Chicago Cool to Col on Dylan LP — New Dupe Out

By GEORGE KNEMEYER

CHICAGO — A new unauthorized Bob Dylan LP has cropped up here. It’s a red ink, untitled package which has been selling for as high as $20. Meantime, a survey of record store dealers here indicated that the double-album LP and the other unauthorized Dylan LP, “Great White Wonder,” (Continued on page 100)

Blue Thumb Push in South

By ELIOT TIEGEL

LOS ANGELES — Blue Thumb is retaining a Nashville-based exploitation company to obtain mass merchandising coverage in the South.

The local record company is retaining the Robert L. Holladay Organization to initiate a program of service to retailers in five major cities, plus servicing one-stops, racks and broadcasters with records and display aids.

Holladay, a former promotion man for Capitol, has expanded his Nashville promotion activities to include the formation (Continued on page 4)

Player Piano in Revival — Aeolian Rolls Huge Sell

CHICAGO — Aeolian Corp. here is launching a major merchandising program for player piano and piano rolls that will involve prominent pianists such as Peter Nero, an instruction system and the mass merchandising of rolls through rack jobbers, sheet music jobbers and music and record outlets. Aeolian’s catalog of piano rolls lists over 2,300 titles including such contemporary songs as “Hey Jude,” “Wichita Lineman,” “In Crowd,” “Up, Up and Away” and dozens of others. The rolls have song lyrics printed on them, retail at $1.97 and offer dealers an approximate 45 per cent profit.

The interest in player pianos and piano rolls is described as a “renaissance” by Al Lemikhe, Aeolian Corp. executive vice-president, who said, “We have not been able to keep up with the demand for player pianos.”

Meantime, Sachs is also going through other avenues to build the label which was launched about the middle of July. He has just concluded a distribution arrangement with Bob (Bobby) Darin’s Direction label, and Commonwealth is rushing Darin’s Direction’s first single this week.

Also picked up for release on Commonwealth were singer Lenny Welch, folk singer Jay (Continued on page 14)

Commonwealth to Get Artists Via Film Co.

By MIKE GROSS

NEW YORK — Commonwealth United Records will be bolstering its artists roster through its tie with Commonwealth United Pictures. According to Len Sachs, vice president and general manager of the label, a number of “heavy” groups that will be used in upcoming films, will be assigned to the record label. The soundtracks from Commonwealth United Pictures will also be going to Commonwealth United Records.

The initial tie between the record company and the picture company will be on the soundtrack album of “The Magic Christian,” which includes music written by Paul McCartney. The film stars Peter Sellers and Ringo Starr.

Commonwealth will also be releasing Lenny Welch’s “Clapton’s Window,” argued with the release of his album this week.

Chinese Piano in Revival

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RACUSIN WILL KEYNOTE IMIC

NEW YORK—Norman Racusin, RCA Records president, will be the keynote speaker representing the American representation at the International Music Industry Conference (IMIC) 2. The Conference will be held at Mallorca, Spain, April 26-May 2, 1970.

A number of RCA executives will be accompanying Racusin to Mallorca to participate in the Conference. IMIC 2 is being sponsored by Billboard and Record Retailer.

EMI Swinging To Self-Service On Retail Front

By PHILIP PALMER

LONDON—EMI is preparing a major drive to expand its retailing activities, with the emphasis on self-service.

With two outlets in its 21-

AMID Pulls Exhibit Coup

LOS ANGELES — The Chicago Musical Instrument Co. (CMI), which was absent from the 1969 American Music Dealers Industry Exhibit (AMID), will be represented at the 1970 show. The decision is regarded as a coup for AMID since CMI is a top musical instrument manufacturer that has been taking at least a quarter of an acre of exhibit space at recent trade shows.

Ed Phinney, AMID president (Continued on page 46)

Rule on CATV to Give Artist Elbow Room in Living Room

By MILDRED HALL

WASHINGTON — The Federal Communications Commission’s ruling giving CATV the green light as a programming medium opens up a new area for home entertainment. It will provide access to the nation’s television audience for music, film and other varieties of independent entertainment programming and other shows of special audience appeal that could rarely crack the tight commercial network schedules.

The FCC ruling gives community antenna systems the right to originate any and all kinds of entertainment programming on one or more channels, show commercials at “natural breaks,” charge on a per-program or per-channel basis for the new entertainment or other fare, and link into regional or national networking. Systems with over 2,500 subscribers will (Continued on page 14)

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**NameSchonberg UNSAC Advisor**

**General News**

**BMI Threatens Tune Blackout to Wedge Pact Talks With CBS-TV**

NEW YORK — Broadcast Music Inc. has put CBS-TV on notice that the network will not perform any songs licensed from BMI music after termination of the current contract Jan. 1, 1970. BMI officials said that they had served notice on CBS-TV, but not on the other television networks, because they were negotiating new contracts with BMI and the other two networks that have been unsuccessful in getting CBS-TV to negotiate. It is believed by BMI that the network will get the talks going before the end of the year.

BMI is seeking a raise in its licensing rate which is now approximately one-half that of ASCAP. BMI is concerned that this disparity in rates is unfair since BMI has consistently outperformed ASCAP on the hit record charts.

BMI also licenses the themes to nearly 100 Universal Television and NBC shows and has become more prominent in background music for theatrical films which are now winding up on TV. BMI's recent promotion material, before the impasse with CBS-TV, asserting that 16 regularly scheduled prime time series on CBS-TV this season contain BMI-licensed themes, and 10 of the 14 on ABC-TV include BMI or both. According to BMI compilation, ABC-TV has 18 such series and NBC-TV has 11.

BMI, meantime, is seeking its cut of back payments which the major networks have been making to ASCAP based on the 1963 pact. ASCAP has received over $131 million in extra payments under that pact. Since both ASCAP and BMI are both paid off on a percentage of the gross, BMI feels that back payments to ASCAP represents gross revenues in which it also participated.

The termination notice was sent in accordance with a 1965 agreement under which the license was continued until terminated by either party on 60 days notice. The BMI licenses with ABC-TV and NBC-TV are continuing.

Since network-TV programming is extensively prerecorded and paid for by advertisers, it was generally thought it would be next to impossible for BMI music out of CBS program. A BMI member working on CBS program by Jan. 1. The statutory period for BMI did not run yet. Under this agreement, on conviction, is at least $250 per infringement.

**Coast Studios Offer More: Farrell**

NEW YORK — Wes Farrell, independent record producer, recited at the semiannual production meeting Monday (10) at the Amsterdam Hotel to preview its first LP release, a group of six albums. In addition, independent producer, Farrell, Alan Lober and John Madera will introduce product by artists who will appear on Janus.

Attending the meeting will be all of the label's dealers from the area east of the Mississippi, including Chicago and Nashville. Farrell will present an extensive local and national advertising and promotion campaign to back up the label's first six LPs will be unveiled. Each album will be publicized in publications reaching its respective market, including undergrounds, teen and folk, Posters, press kits, easelback displays and other merchandising items will be employed. Janus will release its initial albums the last week of March under the guidance of Marc Schlapman, Janus president, officiated at the meetings.

**Janus Holds First Sales, Promotion Meeting Nov. 10**

NEW YORK — Janus Recorders has launched promotion campaign for its forthcoming album for Paul Anka’s life, “On My Mind,” the recently released single “Happy.” In addition, it has arranged for the song to be part of NBC-TV’s “Debbie Reynolds Show.”

While in Los Angeles, Farrell also met with several motion picture executives and began negotiations for his production of soundtrack scores. Farrell now plans to spend at least one week out of every month in Los Angeles.

**Oracle Contest on Brother Fox Disk**

NEW YORK — Oracle Records has launched promotion campaign for its forthcoming release of Brother Fox & the Tar Baby. The album has been designed for the group which will be sent to each of Oracle’s distributors. The group will be invited to color the books (they must supply their own crayons) and submit one Oracle Records the distributor. The job will be given an expense paid vacation.

**LAURA NYRO CLICKING AS SINGER AND SONGWRITER**

NEW YORK — Laura Nyro is emerging as a double-threat artist. The singer with her new Columbia album, “New York Tendaberry,” has recorded “Wedding Bell Blues” by the Fifth Dimension (who also recorded Miss Nyro’s single) and “If I Ever Needed You” by Buckley’s Blood, Sweat & Tears, and “Elia’s Communion” by Three Dog Night on Dunhill Records. The album and the single were released Nov. 18.

Columbia has rushed to release Miss Nyro’s new single, “Stuck Out On The Street.” Miss Nyro’s concert appearance on Nov. 28 at New York’s Carnegie Hall has been sold out since the first announcements appeared. Because of the demand for tickets, a second concert, at midnight, has been scheduled.

**KASS OUT AT MCMG, CURB IN**

NEW YORK — Mike Curb is replacing Peggy Mckinlay as president of Curb Music Records, it was reliably reported here at press time. Curb has been head of the Los Angeles-based Sidewalk Productions, a subsidiary operation of Transcontinental Investing Corp.

Curb was appointed head of MCMG’s music activities (records and publishing) in July. Curb joined the company in 1965.

Curb’s move to MCMG is part of a deal that involves a trade between TIC and Metro-Goldwyn-Mayer studios whereby Transcontinental will maintain its bulk record distribution of MGM records.

**Motta Month At Project**

NEW YORK — Project 3 Records has set Mon. (18) as Tony Motta Month. All Project 3 distributors have been notified to set up special Tony Motta displays. Special order blanks have been prepared in addition to the seven Project 3 albums, all of which are available on 8-track cassettes. As well, Light, president of Project 3, is also planning radio spots and new advertising to promote the Motta songs around the country.

**Ex-Gov Clement Killed in Crash**

NASHVILLE — Frank G. Clement, three-times governor of Tennessee and long-time champion of country music, was killed in a head on car crash here last week.

Clement, who served as governor in his native state, had frequently appeared before congresses in behalf of the music causes. He also was among the first of the political campaigns to encourage the development of music in this country music to the fullest extent during his term in office. He is one of the top names in the industry were close personal friends of his.

He was the keynote speaker at the 1958 National Association of Broadcasters convention, and was among the early contributors of personal and staff to the development of the music industry.

Clement, who could not constitutionally succeed himself during term of office, had been interested in politics and had been a candidate for the political race in 1970. He was a guest of both BMI and ASCAP during the recent convention here.

**Cash at Garden**

NEW YORK — Johnny Cash, Columbia Records artist, and headliner on the Garden’s third annual "Night of the Stars," with feature the Carter Family, the Statler Brothers, Carl Perkins, Doug Kershaw, the Tennessee Three and Tom Cash.

**Motel Month**

LOS ANGELES — The Am- exeap to hike Cassette Price

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Big 3's 3-Fold Reorganization

NEW YORK — The Big Three Music Publishing Cos. have announced the largest and most comprehensive reorganization plan that includes the liquidation of four executives acting as general managers, the discontinuance of new and catalog product instead of the usual service of new and general professional manager; the opening of a Nashville office in Nashville to facilitate the operation of a program in which the big-time companies will become actively involved in the production of their own music. The reorganization was headed by Ron Kass, The Big Three's chief executive officer as well as presidents of MGM Music, and Sy Lesser, Big Three vice president and general manager.

“The new operating organization,” said Lesser, “will enable a distinctive concentration on catalog and contemporary material not previously attempted.” The reorganization scheme is motivated by a desire to make the Big Three’s activities in the contemporary youth market without relinquishing control of the company’s catalog. Under the new setup the catalog will be made available to independent record companies and artists that might not be served by the major companies. According to Kass, The Big Three has consistently earned profits without having simultaneously improved its gross revenue, but “we have always been stable for years,” he said, “but now our intention is to increase our total market share with the total market with our focus on the ‘youthquake’ and country publishing.”

The Big Three, also known in the trade as the houses of Mercury, Miller, and Fontana, is among the three largest publishers in the world, having sold more than 95 million records of material from the outstanding MGM and Motown and Fontana motion pictures. MGM has the majority interest in the companies, which are in excess of 60 per cent. The largest interest, one-third, is controlled by 20th Century-Fox. The main publishing companies comprising the Big Three are Elektra Records, Miller, Feist, Hastings, The Big Three Music Corp., Pine Ridge Music, and London.

The new professional setup will consist of four divisions, Of the four executives in the new divisions, two will continue to work out of the Los Angeles office in New York and two in New York City. Michael O'Connor will act as executive manager-Film and Music Catalog, while Michael O'Connor will act as executive manager-General Artists. The professional staff on the West Coast will be augmented by the addition of Eddie MacHarg, longtime contact and promotion executive with the Brill label and the company's head of the Robbins Holliday Publishing Co. since 1958. O'Connor was brought to the company from the Beatles’ Apple group in 1967 when Apple acquired the company. Now operating out of several offices in the Hollywood area, the Corporations of The Big Three will be brought together under one roof at 801 Broadway, New York.

In New York, Stanley Styne has been named Professional Manager for Catalog. Styne has been associated with many facets of the music business including recording producing, publishing and personal management. An executive has been signed to act as New York professional manager for Contemporary Reprise, but the company is holding off on a decision until he completes his current assignment.

Additionally, Ed Slattery has been promoted under the new setup. Slattery, now executive assistant to Lesser for all aspects of the firm's professional activities, Slattery has been with the company since 1962.

In New York, Hy Ross and Joseph Ergas, a recent addition to the company, will head the product and promotion departments. Personnel and plans for The Big Three's Nashville Professional Department have been announced shortly in a series of company meetings. The initial groundswell in Nashville operation was made during the Country Music Convention in mid-October.

In another appointment, Richard Roberts, executive vice-president of Robbins Productions and will be headquartered in the company's new office. The unit will produce new writer-producer albums, and will purchase albums on behalf of a number of record companies. Devly has been with the company since 1964.

Also appointed was Randy Nauert, who was named head of new material development within the professional divisions and will headquarter on the West Coast. He had been a musician.

