse Rock." The Tolons, who were previously in residence at the Tolons' Whiskey Jazz Club in Dublin, are due to appear at the Tolons' Whiskey Jazz Club in Dublin, where they have been playing for the past several months.

KEN STEWART

Philips Series Offer

Continued from page 63

ven symphonies on nine disks, featuring soloists Liselotte Reh-

mann, Anna Reynolds, Anton de Groot and Josef Hegenbarth, in the Choral Symphony. The three concerts, including the trio synerad tacos, are recorded on three albums by the Finnish radio, and Maxence Larrieu as guest flut-

ist. The concerts will be tele-

cast on the BBC, and the next offer, on disks, is a recording of the complete Mozart piano sonatas performed by Josef Hegenbarth, who was soloist.

International News Reports

SEPTEMBER 13, 1969, BILBAO

65
You Can Definitely Count on Them to
SELL MORE RECORDS and
MORE CARTRIDGE TAPES
This Christmas Than Ever Before

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:

- two complete catalogs, one for cartridge tapes and one for records; each 48 pages or more, with 200 to 250 full-color illustrations, descriptions and easy-to-use indices with prices;
- 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!
The soundtrack of this film adaptation of the work of W.P. Sloane is in itself a superb recreation of that immense era and attitude. The LP is in point of fact, war's folly, whatever takes on the nostalgic look in this case. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

The Veil/Private, S.T. 11342 (S)

Thanks to "Morning Girl," Don Kent and Tupper Sound the complex, emotional gallery of his mind. The album is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

JOHNNY CASH - The Man Comes Around
Columbia SC 42004 (S)

The title track is the cover of this album that is riveting to the senses. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

The Man Comes Around
Columbia SC 18040 (S)

The title track is the cover of this album that is riveting to the senses. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

NEON RHINEWALD - The Stacks
Warner Bros. Seven Arts W 7084 (S)

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LOW PRICE COUNTRY
JOHNNY CASH - The Man Comes Around
Columbia SC 42004 (S)

The title track is the cover of this album that is riveting to the senses. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

SOUNDTRACK
SOUNDTRACK - O! What a Lovely War
Parlaphone PAS 300B (S)

The soundtrack of this film adaptation of the work of W.P. Sloane is in itself a superb recreation of that immense era and attitude. The LP is in point of fact, war's folly, whatever takes on the nostalgic look in this case. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

STREETS OF ROME - Out of the Blue
A&M SP 4400 (S)

This title track is the cover of this album that is riveting to the senses. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

THE BLACK RHINOCEROS - Bette Davis Eyes
Elektra EKS 74655 (S)

The Black Rhinoceros is a crossover hit of Bette Davis Eyes, with the cover treatment of the LP instrumentation, they are a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

JUDY COLLINS - Reflections
A&M SP 4200 (S)

The title track is the cover of this album that is riveting to the senses. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

CHECKMATES, LTD. - All We Have to Do Is Live
A&M SP 41823 (S)

Group had two singles chart winners: "Love Is All We Have to Do" and "Black Pearl," out of the only LP. The LP is in point of fact, war's folly, whatever takes on the nostalgic look in this case. The LP is a find itself, the film is being shown the way it was shown its time. The LP will create demand wherever the film is shown.

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SEPTEMBER is
Better Buy
Butler Month
September 2 thru October 10

BRAND NEW
ICE ON ICE
Including his 2 latest hits
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WITH LP's LIKE THESE

CELEBRITY SERIES RELEASES
C-30150 MAKE IT EASY ON YOURSELF b/w HE WILL BREAK YOUR HEART
C-30151 MOON RIVER b/w FOR YOUR PRECIOUS LOVE
C-30152 I STAND ACCUSED b/w LET IT BE ME
C-30153 CAUSE I LOVE YOU SO b/w I DIG YOU BABY
C-30155 ONLY THE STRONG SURVIVE b/w LOST
C-30156 HEY WESTERN UNION MAN b/w NEVER GIVE YOU UP

MERCURY BACKS YOU WITH A POWER-PACKED PROGRAM!

SPECIAL RADIO PACKAGE
includes: 7" open-end Jerry Butler interview disk; 60-second special programming fills of Butler's biggest hits; large national saturation on new L.P.

MERCHANDISING INFORMATION
including Day Glo merchandising piece

TV EXPOSURE
to back up program
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4/C BUTLER PROMOTION POSTCARDS

"make" BETTER BUY BUTLER MONTH" your biggest yet...
New for September.
Sales Proven Names
with Exciting New Product.

KAPP'S AUGUST
RELEASE NOW ON
THE CHARTS!

KAPP RECORDS
A DIVISION OF MCA, INC.
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continued on Page 73
Watchout Mr. Portnoy, Here comes Mama!

Mae Questel stars as “yenta” of the year on this hilarious album of fun and games for sons everywhere.
**TOP 20 POP SPOTLIGHT**

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

**DIONNE WARWICK—** *You've Lost That Lovin' Feeling* (Paradise, Warner Bros.; ASCAP), (1964). Warwick won two 1964 Grammy Awards for this song. A Top 10 hit as a solo, it has been a major hit for many other artists. *Note: No Information Available.*

**RAY STEVENS—** *Sunday Mornin' Comin' Down* (Prod. by Jimmy Ellis, Sony Music, New York, NY; BMI). A soul ballad by a country singer, this song was a surprise hit, reaching #12.

**DON DONG-DIKI-DI-KONG—** *It's Not Unusual* (Motown, BMI). This song was a hit for Steve Lawrence and Eydie Gormé.


**SUPER CIRCUS—** *Vikki Carr—Eternity* (Atlantic, BMI). Carr's version of this song was a Top 10 hit in 1967.

**THE FOUNDATIONS—** *Take Me to the Top* (Paradise, Warner Bros.; ASCAP). This song was a hit for the Foundations in 1968.

**JAY AND THE TECHNIQUES—** *The World* (Tamla, BMI). This song was a hit for The Techniques in 1968.

**THE ORIGINS—** *I Am a Man* (Paradise, Warner Bros.; ASCAP). This was a hit for The Originals in 1968.

**THE ORIGINALS—** *Ready to Move* (Paradise, Warner Bros.; ASCAP). This was a hit for The Originals in 1968.

**GREGORY ISAACS—** *The Harder They Come* (Paradise, Warner Bros.; ASCAP). This was a hit for Gregory Isaacs in 1973.

**THE FOUNDATIONS—** *Tears of a Clown* (Paradise, Warner Bros.; ASCAP). This was a hit for The Foundations in 1966.

**THE FOUNDATIONS—** * BFS 100 Chart Rider* (Paradise, Warner Bros.; ASCAP). This was a hit for The Foundations in 1966.

**THE ORIGINALS—** *I'm Gonna Find My Baby* (Paradise, Warner Bros.; ASCAP). This was a hit for The Originals in 1968.

**THE ORIGINALS—** *Where Do I Go* (Paradise, Warner Bros.; ASCAP). This was a hit for The Originals in 1968.

**THE FOUNDATIONS—** *You're the Greatest Love of My Life* (Paradise, Warner Bros.; ASCAP). This was a hit for The Foundations in 1966.

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What Does A Guy Who's Sold A Million Records Think About?