It was also revealed that the company has a long-range plan for promotion and will announce the signing of several exclusive deals with writers in the coming weeks.

Fontana Ties Disc On Mouskouri Tour


Blue Thumb News for Push in the South

** Continued from page 1 **

Blue Thumb will launch the Southern market on the retail and wholesale levels with Don Graham, a Blue Thumb co-owner.

The affiliation is the first of its kind for Blue Thumb. Holliday will work with Blue Thumb’s regular distributors and their sales and promotion staffs. Holliday plans to work with 15 major retail accounts in each territory. Blue Thumb will provide him with the store sales aids.

New Blue Thumb’s national sales director, set up the arrangement. Holliday is responsible for the territories and will “get on—get—get—get sold.”

Graham said Holliday is designed to supplement airplay by blanketeting selling points with Blue Thumb promotion.

Blue Thumb is the first record company that has taken on for marketing, he said. He has done promotion work in the past for other local labels, working into visiting retail outlets to see that product is stock, displayed and merchandised properly.

“We are working with the Holliday organization to gain a stronger penetration in the retail and wholesale market,” said Graham.

Executives Turntable

Rudolf Wolpert has joined CBS Schallplatten and April Musikverlag, Frankfurt. He joined the company in 1965 as assistant to the manager. He has worked in administration, manufacturing, sales, marketing and the creative side of company. After an association lasting six years, Bernhard Mühlsteiner is leaving CBS Schallplatten. CBS formed a partnership with Muhlsteiner in 1963, to start the company.

Lawrence W. Kanaga elected vice president of Bell and Howell and president of the training and education group, which includes Bell and Howell schools, Human Development Institute, Charles E. Merrill Publishing, Audio Products Division and the Iris Institute. Kanaga is a former chairman of the board of Americorp, and was a former president and chief executive officer of General Artists Corp. He was with RCA for 15 years and was last professional vice president and general manager RCA Victor Records. He will be based in Chicago.

Christine M. Farnon, executive director of NARAS on the West Coast, is now planning to begin the organization for a major portion of the Grammy Awards activities, to ensure smooth transition. Mrs. Farnon is also on the national committees of finance, treasury and investments. She joined the office in 1967 after serving as a regional director of Americorp.

Penny Weiss, former assistant to Russ Miller at Elektra, named administrator of Paradox Music, based in Los Angeles. . . . Mike Kelly named East Coast pop promotion director for Star-King Records. Previously, Kelly was with Roulette, Beta Distributors, Dot Records, and ABC Paramount. . . . George B. Freedfield named Eastern regional sales manager of Records Publications Laboratories, Camden, N.J.

Bern Ellis named general sales manager, electronic products division of Elektra/Ascom Ltd. He is a former advertising manager with the Ontario company. . . . Tony Sidorski appointed production manager, Elektra Records. He was previously supervisor of the Elektra spacecraft. . . . Joel Caesar named vice president, Promotions, John Kramer, art director and Frances Gallagher, media director of the Forlenza Group (previously Forlenza Venosa Associates), a creative services organization and advertising agency.

Reggie Lavong named to the newly created post of r&b marketing vice president at Capitol. He has been director of r&b product since July. . . . Eddie Biscoe promoted to national promotion and product acquisitions vice president at White Whale. He was formerly the label's national promotion director, a post he held for the past 18 months. . . . Chuck Fassett named Eastern regional sales representative for ABC Records, upped from salesman with ABC Records and Tape Sales New York office. . . . Milt Rogers has left Dot to go into independent production with Bob Ross in a firm, Van Alden Productions. He has been with Dot 13 years, producing sessions for Pat Boone, Billy Vaughn and the Mills Bros, among others.
It doesn't surprise us that Walter Carlos' synthesizer feels that way. After all, until Walter made "Switched-On Bach," the electronic synthesizer wasn't seriously considered a musical instrument.

And after all, what other synthesizer album has sales of over 400,000? But most of all it's what Walter makes his synthesizer do on a new album called "The Well-Tempered Synthesizer."

Listen, and you'll know why Walter Carlos' synthesizer doesn't mind playing second fiddle.

ON COLUMBIA RECORDS

"Shucks, I owe it all to Walter Carlos."
In This Issue

General News

Murphy Signed To Belmil-Wells

NEW YORK—Ralph Murphy has been signed as an exclusive writer to the Belmil-Wells Publishing Corp. He will also function as the firm's Double M production wing and as professional manager, in charge of signing and arranging with the firm's general professional staff, as well as with the firm's staff writers.

Murphy has been in the music business for the past eight years.

Col Keeps Faith on 'Park' - 5 Mos Pulls It Into Hit

NEW YORK — When a singer is rejected by everyone on a record company and doesn't become a hit, do you give up trying with it? Columbia Records stays with it and now has the Joe B. Royal's "Cherry Hill Park" into a hit.

This is what happened to the record: Five months ago when the single was released there was a little noise in the South but received no major play. The C. O. B. was headed by Ron Alexenberg, and his aide, Steve Popovich, who has just been signed with Bill Lowry Enterprises (Ritz, Samil), with which they are connected with the record. Ads were placed and copies were sent to stations, but only one station picked it up. Finally, after months of concerted effort, the record went to Top 10 on two San Antonio (Texas) stations; then on to San Francisco, Atlantic City, Philadelphia, Houston, Kansas City, Seattle and finally Cherrie Hill began to break down the East Coast and the national best seller charts.

'R'n'Roll Revival Followup Nov. 2 At N.Y. Garden

NEW YORK — Promoter Richard Nader has set a follow-up concert for his fa- tol rock'n'roll show at Madison Square Garden. It will be "Rock'n'Roll Revival," all-star talent in the Felt Forum, Nov. 29, and will feature Bill Haley and the Comets, Jackie Wilson, Bo Didley, Five Satin, Johnny and Jo Jones, and Poppy Kings, Capris and the Belmonts. Nader's company, Music Production Consultants Inc., is pro- ducing the shows for the Garden.

Nader is also forming a touring version of the "1950's Rock 'n' Roll Revival" that will be headlined by Little Richard and Bill Haley under the management of Bill Lowry Coasters with Jackie Wilson and Chuck Berry on alternate dates. Tours set for the tour are Nov. 26-30, Dec. 26-31 and March 7-19. Venues set include New York, Chicago, Pittsburgh, Virginia Beach, Balti- more, Cleveland, Boston, and the Auditorium in Chicago. Nader also plans for a European touring version.

Hirt's First Single on GWP Out Nov. 14

NEW YORK—At Hir's first single, the 17 year-old singer should be "I Still See Elisa" backed with "The Gospel of No Name City." The single—be released Friday (14) — was produced by Howard Grossman, GWP vice president. Hir's first album will be ready in January.

3 Breach of Contract Suits in Coast Courts

LOS ANGELES Three separate Superior Court suits have been filed here involving contract breach allegations brought against Frank Zappa, Straight Records and Captain Beefheart and His Magic Band.

Kama Sutra Productions contends Zappa, Straight and Beefheart interfered with its contract with the late Captain Beefheart, a rock group.

Music West Gets Merc In 2 Areas

LOS ANGELES—Music West has lined up the Mercury family of labels as a result of the company's closing its branches here and in San Francisco.

Mercury continues to operate branches in Dallas and Cleveland.

COLLECTOR—personel, recording dates, matrix numbers, foreign releases—are included. However, releases are interspersed by comments and notes from the authors, D. Russell Conner and Walter Giegley, which provide background to the statistics. Also in the book are 41 photographs, several of which (from Goodman's own files), an index of over 1,500 songs, and a list of discographies (Hirt's quotes from sample records and a list of sessions wrongly attributed over the years to various labels.)

Goodman is featured in a variety of settings of the album images and the album cover art. The record is "last but not least" the first "broom" that the Goodman orches- tra recorded, "Take My Word" made in 1934, is also part of the package.

Music West Releases Record Set of BG Royal Treatment of the King

NEW YORK—Arington House of New Rochelle, N.Y., book publisher, signed a contract with the BG Records Corp. to release a combined book-two record set on Benny Goodman.

The two LP's, titles "Benny Goodman Collectors Gems, 1929-1945" are issued by Stardust Records, an Ar-ington House subsidiary. They are packaged with the book, "BG Royal Treatment of the King"—a discography of Benny Goodman.

The complete package sells at $20 and the book is available separately at $10. The al-bums, however, will not be sold as separate items.

Further, the book takes the art of discography a step further. All details close to the heart of a collector—personel, recording dates, matrix numbers, foreign releases—are included. However, releases are interspersed by comments and notes from the authors, D. Russell Conner and Walter Giegley, which provide background to the statistics. Also in the book are 41 photographs, several of which (from Goodman's own files), an index of over 1,500 songs, and a list of discographies (Hirt's quotes from sample records and a list of sessions wrongly attributed over the years to various labels.)

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Atlantic Records Welcomes

MONGO SANTAMARIA

with a smash hit single

"FEELING ALRIGHT"

b/w

"I CAN'T GET NEXT TO YOU"

Produced by Tom Dowd
Arrangements by Marty Sheller

Atlantic #2689

Personal Direction: JACK HOOKE (212-581-2280)    Bookings: ASSOCIATED BOOKING CORPORATION
New Studios Launch
TM Into Spot-Cutting
BY MARGE PETTYJOHN

DALLAS — New studios have launched TM Productions, Inc. into the commercial recording field.

The company's objective is establishing the new recording service's reputation. According to composer Jim Long, is to become as prominent in the commercial recording field as the famous Studio III in Hollywood, which was the prototype for the new Dallas studio.

"Under the control of recording engineers and professional directors, TM Productions, Inc., is equipped to serve record producers in the Southwest who formerly had to journey to one of the three major national recording centers to quality and "hit record sound" associated with popular records.

Located at 3102 Routh St., Dallas’ newest studio was designed by John Philip Edwards of Hollywood, who also designed the studios in which such performances are the Fifth Dimension, Frank Sinatra, Petula Clark and Dean Martin record their songs.

The TM studio is complemented by recorders ranging from 2 to 16 tracks and a variety of microphones, control equipment, electronic reverberation and mixing equipment, a Steinway Grand piano, Hammond organ, celeste, Baldwin Electrics, and Bechstein, and a collection of numerous percussion instruments.

President of TM Productions, Inc., Tom Merriman, creator of many songs, as well as pop, rock and rhythm and blues for radio and television stations. Director of recording operations is center stage lighting, an audio engineer and a musician.

Pub Co. Formed
By Writer Clark

NEW YORK — Songwriter Rudy Clark has formed his own music publishing firm, Rudy Clark Music (RBM). The firm has opened offices at 1674 Broadway. Clark left his songwriting, publishing, and recording duties at Warner Bros.-7 Arts to go on his own.

While continuing his own writing, Clark will be acquiring songs and artists, serving as his own publishers and from foreign sources. He is negotiating several production deals for material and new acts. Clark produces Gloria Johnson, who is signed to Columbia Records.

Glaser, Hartford
Agree to Agree
Out of Court

NASHVILLE — Glaser Publications and John Hartford have reduced to three dimensions relating to their contract and litigation between the parties in Chancery Court here has been dismissed.

The publishing firm had filed suit against Hartford when he sought to sever his contract.

Under the terms reached, the management of Glaser said to be an artist will be handled by Ken Kragen and Associates, a Glaser Management Group firm, while Hartford will continue to publish his songwriting, according to Glaser Publications. Hartford previously had been under contract with Glaser, who is also publishers and managers.

Settlement was announced by William R. Willis, attorney for Hartford, and J. H. Lefroy, attorney for the Glasers.

Merc's Push on 'Space Oddity'

CHICAGO, Ill. — Mercury Records is mounting an all-out promotion drive on its "Space Oddity," a pop single by British vocal artist, David Bowie. The recording, by London-born David Kent, in London, and was released in July, and is being reserved to radio stations on a non-commercial basis. The song is push: in a stereo version.

John Sipple, vice president for promotion and advertising, Mercury, and his associates are high in the "oddity" of the song and are puzzled at the lack of success in the U. S. of the record which has been a "hit" in England, was released in July, and is being reserved to radio stations on a non-commercial basis. The song is push: in a stereo version.

Sipple said that the management of Mercury Records was aware of the problems at previous concerts, which explains the use of a producer specializing in the kind of music being presented. The 16,000 seats available for the concert include about 2,000 in the $5.50 price range and about 3,000 $3.50 price range. Checking seats are to be sold at $8.

Pavilion Producer

Stein said the management group was aware of the problems at previous concerts, which explains the use of a producer specializing in the kind of music being presented. The 16,000 seats available for the concert include about 2,000 in the $5.50 price range and about 3,000 $3.50 price range. Checking seats are to be sold at $8.

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The first major interview in three years]

Dylan

“I was on the road for almost five years. It wore me down. I was on drugs, a lot of things, just to keep me going. I don’t want to live that way any more. I’m just waiting for a better time.”

—from the just published Rolling Stone interview

A DOCUMENT OF THE NEW AMERICA

“People up there were saying, ‘Boy, that’s the second James Joyce,’ and ‘Jack Kerouac again,’ and ‘Homer Revisited’—they were all just talking through their heads.”

Dylan speaks frankly in his first major interview after three years of retreat. The entire, unedited interview is in the special second anniversary issue of Rolling Stone, the bi-weekly journal of rock and roll music and the new culture. The Dylan Interview is part of our continuing series of documents of the New America. Bob Dylan, Rolling Stone—don’t miss them now, the chance may not come again.

Rolling Stone is now available to all record retail outlets via your local A&M distributor.
StoreScope Acquires People Enterprises

NEW YORK — StoreScope TV, Inc., a New York television programming and advertising service for retailers, has acquired the assets of People Enterprises, Inc., a recently formed multimedia entertainment company headed by Norman Kurtz. People Enterprises includes a record, label, and record promotion, a music publishing firm, People Music, and a management office, People Management.

Mickey Stevenson, executive vice president of People, said that People's creative wing, said that People Records will release its first three albums within three months.

Kurtz said that the acquisition of People by StoreScope, "will enable us to put our combined energies into innovative methods of marketing and merchandising, developing television, radio and other media to reach the youth market. We expect to expand from our base in the entertainment business to market an entire line of youth products," he added.

Philips Adds 10 To Int'l Series

CHICAGO — The release of 10 new LPs by Philips Records' international series is expected in the next 50 records. Included in the new series are records by the Royal Danish Orchestra, the Czech Folklore Ensemble, the Engel Family from Austria, the Moorish National Orchestrta performing Russian folk melodies, South American classical bands and various artists representing music from Spain, Vienna, the Caribbean and Germany, as well as a package of Greek poetry recitals.

Test in Pkg. Prod. Deal With Atco Embassy

NEW YORK — Vinny Testa, president of Infinity, Inc., has concluded a package production deal with Avco Embassy Records. The first artist to be produced under the new arrangement is Liquid Smoke. The first single from this recording project is in press, and an album is scheduled for January release. Puffah, Infinity's three-man progressive rock group, had its first U.S. single, "Blue Party," released last week. The group's album will be released in January. Other product activity under the new arrangement includes a Zieg Zag People single, "Puffah's Choice," a Peter Green single on the Decca label and a blues rock album of original material by T.S. Murphy.

Radio Electric Store

• Continued from page 8

The new space, said owner Wally Smith, will be used primarily to promote Radio Electric Store.

Smith also said his firm will expand its audio operation as well. "It's the wave of the future," he said. "It's not just the recorder lines to take in components, including speakers, amplifiers and tuners. Plans are also under way to acquire an additional 250 feet of ground to provide only parking facilities.

Gulf Pacific Wraps Up 3 More Indie Production Deals

LOS ANGELES — Gulf Pacific Industries, which is producing a group of independent record companies, has concluded three additional independent production deals, including two with Avco/Embassy Records.

Gulf, which recently signed an independent production agreement with Ampex, is producing singer Royce Johnson. Johnson is packaging a blues sampler for Avco, and producing singer Starr Jones for Atco Records. The company has also signed an independent production agreement with Ampex, negotiating a blues album for Jones.

Gulf will produce a blues album for Los Angeles, which is a blues-roots artist from Los Angeles. The blues album features T Bone Walker, Lightning Hopkins, B.B. King and Calvin Johnson. Bizer died while the sampler was being recorded at a recording studio in Houston. Avco plans a release of a series of albums from the sampler package, beginning in December.

For all Miss Sarah, a folk singer, is "Meet Sarah" on Ico Records, the recording will be "Electronic Tape Cartridge (ITC)." Coincidentally, Ampex has used its new sampler for the LP.

Gulf's foreign licensee, San Martin, is releasing the Sarah Starr LP in Italy simultaneously with Ico's release in the U.S. Ico plans a release of a series of albums for both Miss Starr and Jones.

U.S. NOT PEACE FEST SPONSOR

NEW YORK — The U.S. Government will not be among the sponsors of the “1970 United States Peace Festival” featuring top international musical acts that is being scheduled for next summer, as erroneously reported last week. According to the White House, Bill Smith, who promoted the festival, initially contacted the U.S. Government and was told that the government does not participate in such events.

Pickwick Buys Tarq & Dinner, A Wholesaler

NEW YORK — Cy Leslie, chairman of the board of Pickwick Records, and Edward Tarq, president of Tarq & Dinner, have concluded an agreement which will see Pickwick acquire Tarq & Dinner, a Chicago-based record and instrument and accessories whole-saler and its subsidiary Maxwell-Micro.

Made for an undisclosed number of Pickwick common shares, the agreement is subject to approval in principle in June 1969, and approved by the Pickwick board of directors. Negotiations for the agreement were conducted by Edward Tarq and Ira L. Mos, executive vice president of Pickwick. The agreement revealed that Tarq & Dinner, in conjunction with Begg-Feinberg, Inc., musical instrument wholesaler, will be formed to combine Pickwick to form the Pickwick International Musical Instruments Division, operating under the Tarq & Dinner label, with Tarq as president.

Wurlitzer Sales Dip in 3 Mos.

CHICAGO — Consolidated sales of Wurlitzer products for the month of September for the Wurlitzer Co. were down over $70,000 from last year's figure of $176,568. In 1968, there were $14,608, 841 less than the average for the first six months. "We are $426,622 greeter than 1968 with sales of consumer products accounting for the increase. Military sales were about the same as a year ago.

Name Schonberg UNSAC Advisor

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Q. What is reality?

Socrates

A. “Baby, I’m For Real”

Soul

“Baby, I’m For Real” is the title of a single by The Originals that’s well on its way to number one on the charts. Nationwide airplay has been phenomenal. It’s so big, that it’s grown into an album.

The album is going to mean sales dollars.

Baby, you can’t get much more real than that.
ELVIS FOR YOU IN A DOUBLE

INHERIT THE WIND
THIS IS THE STORY
STRANGER IN MY OWN HOME TOWN

A LITTLE BIT OF GREEN
AND THE GRASS WON'T PAY NO MIND
DO YOU KNOW WHO I AM
FROM A JACK TO A KING

THE FAIR'S MOVING ON
YOU'LL THINK OF ME
WITHOUT LOVE (There Is Nothing)

TMK(S) by RCA
Vinyl - by RCA Corporation
1969, RCA Records, New York, N.Y. - Printed in U.S.A.
From Memphis to Vegas

ELVIS IN PERSON

at the INTERNATIONAL HOTEL
Las Vegas, Nevada

RECORDED "ON STAGE" IN LAS VEGAS
BLUE SUEDE SHOES
JOHNNY B. GOOD
ALL SHOOK UP
ARE YOU LONESOME TONIGHT
HOUND DOG
I CAN'T STOP LOVING YOU
MY BABE
Medley:
MYSTERY TRAIN • TIGER MAN • MY BABE • MY BABE • MY BABE
WORDS
IN THE GHETTO
SUSPICIOUS MINDS
CAN'T HELP FALLING
IN LOVE

DELUXE ALBUM
Congress’ Tax Proposals Hit Music Grants’ Foundation

BY MILDRED HALL

WASHINGTON — The nation’s private philanthropic foundations which fund music and the arts as well as research in medicine, education, politics and 20th-century life problems, are facing ultimate annihilation at the hands of Rep. Peter Frelinghuysen (R., N.J.) points out, the needs would never be met by Congress, which is notoriously parsimonious toward the arts.

Between 1966 and 1968, foundation grants to music and the performing arts have doubled. In 1966, a mammoth Ford Foundation Grant of $850,000 went to 50 symphony orchestras. In 1968, Ford foundation grants to music were $4,624,000. Discounting the funds lost because of pay raises, this was an increase of over $4.6 million in 1966 to $10.2 million in 1968. Performing arts funds more than doubled, from over $7.2 million in 1966 to over $16.5 million in 1968. In contrast, the government’s federal funds available to match rate funds in all the arts (drama to sculpture) in fiscal 1968 were only $3.4 million.

**Executive Has One-Track Mind on Studio; Sees Moog Impaired**

NEW YORK — There’s a desperate need for standardization of tracks for recording studios, feels Ward Byron, a man who has been connected with such recording studios as National, Gotham, and Broadway, in various capacities ranging from general manager to account executive.

The inception of 12, 16, and 24-track recording is an artifact of the courts, completely unnecessary. But the major problem is that studios are competing with each other to get more and more tracks. It’s an enormous expenditure of money and driving studios into the ground.

Another problem in the studio field is the quality of the Moog Synthesizer. The Moog, he said, is being used more and more as a novelty and if this trend continues it will lead to an end of this studio. This would be a pity, because the Moog is a beautiful instrument in the hands of a producer-composer such as Walter Carlos. Byron is a proponent of CATV TV. He wrote and produced much of the material for the TV series, “The Man Goodyear Review.” And, “Can You Top This?” He wrote, produced all of these privileges for the “Chesterfield Supper Club” 1946-49. He did the ads for the B owl C, “The Philip Morris Show.” And, something that musicians will remember, he wrote, created, and produced “Chamber Music of Lower Basin Street” on the first radio shows to have an album issued from it.

**Rule on CATV cities Artist Elbow Room in Living Room**

> **Continued from page 1**

be “required” to originate programming as of Jan. 1, 1971. Although the beginnings are expected to be modest (only 10 percent of the CATV systems will be on a full-service contract list) and cost of required live and video tape equipment and new programming will be a starting hurdle, the FCC feels it’s the breakthrough that counts. It also gives new musical performing talent a fighting chance at access to home TV audiences. A local TV set audience on cable, even in the low thousands, would be a substantial audience to be heard and recorded. Most of these groups — rock, country, folk, soul, crosstalk, gospel and yet-unknown — can get exposure only on fill-in’s in park and stadium concerts for bigger stars, in one-night stands at nightclubs and the like. Radio prefers established but not hits, and TV broadcasting has been locked against the untried or experimental or non-commercial. Cable TV origination channels are also right in the new groove of film-music combinations magnetizing young audiences, who are turning back on most commercial TV programming.

The recent broadcast brought joy from the CATV systems, which pick up TV programs and wire them into subscriber homes for a monthly fee. The federal order knocks out municipal limits — like those in New York City — that would hold cable TV from public service and documentaries. Broadcasters have violently opposed all of these, including CATV — program origination, commercial, and network programs. Crimes and penalties have been created for the deletion copyright communications legislation now inching along in the Senate. A CATV section does not extend to the House-passed Copyright Revision Bill of 1971, and still under study by the Senate Copyright Subcommittee. Still in the pipeline is a private right exemption for local CATV service if the system originated entertainment programs, charged per program, or inserted commercials of its own.

The FCC hopes that this permissive “free experiments” law will be the model for other CATV stations.

**Commonwealth United Will Get Artists Via Film Co.**

Bolotin, Cissy Drinkard Houson, lead singer of the Sweet Inspirations, and the Harlem youngsters will be released in a album titled “Christmas Time With the Hoom’s Children’s Chorus.” In addition, Sachs has made a deal with independent producer Jimmy Miller, producer of Blind Faith, the Rolling Stones and Spooky Tooth, to produce for Commonwealth United Records.

Sachs feels that the label has been established as an entity in the disk market in a short period of time through Maxine Brown’s single, “We’ll Cry Together.” Miss Brown’s first album for the label, containing the “We’ll Cry Together” cut, was just released. The single and the album were produced by Charles Koppelman, Don Rubin and Bob Fink.

Sachs is setting up foreign licensing deals for Commonwealth United Records. Already lined up is Phonolodic Ltd. of Canada.
N.J. Spot Opened By Sound Styles

NEW YORK—Sound Styles, Inc., has opened a music center at the Linden Plaza Shopping Center, Linden, N.J. Sound Styles is a joint venture of Robert L. Harris of Plainfield, N.J., and Isaiah Jackson of Newark after functioning as store manager and assistant store manager, respectively, at the Sound of Music, Menlo Park Shopping Center, Harris and Jackson for Sound Styles, Inc.

More Elbow Room
* Continued from page 14 "period" for the comparatively new, versatile, two-way communications cable technology, will lead to the long-sought fourth network, to compete with the established three.

MUSIC SCENE is where it's at.

GRAMMATICALLY, that remark terrifies me.

DOES THE RECORD INDUSTRY NEED YOU?

Not if you don't have the training and knowledge that will enable you to continue to function within this field of rapidly advancing technology.

THE INSTITUTE OF AUDIO RESEARCH

is offering a new and exciting program in education developed specifically to include the sophisticated techniques of today's recording technology, in addition to fundamental theory and practice.

Two professional development courses available to you are:

Recording Equipment-Technology And Maintenance (Advanced)
Recording Studio Theory And Practice

Both courses begin week of Nov. 17th

For information and application write or call.

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TAIWAN BESET BY PIRACY, SAYS MENDELL

LOS ANGELES — Piracy of English language music continues a major problem in Taiwan, reports Liberty/LA vice president Lee Mendell, who just returned from a month's trip to Australia.

Mendell says he saw albums selling for 25 cents which mix artists from many labels. The dealers buy the albums for 20 cents and the quality is terrible, he adds. Signs state that records may not be taken out of the country.

Mendell also noted bootlegged albums in several of the other Far Eastern nations he visited on his first trip for Liberty/LA to that part of the world.

A result of his trip to New Zealand, Australia, Singapore, Thailand, India, the Philippines, Hong Kong, Taiwan and Japan, Mendell is drafting up a number of proposals for corporate action.

2 BREGMANN SHOW SCORERS TO MELLIN

NEW YORK — Robert Mellin has acquired two show scores from Buddy Bregman. One is titled "The Way It Is" and the other is titled "Jump Jim Crow." Michael Greer and Kelly Montgomery wrote the lyrics to "The Way It Is," and Bregman wrote the lyrics to "Jump Jim Crow."

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CRE Opens Nashville Plant

By BILL WILLIAMS

NASHVILLE — This city's first vertical, integrated pressing plant opens this week.

The plant, only a few blocks from the city's Music Row, will begin with the first Sherman's Debut Disc Strikes Gold

NEW YORK — Metromedia Records' Bobby Sherman has been awarded a gold record for his debut single, "Little Woman." This award follows sales in excess of one million copies as certified by the RIAA.

As a follow-up to the single, Metromedia has released his first album, "Bobby Sherman." Metromedia also has released a second single entitled "La, La, La" b/w "Tune."

N.J. Spot Opened By Sound Styles

NEW YORK—Sound Styles, Inc., has opened a music center at the Linden Plaza Shopping Center, Linden, N.J. Sound Styles is a joint venture of Robert L. Harris of Plainfield, N.J., and Isaiah Jackson of Newark after functioning as store manager and assistant store manager, respectively, at the Sound of Music, Menlo Park Shopping Center, Harris and Jackson for Sound Styles, Inc.