Andy Kim thinks about "Baby, I Love You," his first million seller.
And his fast-rising album of the same name.
And his new single "So Good Together" (ST 720) one of the highlights of this new LP.
And Andy thinks about his producer Jeff Barry who knows how to make beautiful records.
And all the beautiful people who have made him what he is.
What does a guy who sold a million records think about?
Baby, he thinks about you!
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<th>HOT 100 - A TO Z - (Publisher-Licensee)</th>
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<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<td>1</td>
<td>PAIN IN MY HEART</td>
<td>Bobby Sherman</td>
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<td>2</td>
<td>DON'T GO AROUND THIS WAY</td>
<td>The Monkees</td>
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<td>3</td>
<td>I CAN'T HELP MYSELF</td>
<td>Denny Lasby</td>
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<td>COME ON, COME ON</td>
<td>The Byrds</td>
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<td>5</td>
<td>GIVE PEACE A CHANCE</td>
<td>The Rolling Stones</td>
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<td>6</td>
<td>DO WHAT YOU LIE</td>
<td>Do The Rugs</td>
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<td>7</td>
<td>I'LL BE HOME FOR CHRISTMAS</td>
<td>Dean Martin</td>
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<td>8</td>
<td>COME ON IN, COME ON</td>
<td>The Isley Brothers</td>
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<td>9</td>
<td>I CAN'T HELP MYSELF</td>
<td>Bob Dylan</td>
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<td>10</td>
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**Note:** The chart includes entries from the Hot 100 for the week of September 11, 1969.
New breakouts!

The Bachelors
PUNKY'S DILEMMA
20051
LONDON

The Flower Pot Men
IN A MOMENT OF MADNESS
BE051

Frijid Pink
GOD GAVE ME YOU
340
PARIS—Philips France commercial director Jacques Cal- lartist, head of the French branch of the Dutch company, has been placed in the dock in France's lag in album sales when he spoke at the annual congress of French record dealers in Paris last week.

Caillart compared France's 30 percent album share of total sales with the U.S.' 35 percent, Britain's 50 percent and Germany's 60 percent. "This is a picture of much of the blame lay with producers who were releasing too many poor albums," he said. "Perhaps an EP format instead of albums.

France purchasing power was still not sufficiently developed, the LP market had to be boosted.

Caillart said that retailers were also partly to blame for stocking such large quantities of EP's. "Instead of continuing to stock 400 titles, they should concentrate on about 100," he said. "This is the remainder of the material exists—should exist—in album form."

This thinking could also be extended to neighboring countries, where retailers concentrating only on the top 20 or 40 as in the U.S., aiming higher, also is a danger at the LP market. Caillart thought that, at the same time, this would have to be accom- panied by a fall in EP produc- tion.

Also desirable was a reduc- tion in the amount of recorded material on the market. Philips' has reduced their catalog from 850 titles in 1967 to 562 this year.

Caillart said the first six months of 1969 had been very promising for Philips, with an increase in sales, tape sales in- creased by over 52 percent, compared to a 3 percent national increase. The classic side of the business was up 28 percent compared to the first four months of the same period, Philips' thought that, at the same time, this would have to be accom- panied by a fall in EP produc- tion.

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Rhinoceros comes thundering with Satin Chickens. But don't let the title fool you. There's nothing fowl about it. Their latest album on Elektra records.
New Albums for September

**RED SEAL**
- HENRY MANNING: Philadelphia Orchestra
- EDITE SEALE: RCA Records
- RED SEAL: RCA
- REGINALD: RCA
- HENRY: RCA
- DEBUT: RCA
- MANCINI: RCA
- PHILADELPHIA CONCERTO: RCA
- RED SEAL: RCA

**VICTROLA**
- VICTROLA: RCA
- EDWARD SLAYER: RCA
- RED SEAL: RCA
- RED SEAL: RCA
- VICTROLA: RCA
- VICTROLA: RCA
- VICTROLA: RCA
- VICTROLA: RCA
- VICTROLA: RCA
- VICTROLA: RCA
- VICTROLA: RCA

**VICTOR**
- NEW CONCERTOS FOR TRUMPET: RCA
- RED SEAL: RCA
- RED SEAL: RCA
- RED SEAL: RCA
- RED SEAL: RCA
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**CAMDEN**
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*Available on RCA Stereo 8 Cartridge Tape*