More Elbow Room
* Continued from page 14 "period" for the comparatively new, versatile, two-way communications cable technology, will lead to the long-sought fourth network, to compete with the established three.

MUSIC SCENE is where it's at.

GRAMMATICALLY, that remark terrifies me.

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TAIWAN BESET BY PIRACY, SAYS MENDELL

LOS ANGELES — Piracy of English language music continues a major problem in Taiwan, reports Liberty/LA vice president Lee Mendell, who just returned from a month's trip to Australia.

Mendell says he saw albums selling for 25 cents which mix artists from many labels. The dealers buy the albums for 20 cents and the quality is terrible, he adds. Signs state that records may not be taken out of the country.

Mendell also noted bootlegged albums in several of the other Far Eastern nations he visited on his first trip for Liberty/LA to that part of the world.

A result of his trip to New Zealand, Australia, Singapore, Thailand, India, the Philippines, Hong Kong, Taiwan and Japan, Mendell is drafting up a number of proposals for corporate action.

2 BREGMANN SHOW SCORERS TO MELLIN

NEW YORK — Robert Mellin has acquired two show scores from Buddy Bregman. One is titled "The Way It Is" and the other is titled "Jump Jim Crow." Michael Greer and Kelly Montgomery wrote the lyrics to "The Way It Is," and Bregman wrote the lyrics to "Jump Jim Crow."

CRE Opens Nashville Plant

By BILL WILLIAMS

NASHVILLE — This city's first vertical, integrated pressing plant opens this week.

The plant, only a few blocks from the city's Music Row, will begin with the first Sherman's Debut Disc Strikes Gold

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333 Avenue of the Americas, New York, New York 10014 212-242-1915
Tape CARridge

Good Word About Ampex Word Tapes

LOS ANGELES — A nati-
tively attired executive wearing a Brooks Brothers suit opens his attaché case and extracts an Ampex cassette player/recorder equipped with a prerecorded spoken word tape.

He listens to a discussion of current events, as well as reports on oil, insurance and utilities industries. Or he may listen to the tapes of a financial advisor, or a credit market, or an expert in the economic trends.

Unusual. No.

He’s merely utilizing a cassette At Liberty spoken word tapes to keep up-to-date on techniques in his profession.

With little fanfare, and even less ballyhoo, spoken word tapes and cassettes are reducing the load on doctors and physicians, lawyers, financial analysts, salesmen and educators.

Prerecorded music is the same game of the tape cartridge and cassette software business, but the spoken word market is growing quickly out of the shadow.

One similar familiar to the industry — Ampex — is in the forefront of the spoken word movement. It offers a full range of educational material on spoken word tapes, although by its own standards the spoken word market is limited and a totally different product from prerecorded music.

Nevertheless, spokesmen at Ampex, which has developed an educational spoken word premium album-tape release, The U.S. Experience, are very “polite,” a Dr. Spock-type tactic discussing the “do’s and don’ts” of the spoken word. “In the series are tapes on child development, sex education, foreign language lessons, smoking and cancer and drugs.

“Offender” in Gulf Pacific, is speaking to the Department of Health, Education and Welfare, a charitable service of the industry; and translating the message in Spanish, French, German and Italian.

VN’s not working on spoken word tapes, Gulf Pacific produces 21 contemporary music titles and 10 label copies of Ampex receiving exclusive tape rights.

What is Ampex, and others, looking at if not a substantial market in the future?

They’re looking at thousands of consumers buying language instruction tapes — from literary and stock market quotations, poetry, plays and children’s stories, to a经纬 tape,” a vice president and general manager of Trendliner and Ampex, a division of Gulf Pacific.

“Even the most recent trends, discussions of the credit market, or an Ink, Just as the music of the tape recorder with AM/FM radio. Republicans, just as one sees the music industry growing autonomously, although there are meetings between the record division and the hardware division.

Racusin Puts Focus on Music

In Getting Units to Detroit

NEW YORK — Atlas-Rand’s hardware division is working in two new directions involving cassette equipment: combination units and auto stereo models.

Harold Rosen, vice president and manager of Atlas-Rand distributed products, said the company is working on an auto cassette playback/recorder in the $129 range and an automatic cassette recorder that can be heard for the Consumer Electronics Show in June.

The small format accepts auto cassette units in cars, the entire cassette market will be within the company’s capability by the end of the year,” said Rosen.

In addition, contracts with 8-track manufacturers expire in 1971, cassette manufacturers will have to be satisfied with the after-market sale.

Meanwhile, cassette producers are preparing for a cassette explosion in Detroit, believes Rosen.

The executive also feels that portable combination units should be the largest selling configuration in cassette tape recorders in 1970.

Frankly, we are slanting our efforts even to the youth group who are enthused with recording and their favorite artists automatically can hear a tape on investment trends; salesmen have access to tapes and offer new industry developments and sales; and the Detroit edition can listen to legal periodicals.

The spoken word cassette for professional use is also available where it offers welcome relief from an avalanche of paperwork.

General Electric also joined the cassette news league with a $6.95 Berlitz language cassette being given away with the Cartridge oil cassette recorder. GE also uses spoken word tapes for sales training purposes within its own organization.

Wiringhouse Corp. has been sending cassette news to the college market, another in a written communication could compare with this audio approach,” he said.

Chicago’s Instructional Dynamics has signed up economic and technical writers to discuss their ideas about their fields in a series of cassette tapes.

Paul Samuelson on economics, Arnold Palmer on golf, Edward Seaga of the Beatles are among the names now available on cassette tape.

In short, people cannot carry a phonograph and records. But they can carry a tape player.

The spoken word tapes are only a tiny part of the tape industry, which is devoted to speaking of music. Better one who spends a great deal of time in his car is a natural

November 15, 1969, Billboard
Now. Talk about a new place to enjoy 8-track car and boat stereo. The living room.

Before when you talked about 8-track stereo cartridge players, you talked about on-the-go sound. Driving a car or riding in a boat.

It was a good story. Still is. Except that you had to explain what your customer could do with his expensive stereo system at the end of the ride. Like park it at the local marina or in a garage.

Now you can talk about our new Monte Carlo CX-888SU. Multi-purpose, 8-track stereo sound almost anywhere your customer wants to go. Including his own home.

At the end of a ride, a simple turn of a key lets you pull the CX-888SU from its Lock-Tight car or boat bracket. Then it’s off to the living room. Where the unit can be slipped into a modular walnut cabinet. Push in a tape cartridge, or one of our AM or FM Stereo packs, and there’s concert hall sound right at home. All played through the Panasonic CJ-218U twin speaker system or your customer’s own speakers.

Our new CX-888SU features automatic channel changer, dual channel amplifier, and 80 minutes of uninterrupted music... except for the time it takes to get it from the car or boat to the living room.

So next time you’re pitching car and boat 8-track stereo. Don’t just talk sound on-the-go. Keep right on talking. With the CX-888SU. You’ve still got a nice home-spun yarn to spin.

And one more thing: we’d like to tell you about our expanding line of exciting products. To help strengthen the name you’ve already built for yourself. Interested? Contact your Panasonic distributor or write today to Panasonic Auto Products, 200 Park Avenue, New York 10017.

PANASONIC just slightly ahead of our time.
Tape CARtridge

APAA Show Told: 2 Majors to Market Elongated Packages

CHICAGO—Two major tape firms indicated tape cartridges and cassettes within one year would be marketed in elongated boxes and put in racks to allow the customer to handle the merchandise. The statements were made at the three-day Automotive Parts and Accessories Association trade show here which ended Nov. 5.

Representatives of National Tape Distributors, Inc., and Tape Distributors of America both said they felt the new packaging would increase sales of tape at least 200 to 300 percent.

"There is only one way to increase the volume of tapes sold and that is to merchandise them," said Tom Longeway of Tape Distributors of America. "With these new boxes a retailer could quite possibly increase business from 100 per week to 500 per week."

The packaging allows the cover and the backside of the tape to be visible. The box is 4 inches by 12 inches by 3/4 inches. A rack similar to that used for holding records would be used for display. Longeway said the new packaging would offer two features to immediately bring more money to the dealer.

Harder to Steal

"The box is a good deal harder to steal than a normally packaged cartridge," he said. "Also, with the cartridges out in the open and not behind a glass case, the customer will be able to handle the merchandise, which surveys have shown is more likely to bring a sale."

A National Tape spokesman echoed the same comments. "With tapes behind a glass case, a potential buyer can't help but feel intimidated because he can't handle the merchandise. No one likes the feeling that they're being watched. The new box should eliminate this and cut down thefts to a minimum because they are too bulky to steal," he said.

Both men said they expected an entire switchover to the new packaging within one year. "This is definitely the thing of the future," Longeway said. "Companies should begin major showovers within three to four months. Motown Records already is using this packaging exclusively. Other companies are using it sparingly."

Those companies displaying the regular glass case storage cases seemed to be disturbed little by the new packaging even though the new packages could not fit in most glass cases. Among the companies represented at the show that seemed confident in the glass case form were Communication Electronics Inc. (CEI), which markets the Pick-a-Tape Display. This features 3 1/2-inch holes in the glass for the customer to remove the tape without handling the case, but does not allow them to remove the tapes.

Good Response

"We are getting good response to this innovation," said Jay Burris of CEI. The company is billing the new display case at 100 percent theft proof. The normal size case would hold 2 1/2 dozen cartridges.

"The company came to this show expecting maybe 30 orders during the entire show, but we had 100 alone the first day. This case is extremely helpful to business since customers can handle the merchandise without seeking a sales clerk to open the case. Actually the idea of holes in the glass is so obvious that most people can not understand why someone didn't think of it sooner." CEI recently received a patent number for the case and is starting to heavily market the item.

Most of the other display ideas presented at the show were for the tape players themselves. California Auto Radio Inc., introduced tape player displays that could be stacked piggyback style and hooked up to a common circuit. Cartapes, Inc., also introduced a combination display case for tape players and cartridges. The player half allows for interchanging models.

The Tenna Corp. introduced an 8 and 12-foot-long display case which are available to dealers. The cases hold 800 and 1,200 cartridges respectively in addition to holding 11 tape players. The players are controlled by one master switch, and can be taken out and replaced with different models as they become available. Donald W. Slack of Tenna said the new display case can also check new units before they are sold.

Channel Marketing, Inc., introduced a cartridge, cassette and accessory rack available at $364.48. The rack occupies only a 12-inch-square space and has five chrome racks, each with four pegs, that rotate in- (Continued on page 100)

Jubilee Widens Duping Horizons

LOS ANGELES — Jubilee Industries' growing involvement with tape cartridge duplication was the theme of a business meeting conducted by Jerry L. Blaine, chairman of the company Friday (7) at Jubilee's new tape duplicating plant here.

Jubilee began construction of its new cartridge plant here earlier this year. The new plant is an adjunct to a Monarch Records pressing plant which Jubilee has operated in this city for many years.

Combo Auto Models

• Continued from page 16

looking at combination units featuring cassette recording features to conveniently record off-the-air.
EXCLUSIVELY
ON ITCC 8-TRACK STEREO TAPE

BARBRA STREISAND IS
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THE ORIGINAL MOVIE SOUND TRACK
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IN THE GREAT DUNHILL TRADITION OF
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THREE DOG NIGHT • THE GRASSROOTS
MAMA CASS AND SMITH
WE PROUDLY PRESENT A WINNER

BANGOR FLYING CIRCUS

IF IT'S ON DUNHILL • abc RECORDS BELIEVE IT!
Tape CARtridge

Norelco, Ampex, Westinghouse & Sears Rated Tops by Consumer Study

LOS ANGELES — Norelco, Ampex, Sears and Westinghouse received four-star ratings in Consumer Reports' study of cassette tape recorders.

Cassettes may be the wave of the future in prerecorded music, the study notes, but right now the sound of cassette players (Consumer Report tested portable models) is equivalent only to that of a good AM portable radio—pleasant casual listening.

The Sears model (3420) at $67.95, the Westinghouse unit (EMC 2010) at $69.95, the Norelco (175) at $79.95 and the Ampex (Micro 20) at $99.90 earned the highest-rated models. Craig's $99.95 unit and Panasonic's $59.95 model earned high marks for voice recording. Consumer Report studied 18 top-of-the-line models manufactured by major producers, including Norelco, Ampex, Sears, Westinghouse, Bell & Howell (295), Channel Master (6309), General Electric (M 8350), Wolters (4200), Sony (TC 100), Allied (TR 1150), Concord (F 98), Realistic (CTR 2), Hitachi (TRQ 220), AIWA (EP 728), Craig (2602), Wards Airline (26-39), Panasonic (RQ 2005) and Toshiba (1KT 20P).

The Sears and Channel Master models provided the deepest bass, but the Channel Master's speaker did not reproduce the high tones well, the report outlines. The Bell & Howell unit offered the widest frequency range—both deep bass and high treble—but it was down-rated for failure to reproduce tones within the range smoother.

Most of the recorders ran fast, a fee by as much as 41/2 percent. That error would noticeably raise the pitch of sound and increase the tempo of music. More important, a machine that runs fast shortens tape time; the tape could run out before you recorded a complete program. The Hitachi, Realistic and Wards were noisier (high) than most of the other recorders tested.

The Consumer Report warns that some cassette tape (specifically C-120, 120 minutes) may slip on some recorders. Though monophonic, these models will play the stereo tapes (Continued on page 25)

Ampex Sets Up Division to Push Units for Auto Field

CHICAGO — The consumer equipment division of Ampex Corp. has established a special department to handle the marketing of its cassette tape player/recorders in the automotive field.

Lawrence R. Pugh, marketing manager of the division, said, "We are expanding our market in the automotive area to ensure Ampex a proper share of this growing market." He estimates that sales of automobile player/recorders will exceed $10 million at retail prices in 1970.

As part of the campaign, Ampex will exhibit in shows designed to reach automotive accessories distributors and dealers. The first such show will be the Automotive Parts and Accessories Show, opening Nov. 30 in Chicago.

At present, Ampex markets the Micro 40 cassette stereo players and the Micro 42 cassette stereo player/monaural recorder for automobiles. The company plans to expand this line in the future.

Initially, the division has appointed five automotive manufacturers representatives. They are: A. W. Runglin Co., Los Angeles, covering all of the West Coast except Southern California; Derby Sales, Inc., Chicago, covering Illinois, Wisconsin, Indiana, and Kentucky; Keller-Hyden, In e., Fort Worth, covering the Southwest; Floyd Yuddson Co., Los Angeles, covering Southern California; and Scally Brothers, Inc., Westwood, N.J., covering the Eastern seaboard from Northern New Jersey north.

4 AND 8 TRACK TAPEs HAVE A NEW WAY TO GO (OR STAY)

Ampak's 24-unit Case Protects Tapes from Dust and Moisture

On-the-go or at home, this new case provides excellent storage for 4 and 8 track collections. Big capacity...rugged construction, it's covered in a rich black plastic-coated, moisture-resistant material and has a padded, silver-lined lid; heavy nickel hardware and a heavy-duty plastic handle. On-the-go or at home, it's a perfect solution of portable storage for the collector.

Write for information and literature on the entire line of carrying cases for 4 and 8 track, cassette and playtape cartridges.

No. 1024

For Music"On-The-Go!"

AMBERG FILE & INDEX CO., 1625 Duane Boulevard, Kankakee, Ill. 60901
Cap, Shoe Chain In Promotion

LOS ANGELES — Capitol is promoting cassettes and players in a joint promotion with Thom McAn.

The promotion will be backed by radio advertising, in-store displays and merchandising aids.

About 60 Top 40 radio stations will be tied into the program, with disk jockeys making random selections of winning entry blanks that are available at Thom McAn stores.

Capitol is giving away cassette players and tapes.

NEW YORK — Dubbings Electronics is releasing its Berkshire budget line of pre-recorded cassettes to give it new merchandising appeal.

Paul C. Smith, Dubbings president, said he is revitalizing the line ($4.95) in merchandising, marketing and promotion after it got off to a poor start.

Dubbings plans to offer promotional displays to distributors, keep releases scheduled, offer current repertoire and maintain liaison between factory and distributor.

By January, Smith is planning to release the line in both 5- and 10-track and open reel at a budget price. The Berkshire catalog has 90 cassette titles available, with an additional 60 titles ready to go.

The Berkshire library has been culled from Mercury, Premier, Audio Fidelity and Vox.

The latter line includes automatic shutoff controls that free the performer to go on to another selection before the track has ended. Sales of the Philco 1970 line of cassette recorders has 90 cassette titles available, with an additional 60 titles ready to go.

The Berkshire library has been culled from Mercury, Premier, Audio Fidelity and Vox.

Warnings and Controls

NEW YORK — Acoustical warning devices and built-in automatic shutoff controls are among the new features included in the Philips 1970 line of cassette recorders. The new line includes a stereo car playback unit, a record-playback changer unit, and a new cassette recorder.

The acoustical warning devices are designed to indicate when recording time is almost up, while the built-in automatic shutoff minimizes belt wear.

The latter is an exclusive feature of the Philips company, and does not require the use of a special cassette.

Commenting on the new line, Alan Ingham, product manager for Philips tape recorders, said: "We now have a cassette to fit virtually every consumer requirement, from the inexpensive playback model, to the sophisticated new stereo cassette recorder/player changer now being introduced."

Ingham predicted that two of the most popular units would be the stereo car playback model and the portable AM-FM radio with built-in cassette recorder unit. With the cassette radio, recordings can be made through a microphone. It also plays back prerecorded cassettes.

Stressing that cassette recorders are now big business, Ingham added that more than 200 different models from more than 20 manufacturers are now available.

"We expect that more than 750,000 tape recorders of all kinds will have been sold by the end of 1969, and at least 45 percent will be cassette recorders," he said.

Continuing, Ingham said: "On the basis of what we know today, it is reasonable to predict that nearly one million tape recorders will be sold in 1970 and that 50 percent of them will be cassette units."

"But the most significant development this year has been the move by most of the music companies to issue their repertoire on cassettes. There are now more than 2,000 different cassette titles available in Canada alone," Ingham revealed.

Also on the Canadian scene, Philips is distributing a tape cassette of the opening ceremonies of the Ontario Science Center to government officials, dignitaries at the center, the press and interested proponents in the tape field.

The special cassette includes an address by Ontario Premier, John Roberts and the highlight of the ceremonies, the official opening by a radio signal originating 1.5 billion years ago.

Philips, Bell Canada and the National Research Council collaborated to trap the signal for the event held Sept. 22.

Flip side of the cassette contains the complete soundtrack music from Ontario's Academy Award winning Expo '67 film, "A Place to Stand."

Smith, the company is able to supply a limited amount of product in 24 hours.

Primarily aimed at industrial programs, the 24-hour service will be expanded as Dubbings increases its duplicating capabilities.

"Music people have been slow in using this program for prerecorded music because we limit the duplicating quantity to 1,000 units per 24 hours," said Smith.

Dubbings has expanded its 8-track and open reel service with plans for further expansion in 1970.

Sony Recorder

 TOKYO — Sony is introducing a cassette recorder (model TC-100F) at $69. The unit is a spin-off of the TC-100 model introduced three years ago.

The unit offers an electric condenser mike and an end arm.

Sample our Magnetic personality in cartridge, cassette or reel

As the Southeast's largest tape duplicating facility, quality and delivery of your dubs are our strong suits. They have to be.

Tape duplication is our only business. Cartridge, cassette or reel. Try us.

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Tape CARtridge

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Let audio put you in the tape duplicating business

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AudioFidelity Corporation 215 Manchester Ave., Bronx, N.Y. (212) 551-3550 Cable: AudioFidelity

AudioFidelity Corporation 215 Manchester Ave., Bronx, N.Y. (212) 551-3550 Cable: AudioFidelity
DGG's Waldenberger Sees Jump Of 800% in Cassette Mart by '72

HAMBURG—By 1972 the market for cassettes in Western Europe will be eight times as big as at present.

This is the prediction made by Helmut Waldenberger, marketing manager for cassettes at Deutsche Grammophon, Hamburg, in the current issue of the DGG house magazine, "Gazette." Waldenberger said, "The music cassette is a sound carrier with a very great future"—and he estimates that in the seventies cassette and other tape products might account for as much as half the entire music turnover.

Pointing to the rapid expansion of cassette business since the introduction of the system in 1965, Waldenberger said that annual 100 percent increases of cassette business in some European countries are no rarity.

Waldenberger said that although the record still overshadows the cassette, the cassette has a great potential because its handy size is completely suited to the modern style of living which involves increasing mobility and a desire on the part of the consumer to enjoy his leisure without expending too much personal effort.

"No matter where the consumer is," says Waldenberger—"in his car, boat, on the beach, in the garden or at home—he can listen anywhere and at any time to his favorite music without much trouble. And this kind of sound carrier is extremely popular with young people because it is so simple."

Waldenberger said there are several thousand different stereo cassette titles on the European market. Deutsche Grammophon alone lists 500 titles and almost every new Polydor LP is simultaneously released in music-cassette form.

Sales possibilities for cassettes are better than for any other kind of music product because they are not only sold in record shops, department stores, and radio shops, which also sell records, but also in photographic stores, motor accessory shops, filling stations and supermarkets. He thinks the day is not far distant when they will be sold like cigarettes at newsstands.

Waldenberger says that the record companies still have a (Continued on page 24)

Robins to Add 3d Shift To Production Staff

NEW YORK—To keep pace with the burgeoning tape and accessory market, Robins Industries Corp., one of the nation's largest tape accessory producers, has announced that it will add a third shift to its present production staff by January 1970.

The new shift will add 30 employees to the company's work force of 180. Just four months ago the company, to cope with expanding consumer demands, added its second work shift to a staff that had been working overtime to maintain a balance between supply and demand.

"But," observed Herman D. Post, the company's president, "at the time we did not anticipate that the market would continue to expand at its present unbelievable rate."

To further streamline the company's operations, Post also disclosed that a new fully-self-contained and air conditioned tape coding machine will be put on the production line early next year.

The unit which will be located at the company's Lodi, N.J., plant will boast automated thickness controls and built-in processing features designed to reduce production time and costs to a minimum. It will also be capable of manufacturing more sophisticated products including videotape.

Robins Industries is one of the very few companies which (Continued on page 24)

The big haul

No tape configuration escapes Dubbing's net. We're the leader in sound duplication for the entertainment industry. We produce cassettes, 8 track cartridges and open reel to the tune of almost 3 billion feet of tape per year! It's done with the most modern automated duplicating, editing and packaging equipment available. As a North American Philips Company, Dubbings provides both the quality and dependability in cassette manufacture the industry has come to know. You'll get high quality and on-time delivery whether you are a large producer or small. You'll "net" better profits with the leader, too. Whether your duplicating needs are immediate or in the future, why not contact Dubbings now?

Sound thinking leads to Dubbings

DUBBINGS ELECTRONICS, INC. • 1305 SO. STRONG AVE. COPIAGUE, NEW YORK 11726 • 516 892-1000

A NORTH AMERICAN PHILIPS COMPANY

November 15, 1969. Billboard 23
Lib Sharpens Selling, Quality Control Areas

LOS ANGELES—Liberty is moving in two tape areas: merchandising and quality control.

To test its prerecorded tapes, both 8-track and cassette, Liberty is sending a sample of its monthly tape releases to Kraco, hardware manufacturer, to run a lifetime quality control check.

Eight-track testing began one month ago at Kraco's Pomona, Calif., factory, with cassette testing now getting under way. "The quality control gives us a double check on our product," said Earl Horwitz, Liberty's tape general manager.

Kraco sends Liberty monthly quality control statements, which enables Horwitz to see how the company's tapes react under factory conditions. Kraco is able to test tapes under driving conditions via its test-car and cassette units.

In merchandising, Horwitz has developed a cartridge and cassette gift guide for retail outlets, mass merchandisers, tape stores, distributors, automotive and specialty shops.

The consumer catalog is pre-packed (100 booklets per box) in a purple and orange carton to display in more than 4,000 outlets. Liberty's initial gift guide order totaled more than 350,000 pieces.

The catalog, which Horwitz plans to release quarterly, lists Liberty's complete library of 8-track, cassette, 4-track and twin-pack titles. The supplement also lists the label's Big Little Cassettes, a four-hit selection at $1.98.

The guide lists 599 8-track titles, 457 4-track titles and 252 cassette titles. It has 18 illustrations featuring the label's best selling tapes.

Horwitz calls the catalog a 365-day consumer guide and lists more than 43 tape giving days, not including birthdays, anniversaries, confirmations, weddings and bar mitzvahs.

DGG's Waldenberger

Continued from page 23

great deal of propaganda work to do on behalf of the cassette, for while the record is a product known to everyone, only half the people in Western Europe are familiar with the cassette.

By the end of 1968, said Waldenberger, about 3,800,000 cassette players were in use in Western Europe, more than one million of these in West Germany alone. By 1973, he predicts, the figure for Western Europe will have risen to 27,-

500,000.

Says Waldenberger: "One of the most important sectors of the cassette market—stereo cassette players for use in cars—is still in its infancy. But it is likely that the automobile market will prove the most important of all."

Production Staff

Continued from page 23

coats its own tapes. The company was established in 1964 when Post developed the original Gibson Girl tape splicer.

Less than two weeks ago Robins was honored at the annual dinner and general meeting of the Association of Electronic Manufacturers (AEM) when a plaque, citing him for his contribution to the world of electronics, was presented to him by Stanley I. Lehrer, executive vice president of AEM-Eastern. The occasion marked the 15th anniversary of Robins operations.

Bell & Howell Units

Continued from page 23

boom turning into a superboom when Detroit makes auto cassette units available, perhaps in 1971.

"It's going to be a whole new ball game when cassette equipment ends up in American autos," said Bettridge.

He expects Bell & Howell to introduce an auto stereo cassette player sometime in 1970, probably before June." The unit will be in the $100 price range.

Craig Premium

LOS ANGELES—Craig, 8-track and cassette manufacturer, is offering Simon & Garfunkel's "The Graduate" as a back-to-school promotion.

Purchasers of a AM clock radio (model 1602) receive the Columbia soundtrack LP free.

Sound investment: silicone rubber pinch rollers

It doesn't pay to pinch pennies by using nonsilicone rubber pinch rollers in your stereo B cartridge units. Sacrifice proven performance reliability, and you'll soon get squeals from your distributors, dealers, and customers. Silicone rubber pinch rollers cost a bit more, but they've been proven more than worth it. They withstand temperature extremes better than any other material—and it can get pretty hot under a car dashboard. Silicone rubber pinch rollers won't stick or get flat spots, so tapes will run through smoothly without sound distortion.

Pinch rollers made of silicone rubber can help give your customers the kind of sound they're counting on. For more information, call or write our audio sound specialist, Jim Russell. He's tuned in.

DOW CORNING

Silicone rubber from DOW CORNING

DOW CORNING
Capitol Switches to ‘Hit Makers’

LOS ANGELES — Capitol has introduced a line of retail-type tape cartridges that do not move well, so the company is now emphasizing “Hit Makers” packs.

Capitol had released a series of “Four-Star Specials” blending four-like artists, but mediocre sales of the product caused the company to decide to emphasize its interests in the variety pack.

“We must conclude that people don’t want to buy four different artists in that fashion,” said Hal Rothberg, special products manager, according to Rothberg, “because they have begun to listen to a hit song nature like Glen Campbell doing Gal- vaston.”

Capitol has released “Hit Makers” in the rock, country, and easy listening categories. Four additional FSB packs were bowed in September in conjunction with a cassette equipment program. There were some accounts who bought the cassettes, but music publishers and Western Party,” “Top Pop Party, Volume One” and a “Top Pop Party, Volume Two,” a “Hollywood Bowl Party.”

The concept for this kind of S$9.8 special was developed by Rothberg and Roger Brown, special products manager. They brought the idea to Dan Davis, the tape ad coordinator, who selected the repertoire.

When you couple a hit artist with a hit song, the product becomes more marketable, Rothberg emphasizes. “It’s not just a collection of artists’ perform- ing songs which may be dated.”

As an example, the first vol- une of the “Top 40 Party” offers.

Quicksilver Messenger Service, Glen Campbell, the Sons, the Bob Seeger System and Linda Ronstadt. The easy listening party tape featured Glen Campbell, Bobbie Gentry, Lou Rawls, and Sanderland and Young. The country tape off- ered Buck Owens, Glen Campbell, Jean Shepard, So You’re from James, Ferlin Husky, Merle Travis and Wanda Jackson.

Emphasis on Players That Record at APAA Show

CHICAGO — More tape players and record processors are on the horizon, as shown by exibitors at the Auto- mobiles and Products Accessories Association’s exposition, which ended Nov. 5. More emphasis that players on being able to tape while being in your car or boat.

Commenting on California Auto Radio’s $179 recording unit, Alan Fishel, said, “I think that the shift to recording stimulates the tape business. It gets more people involved in tape. The idea is to have the entire market always be recorded. The California Camaro’s still a good amount of people buying in involved making home tapes and recording is expensive. Still, people want this feature and manufacturers have to make a money maker.

Learn Jet Stereo also featured record processors on one Lear Jet model for the car featuring a microphone allowing for sales and other fields to use for applications using an 8-track unit. The Ampex Corp. also introduced a new record processor for $275. The microphone and four cassette tapes, Gibb Special Products Corp. also unveiled a play/ record unit for auto and boat, but at a lower price of $65.

The Tenno Corp. also introduced a new car-stereo cassette tape player with fully automatic Staar system and record feature. The Tenno is the Rangr Unstoppable Model R-1010 which is an automatic burger type, a cassette player that “will come in case of attempted theft.”

The increasing emphasis being placed on retail-type devices for cash cars, at least those with some type of locking devices for car stereo.

Typical of the stress being put on security and safety by California Radio that lists for $12.95 and allows one player to be moved from the car to the boot to continue the same portion remaining attached to and the brand new portion remaining on the vehicle. A key and lock unfasten the devise.

Several companies were also displaying FM multiplex casset- trage players, which plug into any 4- or 8-track player to become a radio. California Auto Radio, Audiovox, and Marshall Audio, Inc., introduced such devices. Most models would fit any brand of tape players. Some models, like the Playmate from Audio- vox, are capable of receiving radio broadcasts. The Playmate, and most other models, retail for around $60.

Several of the companies with displays introduced new prod- uct lines or improvements in old products. A new line of tape players featuring the name and logo of Hammond, noted organ manufacturer, was un- veiled at the show. The seven players will be for use in cars and boats and will be sold ex- clusively through distributors.

The new players are being introduced in conjunction with Gibb Special Products Corp., a sub- sidiary of Hammond Corp. Gibb will continue to market tape players under their own name.

Cardtapes, Inc., introduced a new 8-track tape cartridge player which has a suggested list of $99.95. The player is the first model from Cardtapes to feature tuning controls under the model instead of in front. Cardtapes also unveiled the Unimount, stereo speakers that can be mounted on the surface of the car in- terior or recessed into the walls.

The Tenno Corp. has announced three new models, all with the anti-theft horn device. The mod- els are the Two Unstoppable, R-71-T, R-72-MPX, and R-102-C.

The Adell Corp. also showed its new release in the budget-priced tape cartridge field. Among the releases are, “A Tribute to the West,” a “Tribute to the West,” a “Randy Fender Band of Los,” “The Banjo Sounds of Glenn Miller,” “Best of Broadway,” “Best of Faith,” “Tijuana Christmas,” and “Romantic Reflections.”

Kraaco to Kick Off 4 New Units

LOS ANGELES—Kraaco, 8-track, and cassette manufacturer, is introducing four new players in the next two months, includ- ing an auto cassette.

The stereo auto cassette, a playback-only unit, includes front loading at $99.95. It’s the second auto cassette in the Kraaco line, supplementing its KS-999 at $119.95.

The company is working on an automatic, reversible casset- te, but claims it’s many months away from marketing. In addition to the new casset- te model (unit KS-900), Kraaco is offering three 8-track player: Models KS-666 at $139.95, with FM multiplex; Model KS-555 at $119.95 for home or auto unit; Model KS- 777 for $199.95, a straight 8. The multiplex and straight 8 will be available in mid-November, while the auto cassette and the home or auto 8-track are geared for mid-December.

Kraaco plans to move ahead in the auto cassette field, claim- ing that the cassette configuration will explode when it turns to both 8-track and casset- te after 1971, said Hy Sut- nik, national electronic sales manager.

Sales of Kraaco’s initial auto cassette unit prompted the company to add another unit in the line, he said.

Sutnik said the company’s Marquis line, a two-tape unit, is aimed exclusively at the elec- tronic specialty dealers and music stores, including La- fayette, Allied Radio and Gem Electronics.

Gem is handling Kraaco’s en- tire line in its 16 stores, while Allied is offering Kraaco units and especially outlets, including White Front, JCPenney and Sears, among others.

Consumer Study

• Continued from page 21

that are used for almost all cassette recordings of both popu- lar and classical music.

However, you can’t count on the quality of such commercially prerecorded cassettes. Consumer Report found it varied widely, from very good to poor, on every label it listened to.

At this stage of the cassette art, it reports, you can count on the tape staying unimpaired. It discovered jumbled cassettes and snarled tape — unfixable problems if the cassette is sealed.

The question, then, is whether to buy now or wait. If you’re interested in top-quality sound, we think you should wait, the study indicates.

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ENLARGEMENTS

Nov.

1000

Baron

ing in
dragged-
tedious and
turned

Kicking off the Nov. 1 show

was the Steve Baron Quartet, a jazz/rock ensemble with folksinger content, which is a departure. It was

grammatically perfect for the fateful meeting of these

all rock sounds are the same.

Havens Has a Hard Act to Follow Himself at Center

NEW YORK — Richie Havens' return appearance at the Philharmonic Hall of the Lin-

coln Center—Oct. 31—was, un-

fortunately, much less impres-

sive than his debut performance. The Stormy Forest records artist, in spite of audience response,

shocked, turned in a show that was dragged-out, tedious and lack-

ing in imagination.

The Afro/folk artist seemed to

lack the charisma so neces-

sary for his act to carry, un-

aided a two-hour performance.

As a result, he was forced to

try to bolster his act with lengthy pseudo-marathons, which foundor failed to

difficult to accept.

Still, when he did sing and

play, the audience caught glimpses of the fire which captivated him into being one of the most sought-

after performers in the business, and they gave him a standing and pro-

longed ovation at the end of his performance.

RACLiffe JofE

Tim Buckley Racks Up Fans With an Impressive Range

NEW YORK—Tim Buckley displayed a highly distinctive style of singing and songwriting

at his Carnegie Hall concert Nov. 3. The folk-rock performer concentrated heavily on materi-

al from two forthcoming Elektra

albums, and a few songs from past

years.

Buckley was impressive in his vocal range and the flexibility of his style, moving from an intense falsetto to a breathy baritone, alone or in duet, and stunn-

ingly sudden changes of mood, which are an important element of his appeal.

The highlight of the concert was a 30-minute version of "Gypsy Woman," which gave Buckley the opportunity to do all kinds of vocal improvisations, even including sound effects of jungle birds. In general, how-

ever, the most interesting parts of the song were those that were highly structured, Buckley's improvises that tend to ramble.

Buckley's three-man backup group was in fine form, supporting the singer's own rhythm section and adding leads. Guitarist Lee Underwood partic-

ularly showed as the outstanding musician. Usually, his solos were consistently exciting and original, but often continued right to the edge trying to please the audience.

Unfortunately, Under-

wood was not as impressive whenever Buckley was singing, or he might have walked away with the show.

NANCY ERLICH

Feliciano Lights Chicago's Fire

CHICAGO — Jose Feliciano presented last week at the Chicago Auditorium his musical talents to a recep-

tive audience at the Auditorium Theatre Nov. 1.

He strutted his way effort-

lessly from stage to stage by such artists as Glen Camp-

bell, the Beatles, Mamas and Papas, Peter, Paul and Mary, Clear-

water Revival. But the songs be-

came Feliciano's own with his soul-jazz treatment. The most moving song by the RCA Rec-

ords' record label, "Pedro Luna's Latin Point of View," which he dedicated to

the memory of Stevie Wonder.

The crowd also appreciated the Latin numbers, and gave Feliciano a standing ovation for his treatement of the Doors' "Light My Fire.

GEORGE KNEMEYER

Talent

Triple Course for Rock Gourmets

NEW YORK—The triple bill of Mountain, Steve Miller's Blues Band, and the Steve

Baron Quartet, at Fillmore East, Oct. 30 and Nov. 1, provided a rare treat for the sell-

out audiences which was a rock gourmet's delight.

The three-hour show was racy, sensuous and pulsating, revealing the fact that a

mountain of musical talent, expertise and versatility which gave the lie to the%

promised that all rock sounds are the same.

RApLiffE JofE

Railroad Speeds Along With Open Throttle

DALLAS — Grand Funk Railroad conquered a sellout crowd here Nov. 1. The show, held at SMU's McFarlin Au-

ditorium, was presented by Con-

cert Management.

With all the pure power of a steam locomotive, Capitol Rec-

ords' new Victor Vennari made the scene of their Southwestern debut (the Texas Interna-

tional Pop Festival) with resounding and re-assuring success.

A trio of electric virtuosos, Mark Farner, Don Brewer and Mel Schacher welded their robust talents into a gigantic sound effects machine for a near two-hour concert that was as stimulating as their recorded music.

Singer-lead guitarist Mark

Farner brought to the intense lyrics of his songs from the group's debut album ("Two"

Time") in "Nobody's Answer," "Time Machine," "L carbinek-

er," "T.N.U.C." GFR intro-

duced four songs which will be on their next Capitol LP: "In Need," "Winter in My Soul," "Inside Out" and "Paranoid," all as strong as their debut compositions.

From Grand Funk Railroad's road show, "Victor Vennari, You Ready," through numerous standup appearances and en-

cores, the unrelenting apprecia-

tion crowd was convincing testi-

mony to the group's organized, tightly knit approach to the music; and the flexibility of their shows.

The group, however, is skill-

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MARGE PETTYJOHN

Mathis Exciting Performer With Quality to Match

NEW YORK — The Waldorf-Astoria's Empire Room recently lowered its tariff to attract a wider audience and while maintain-

ing its policy of employing qual-

ity performers. Johnny Mathis is quality. It's easier to measure the amount of revenue the show brings in, but to see the draw for the hotel during his two-week run which began Nov. 3 than to hold a scale to his lightweight talent.

He is the kind of performer who has come prepared for his hour on stage. For he moves carefully, entering the room en-

gagingly from one song to the other, ballad, standard, mod.

His timing is the tenderness of a head altay boy, varyong in range, jostling for position and soaring into a high key with a twinkle that matches the spark in his eyes.

His reach has power, too, which a less fit singer would find hard to control. But he has done his homework well. "Maria," "A Time for Us," from his chart climbing Columbia Records album, "love From the Other Side," and "Hymn to the Sea" from his latest long-playing album,

are a medley of "Man of La Man-

cha," a tune under musical skis to find new sunlight. His open phrasing on "Day In, Day Out," "Moment to Mo-

ment" and "Let's Behave" and his ability to put on a set of eyes to match his tunes, are an understated boogie-on of shadings and hues.

Although the 20-piece backup orchestra, led by Mathis' music director, Maurice Dall, was loud on occasion at the large unit technically. Radio station WHN broadcast the show live. Mathis' showing leads one to believe there's hope yet for the Golden Age of\n
ROBERT SOBEL

Garnier Shows His Old-Time Glitter

BOSTON—Spending an hour with Erroll Garner at Paul's Mall, where he brought back momentarily those old-time glitter days, so many other popular enter-

tainers started getting relevant, before the last note of his performance ever got to re-

levant. The days when Garner was winning jazz polls.

He hasn't changed much. His playing is as simple as ever, but the old gestures are there—the thumping offbeat chords in the left hand, the carefree shuffle-prot and "Point of View," which he dedicated to

the memory of Stevie Wonder.

The crowd also appreciated the Latin numbers, and gave Feliciano a standing ovation for his treatement of the Doors' "Light My Fire.

GEORGE KNEMEYER

SUNNYN. GOLDBERG, right, vice-president and general manager of Kapp Records, goes over deal with Kermit Schaar for the label to release "The Blindfold World of Bobbie," which is the debut by the group of Schaar's soon to be released syndicated TV show based on some of rock's air-bornes.

RAIcL LffiJ€

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"How can the bird that is born to fly
Sit in a cage and sing?"
(William Blake, 1757-1827)

An awesomeness after birth—composer
and arranger of David Axelson, based on
the 18th century poems of William Blake.

William Blake—poet, humanist, prophet
wrote both "Song of Innocence," and
"Songs of Experience." Here's another.

David Axelson is the young visionary
composer of "Song of Innocence" and
"Mass in F Minor" (from which the
"Kyrie Eleison" was used in the film
"Easy Rider") in "Songs of Experience"
bring him further.

The meaning of their minds is
immortalized on Capitol record and tape.

SKAO-528
Kinks Add to National Tour

NEW YORK — The Kinks, who began their first American tour in for years at New York's Fillmore East, have been booked for several major new dates on the current seven-week cross-country trek.

Concurrently with the tour Reprise Records has released a new single, "Victoria," from the L.P., "Arthur."

Following initial dates at Fillmore East, Boston Tea Party and Chicago's Kinetic Play- ground, the group has picked up four other key dates. These include Cedar Rapids, Iowa, Wednesday (12); Village East, Mentor, Ohio, Sunday (16); Reed College, Portland, Ore., Dec. 1, and the Airdrome, Schenectady, N.Y., Dec. 6.

Nina Simone to Tour Overseas

NEW YORK—Nina Simone left last week on a concert tour of 10 European cities. She was accompanied by her husband Andy Stroud, president of Stroud Productions & Enterprises, the management firm abroad, Stroud plans to establish foreign ties for music publishing firms.

Miss Simone's latest single, "To Be Young, Gifted and Black," was recently released by RCA Records. Special packaging of the disk includes lyrics to the song, a tribute to the late playwright Lorraine Hansberry.

CHICAGO

The 22nd Century concert season began with appearances by Smokey Robinson and the Miracles, Mason Williams and Jenni- fer, and Blood, Sweat & Tears. Other acts appearing soon include folk singer Joan Ferrilico and the rock group, Paul Revere and the Raiders. Judy Collins appeared at the Auditorium Theater on Friday (7) and Saturday (8). Carmen Monzo, vocalist and gui- tarist, started an indefinite engagement at the Rush Bock on Oct. 29. Don Lilly has purchased the nightclub at 7 W. Touster Place. Site of the former Barabas and LeBistro, and has renamed it "Lilly's." He said he plans to make the new club a musical showcase. Dr. John, the Night Tripper, was the club's first act.

The Michele Mann Trio, featuring Miss Mann on piano and vocals, Sam Cohen on drums, and Dean Nelson on bass, are in the middle of an extended engagement at the Backroom. Jackie Curtiss, comedian, Angela Baccari, vocalist, and the Joe Iaco Trio, just completed engagements at the Playboy Penthouse.

The Cannonball Adderley Quintet just finished a two-week en- gagement at the London House. Andrik, a young singer from Holland, finished two weeks at Mr. Kelly's. Norm Crosby completed a two-week engage- ment at Mr. Kelly's on Nov 2. Judy Roberts, jazz pianist and vocalist, now appearing at the Lon- don House.

DOMESTIC

Recent attractions at the Kine- tic Playground include Spittal, Joe, Cock, Bloodwyn Pig, Led Zeppelina, Santanica, and B. B. King. Upcoming are the Who, the Kinks from Butterfly, Poco, Liverpool Scene, and King Crimson.

The seventh international Folk Festival of the University of Chi- cago will be held Friday and Saturday (7 and 8). Among the acts appearing are the Seals&Sho Nani Dancers, the Drunken Irish Dance- group, and the Scottish Dance Group.

GEORGE KNEEMYER

DALLAS

Terry Basset of Concerts West has announced the only appear- ance of the Rolling Stones in a state Southwest area, to be held here Thursday (13). One show only is scheduled at Moody Coliseum on the SMU Campus. Concerts West has also booked Paul Revere & the Raiders for Saturday (15) at Will Rogers Au- diotorium in Fort Worth and Sunday (16) in Wichita Falls.

Neman-Marcoys highlights the 5th Dimension Saturday (22) at McFarlin Auditorium. Colum- bia Records Johnny Cash set for a Nov. 28 show at Memorial Auditorium.

gle release to "She's a Woman," written by Danny Seab and John Colley of the Southwest F.O.B., another Dallas-based group.

Columbia Records Freddy Wel- ler (a member of Paul Revere and the Raiders) visited here re- cently, promoting his second single as a solo artist, "Down in the Boon Docks." The label's regional promotion manager from St. Louis, Gene Drumvich also here recently, to promote Johnny Cash's new single, "White-Line.

MARGE PETTYJOHN

MONGOLIAN SANTAMARIA

Mongolian Santamaria to Atlantic Records. The deal was made be- tween Jerry Wexler, executive vice president of Atlantic, and Jack Howe, Santamaria's man- ager. Santamaria previously re- corded for Columbia. Laura Lee to Cotillion Records. She pre- viously recorded for the Chess label.

Chilli Wills, film actor, to Metromedia Records. Wills "Daddy's Girl," will be followed by an album titled "Hello Cousin."

Sonny Stitt, signed a three-year exclusive contract with Javelin Rec-ords. The saxophonist will start his first recording session Monday (17) for a single and an album.

(Continued on page 42)

For More Talent
See page 57

From EVANSVILLE, INDIANA Comes A New

GIGANTIC SOUNDFEATURING

BOBBY ALEXANDER

SINGING

THE FORTUNE TELLER
B/W COME BACK LINDA

Record No. 1101

Produced by Evansville Music International

Cincinnati

St. Louis

EVANSVILLE

Nashville

Memphis

A production staff to serve your every need.

EVANSVILLE MUSIC INTERNATIONAL

Exclusive Distributors of Gigantic Records

113 Garfield Avenue, Evansville, Indiana 47710

Phone: (812) 425-8195

Talent

This advertisement appears on a matter of record only.

November 10, 1969

TDA, Inc.

Tape Distributors of America

The Cartridge Tape Club of America

Allstate Record Distributing Company

Class Publishing Company

$1,499,900

9% Promissory Notes

8% Convertible Subordinated Debentures

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Sears, Roebuck & Co.

INVESTMENT/BANKERS

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TEL: 616-4072

HONOLULU

Those attending Don Ho's opening at the International Hotel in Las Vegas included Kimo McVay, employer of Ho to Kinaumakakumasi's former Mayor Neal S. Blasdel, entre- preneur Jack Ciona, and Stan (Buck) Mikchuk, who is directing Hawaii's "Hair" production, which opens Dec. 1 in the International's new Theatre Royale legit theater. The revue production in Ho's show was conceived by Buddy Fo, and choreographed by Fo's wife, Suni. The Vaih Brothers did a Jika Hotel one-nighter.

Tommy Sands may give a few folk concerts at the University of Hawaii, where he has been tak- ing classes. Pianist Clay Wheeler is heading to Portland for a date at John's Meatsmarket (a new restaurant). He then goes to Japan for another engagement.

Jeff Apuka, (Capitol) celebrated one year at the Royal Hawaiian Hotel Oct. 15. Mac Laski, local Capitol representative, presented Apuka with a lei fashioned from

(Continued on page 57)
They're into something else. They've got a new album, *Words And Music By Bob Dylan*. A musically powerful interpretation of some of Dylan's best music. From "Blowin' In The Wind" to "The Times They Are A-Changin'". The ROLLING STONE review tells a beautiful story: "In short I love this album and, as always, I love The Hollies. Listen to *Words And Music By Bob Dylan* for their part more than Dylan's and you're sure to be utterly knocked out. It's simple and happy rock and roll at its very best."

They also have a new single: "He Ain't Heavy, He's My Brother." And it's already in the top 10 in England.

And if listening to The Hollies isn't enough Hollies for you, see them do their new single on the Tom Jones show, November 13th.

ON EPIC RECORDS
Radio-TV programming

Single Launching Harder: PD

NASHVILLE — It's getting more and more difficult to launch a single today, believes Joe Sullivan, program director of WMAK Top 40 station here. "It's taking three and four weeks of airplay before we start picking up sales action from the record stores. Even on a record that last week became a hit big.

"Another thing that's happening is a hit like 'Sugar Sugar' by the Archies will sell forever. We'll call stores and find it's No. 6 in a week or two. Then if we keep buying it, another record that just hung around for another week was "Green River" by the Creedence Clearwater Revival.

To counteract the longevity of the records, WMAK begins to let them slip down its playlist early on. "The kids seem to be a little behind what listeners want to hear," Sullivan said.

"I may even drop it off the chart."

On the other hand, WMAK is giving special treatment to all new singles that it likes. "One record of a new title, I may keep it on the playlist four weeks to see if it has potential. It's the only way to know if a single, the kind that can be played during housewarming hours, ordinarily gets longer exposure on the playlist than a hard-rock record," Sullivan said.

Sets Aside Hour

WMAK has an hour set aside each night, called a "Power Hour," in which air personality Scott Shannon plays mostly new singles and album cuts. This program has been especially successful in bringing attention to potential singles from albums. Two weeks ago, "I Love You More Than You'll Ever Know" from the latest album by the Blood, Sweat & Tears was causing the album to sell faster than it had in Nashville, said Sullivan. "But Columbia won't release it as a single since that was the first group which featured Al Kooper."

The Blood, Sweat & Tears features David Clayton Thomas. When asked about a stylist of "never more than 50 records," Sullivan tries to hold it down to 30, plus the kids just keep records each week. He picks most of the new records himself, but he also has a "medium fast about giving new records without letting something I believe in... that I will be an out-and-out snob," between the stations. The taste is between two and five oldies an hour. Between 6-7 p.m. is all oldies as the show is "going over pretty well."

Sullivan said that WMAK has a few of the ingredients of a Drake-style station, "but I have some good personalities and I let them have their own characteristics. They're allowed to talk, as long as they don't go to great lengths."

**Staff Lineup**

WMAK's staff includes Dick Kent, Kevin, Gary Douglas, Allen Dennis, Shannon and Rick Stewart. Jerry Adams, until recently the sales manager, is now the general manager of the Top 40.

Sullivan began in radio in 1958 while still going to school. The station was WMSR in his hometown of Manchester, Tenn. Then he worked at WHG in 1960 in Tulahoma for a brief time before returning to WMSR for two more years, during which he also gained some sales experience. In 1963, he went to WAAY, Huntsville, Ala., for a year. He joined WKGN in 1964 and a year later was promoted to program director. "About that time, WKGN was going through program directors every three months," Sullivan said. "I benefited by their mistakes. In six months, we went to No. 1 and we were on the cover at our competition WNOX and it was a nip 'o' tuck battle, we stayed up there." When George Mooney, who owned WKGN, bought WMAK, Sullivan was sent to WMAK. That was November 1967. The format that WMAK is similar to the one Sullivan employed at WKGN. And, like WKGN, it's a winner.

**WNCI-FM Hip Rock at Night**

**COLUMBUS — WNCI-FM* Top 40 station in Columbus, Ohio, operated by Phil Sheridan, has launched nightly progressive rock programming. E. Karl Sullivan is the weekend host of the '9-1-1' p.m. show and Bob North hosts a midnight-2:30 a.m. program. Friday and Saturday night's progressive rock segments which Sullivan described as "the most optimistic programming in the country," was "fantastic," says Sheridan.

Progressive rock albums also get liberal exposure during the day, mixed in with singles, Sullivan said. "Our progressive rock programming has exceeded the most optimistic predictions." Ohio State University's 60,000 students are among the listeners.

**WMSM-FM Bows Package**

**CLEVELAND — WMSM-FM, a Metromedia station, launched its "Hit Parade '79" syndicated Top 40 package Nov. 7. The station formerly carried the "Alpha M.O.R. type of music and before that had tried live Top 40 programming. Ken Bows is general manager of WHK and WMSM-FM. He said that the new programming will be heralded by playing the "History of Progressive Rock" program. Both the program and the programming service from the Drake-Hannover operation in Los Angeles. The Parade package will be used only on nights. WMSM-FM will duplicate WHK the rest of the time.

**WIFC-FM in '40 Feature**

**WAUSA, Wis. — WIFC-FM, 100,000-watt stereo station, is now featuring Top 40 records, according to program director Cliff Thompson. The station, which is owned by the K-Mart Corporation, also has a very liberal in-house judging system. Thompson said, "at any in-house judging system. Thompson said, "at any position that I can find a better place to work and if a better place is found, I won't allow it to occur."

Now, the playlist of 60 single records is changing every three progressive rock, Thompson said. Station simulcasts with the AM sister facility except 6 a.m.-midnight. Staff includes music director Del Weaver, Tom Shannon and Dave Arwood.

**WBAI-FM in Part Stereo**

**NEW YORK — WBAI-FM, local listener-sponsored station, has launched part-time stereo broadcasting. Swimming alongside five weeks which depends on donations, cannot yet afford a stereo control board, but will be able to achieve complete stereo and one of its 2-track stereo tapes has recently been given a Grammy by the National Academy of Recording Arts and Sciences. Frank Millsap said. WBAI-FM features probably the most avant-garde programming in the nation. It has been responsible for the launching of many record artists, including Arlo Guthrie and Jerry Jeff Walker.

"UPBEAT" host Don Webber entertained a live audience at London Records on his nationally syndicated TV show. Alton was on a 26-city tour promoting his new album "For the Love of Mike."
Crazy Jeff digs music. He has headphones. He has records. He has tapes. He knows what a woofer does and he has a tweeter. Jeff has good taste. He always buys what he likes. He likes it for a week maybe. Most records get lost in the heap or somewhere in Jeff's head. But there are a few records that get better as time goes by: Crazy Jeff is clutching one. The new STEVE MILLER album. He plays it every day and begs for more. THE STEVE MILLER BAND. It's called YOUR SAVING GRACE and Crazy Jeff's On Capitol Record & Tape, woofer and
BALDWIN SOUND PRODUCTIONS, INC., P.O.: 717, 766-0787
The Master Men have recorded "Going To Get A New Love b/w Over and Over" on Master Productions. The producer was Master Productions, the engineer B. G. Kellum.

The Sas-Shades recorded "Electric Storms b/w Read Out." The engineer was R. Gene Ellesberger.

KALEIDOSCOPE MUSIC, Conn.—203-777-0282
Week of October 27-31
Chordwheed People cut Firm Reason, John's Song, Sydney and Chordwheed People for demo. Was produced by the group for A&A.

Goodhill cut six demo sides for Kaleidoscope Music, produced by Dave Sprer. Was produced by Dave Sprer for Goodhill.


Less Ends recorded two rock sides for release on Mendawood Records label. Songs were "Hey, Sweet Baby" and "I Love You." Produced by Al Bailey for BRB.

GRANT & MURTAUGH, New York—581-6000
(Mr. Grant reporting)

Honest Groove label was revamped, the producer was Bill Wurtzel. It was a TV spot recorded at Fine Recording.

American Airlines. The agency was D.D.E., the producer was Rosemary Berron. It was a radio spot recorded at Media Sound.

Cuba Cuba International. The agency was McCann-Erickson, the producer was Yen Vedro. It was a TV spot recorded at Fine Recording.

ARGIE FIELD PRODUCTION, Detroit—313-873-8900
(Jeff Parsons reporting)

Chevrolet "Big Rider." The agency was Campbell-Ewald. It was both TV and radio for Chevrolet and the Argie Field Studios.

Auto Show Display—A: Chevrolet. The singer was Lynn Campbell.

Robert Young was the DJ. Young was Louis Lewin, announcer was Meryl Zev. Produced by Gold and Rice.

CHARLES H. STERN reporting

Perry Botlik Jr. composing and arranging Santa Fe Railroad commercial for Post-Cereal Company.

Alice Messner composing and arranging for Crocker Bank's Cans on the Moog Synthesizer at his recording studio in Ves Hollywood.

Artie Butler composed and arranged a new theme for Idaho Potatoes.

Alan Capell doing a 1970s musical sound for Chevrolet.

NATIONAL RECORDING STUDIOS, Inc., New York—PL 7-6440
Edison Hall A&M Records recording "Albino Demon." The single is part of a forthcoming LP. It is a follow-up to their hit "Life and Death in C & A." It was recorded at Edison Hall. BORO and Max Frederick's recording Yellow Pages. Jules Lonas conducting music for Artie. Tom Dowey Productions in for Capitol.


Selling Sounds

Continued from page 28-B

EASY LISTENING

Nerwich, Conn. (WICH)

Beach, Cal. (KFWB)
"Leaves on a Juke Box," Frank Sinatra.

New York (WBAB)
"From Here to Eternity," Frank Sinatra.

South Lake Tahoe, Calif. (KONO-AM-FM)
"Rivers of Romance," Frank Sinatra.

Springdale, Ark. (KSYM-KPME-FM)
"Rockin' Robin Falls," Frank Sinatra.

Springfield, Mass. (WBSM)
"Tell Him You Love Me," Frank Sinatra.

"The Jet Song," The Beatles.

Continued on page 38

NOVEMBER 15, 1969, BILLBOARD
WHEN LAST SEEN DAVID BOWIE'S "SPACE ODDITY" (72949) WAS SKYROCKETING INTO THE TOP TEN CHARTS OF HOLLAND AND BRITAIN...RECENT REPORTS PLACE THIS FLYING DISC IN AMERICA...RELIABLE SOURCES INDICATE IT WILL TAKE OFF AT ANY MOMENT...

**HITS OF THE WORLD**

<table>
<thead>
<tr>
<th>BRITAIN</th>
<th>HOLLAND</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>This Week</strong></td>
<td><strong>Last Week</strong></td>
</tr>
<tr>
<td>1 11 SUGAR SUGAR—Archies (RCA)—Welbeck (Jeff Barry)</td>
<td>1 2 MY SPECIAL PRAYER—Percy Sledge (Atlantic)—Porrenngen</td>
</tr>
<tr>
<td>2 1 I'LL NEVER FALL IN LOVE AGAIN—Bobbie Gentry (Capitol)—Blue Seas/Jac (Ketho Herson)</td>
<td>2 1 BLOODY MARY—*Tom &amp; Dick (Philips)—Dayglow Music</td>
</tr>
<tr>
<td>3 3 I'M GONNA MAKE YOU MINE—Lou Christie (Buddah)—Kama Sutra (Lou Christie)</td>
<td>3 10 AIR—*Exeption (Philips)—Dayglow Music</td>
</tr>
<tr>
<td>4 2 JE T'AIME MOI NON PLUS—*Jane Birkin/Sege Gainsbourg (Major Minor)—Shapiro-Bernstein (Jack Baentock)</td>
<td>4 7 PASTORALE—*Liesbeth List &amp; Ramses Shaffy (Philips)—Altona</td>
</tr>
<tr>
<td>5 5 HE AIN'T HEAVY, HE'S MY BROTHER—Hoollies (Parlophone)—Cyril Shane (Ron Richards)</td>
<td>5 5 DEEP WATER—Grapefruit (RCA)</td>
</tr>
<tr>
<td>6 8 SPACE ODDITY—David Bowie (BF 1801)—(Essex) Gus Dudgeon</td>
<td>6 3 DON'T FORGET TO REMEMBER—Bee Gees (Polydor)—Dayglow Music</td>
</tr>
<tr>
<td>7 4 JE T'AIME MOI NON PLUS—Jane Birkin &amp; Serge Gainsbourg (AZ Records)—Dayglow Music</td>
<td>7 4 JE T'AIME MOI NON PLUS—Jane Birkin &amp; Serge Gainsbourg (AZ Records)—Dayglow Music</td>
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"Space Oddity" Produced by Gus Dudgeon
Published by Tro-Andover Music Inc. (ASCAP)
By CLAUDE HALL  
Radio-Video Editor  

In this issue is published for people interested in the Top 40 format. This issue of Radio TV Mart covers events in the Los Angeles broadcast market. Readers are invited to subscribe to the publication, and to list their stations. Something new is afoot. (Note: I'll hear a record on a radio station some- day. Since I'm going to list stations again. Since I'm going to list stations again.)

The FCC reports that radio revenues in 1968 were about $53.2 million, a 1.5 percent increase over 1967. Radio profits were $5 million, up 40 percent over 1967. FM stations again showed the greatest upward trend, reaching revenues of $53.2 million, up 1.5 percent over 1967. Independent FM stations owned more than those owned by AM stations in New York, Los Angeles, and Chicago, in that order. The biggest money makers were the New York market. Okay, how many deejays, program directors, and air checks got raised at the end of 1968?

Kent The Underground joins the Radio TV Mart family, with a new and exciting look. Kent and the Underground have been doing fine in the 16- to 34-year-old market. Kent adds an exciting new look to Radio TV Mart. Congratulations to Kent and his crew.
Joe South sings about people and the things they do to each other and to themselves. "Don't It Make You Want to Go Home" has passed "Go" and is on its way to the top of the chart game.

2592
**Radio-TV programming**

**Programming Aids**

- **Continued from page 34**
- **Springfield, Mo. (KTXS)**
  - Ray Sherman, Music Director
- **Batesville, Ark. (KBOY)**
  - Bud Byers, Manager
- **Boise, Idaho (KBOI)**
  - Don Rossark, Executive Vice President
- **Pueblo, Colo. (KQKB)**
  - Paul Bell, General Manager
- **Whitney has left WGLI**

**Budweiser Fest College Finals on Aug. 6-8**

**Fairfield, Ohio (WCNW)**
- Morris Wallace, Music Director
- **BP:** Steve Weinberg, Board of Trustees
- **Merc:** Bob Graham, General Manager
- **Publicrys:** Jim and George, Local United Artists
- **BP:** Tom Phillips, President
- **Publicrys:** Gentry, President
- **Majors:** Ted R.: Connie Brown, General Manager
- **BP:** Don & Donna Chapel, Owner

**Tubber, Calif. (KCBS-FM), Steven Behar, Music Director, Personality**
- **BP:** "No One Better Than You," Perilla Costa, Host
- **Majors:** C. Berman Bros., Little Big Horn, Captain

**Atlanta, Ga. (WSB)**
- Chris Foster, Music Director
- **BP:** "It's Our Favorite" Song, Capricorn A&M, BLF: "Let's Count," E. Joe White, Program Director
- **Majors:** Max Jeffs, President
- **BP:** Paul H. Davis, President, Music Director
- **Majors:** Phillip Norton, President
- **Majors:** Bob & Max, "World's Most Wonderful," Central Radio, BLF: "Hot Funk Week Valentine's," Don Wilson, President, "Everybody's Valentine," John Evans

**Kansas City, Mo./Ks. (KCKK)**
- J. Walter Mudd, Personality

**Blair, Neb. (KBOI)**
- Mike Todd, Program Director, Specialty
- **BP:** "Monday's Gonna Be a Good Day," Mike Todd, Program Director, Specialty

**RCA Issues Six Piano Recital LP's**

**New York — RCA is issuing six piano recital albums this month, including a two-LP Mozart package by Peter Serkin.**

In other piano sets, Alex Weissenberg plays Beethoven, David Benyamin plays Schubert and Beethoven, and Stavros Khefas plays romantic music and Liszt. Also being released is a special Christmas album featuring Morton Gould conducting the New Philharmonic Orchestra and the RCA Symphony.

The low price Victrola line has a new album of "Lucio Silla," a three-LP set with Carlo Felice Cillario conducting the Angelica Orchestra and the Polyphonic Church of Rome.

Harpistconcerto Gustav Leonhardt, baroque oboist Helmut Hume, who conducted the Collegium Aureum, are a C.P.E. Bach pairing, while pianist Liv Glaser offers a Greg Hastings.

Historic monaural-only Victrola sets include operatic recitals by tenor John McCormack and soprano Lily Pons, and a program of Beethoven, Mendelssohn and Handel performed by cellist Emanuel Feuerman, who transcribed the Handel and Fantasia is "Stacato," Pathé, and violinist William Primrose.

**Way to Debut in December**

**LEHIGH ACRE, Fla.—The 5,000-watt WJNO, West Palm Beach, should be ready to go on the air here early in December, reports George R. Oliviere. Type of programming has not yet been announced. Owner is Mr. and Mrs. George R. Oliviere.**

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**By GEOFFREY LINK**

**BUFFALO — The University of Buffalo's 12th annual folk festival (Oct. 23-26) offered a mixed bag of styles that ranged from Cajun music to country rock strands of Country Joe and the Fish. At least 5,000 attended the four days of concerts and free workshops, festively dining, Barry Oliver said. Gross receipts reached $12,000.

The Youngbloods were the hit of the opening concert Thursday night at Zoellner Arena, which attracted 2,000 persons to Pauley Ballroom. The RCA artists组 got the strongest reaction from their more pleasing country-rock styles around and Jesse Colin Young has developed into a fine vocalist.

Don Hicks and His Hot Licks, sans girls singers, followed Jefrey Cain, a local folk singer who gave an interestingly performed set with his Gainesville, Texas, group. Hicks, usually a pleasant, even performer, did not live up to the billing. The Sparks (Melrose Daniels) of P.O. Country Joe MacDonald with only guitarist Barry Melton left from the old group, rounded out the show with a set with his band, "Here in My Heart" and a song called "I'm a Kid in Philly." Al recalls, "any two years later I was back laying bricks."

Max Jones reports that the new show is expected to ever to play in Count Basie's band, Buck Clayton, won't be able to go on until early 1970 at best. Buck underwent lip surgery Sept. 18 and is hoping his chops will eventually return.

Tony Cordova, a Buffalo producer, just offered Tom Jones (of Big Maybelle) a new contract next year. But the Welsh singer, who just bought a $34,800 Rolls-Royce Silver Phantom to pair up with his $28,800 Rolls-Royce Silver Shadow, wants to think it over while he smashes down a diet of cheeses and Rhine wine. During a recent visit, he said, his wife, Linda, and 11-year-old son Mark lived in Paul New- man's apartment and roomed in sed- ciled Cloudy Wyoming.

**The Beach Boys are back swinging again. They'll sing for England's Princess Margaret Nov. 30 at Wembley along with two other acts, Marmalade and Grapefruit.**

Fast-rising Delaney & Bonnie not only are making it on disks here, but they'll be touring Europe in January. The group's guitarist, Eric Clapton. Bonne is from Illinois. Delaney is from Delaware. They are taking them Bobby Whitlock, guitarist of the Cream; Davie Mason, guitar; Jim Price, trumpet; Carl Randle, bass, and saxman Matt Abts, all of whom have been working in Hollywood together.

The "champagne lady" who was fired by Lawrence Welk for alleging Welk was drinking in Spokane after a five-year stint with the band, Natalie Nevins, feels that she was dismissed unfairly. She was ill, she says. But what her most serious problem was her inability to deliver a plate of home-made blueberry muffins, which she was too effective.

Now and devoted to the church, one-time record star Ethel Waters came out of retirement last fall to open the season of the Billy Graham Crusade. She sings only religious repertoire and delights in performing with him because, she emphasizes, "God don't sponsor flops."

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**Low Campus Concerts Offered**

**NEW YORK — Michael Brownlee, President of Campus Attractions, Inc., a division of the Coffee House Circuit, has created an integrated priced concert package to meet the demand for professional concerts of reasonable prices. He has developed a concert package package available to schools for a top of $1,100. Talent will be non-circuit performers who can be featured within the $1,100 budget.**
The Electric Indian Has No Reservations...
"LAND OF 1000 DANCES"
by THE ELECTRIC INDIAN
A FOLLOW-UP HIT TO "KEEM-O-SABE"
b/w "GERONIMO"
Produced by Len Barry & Tom Sellers for Marmaduke, Inc.
in cooperation with John Madara, Ltd.
Billboard SPECIAL SURVEY

SOUL LPs

BEST SELLING

Ace

Title Artist, Label, No. & Pub. on Chart

This Week Last Week

GREATEST HITS, VOLUME 2

1. TINA TURNER FEVER, Tami S 292

3. MARY JONES, Family S 881

GREATEST HITS

2. ARETHA FRANKLIN, Atlantic S 5827 (S)

4. THE MIRRORS, Soul S 9438 (S)

GREATEST HITS, VOLUME 1

3. MARVIN GAYE, Tamla S 5532 (S)

5. WILLIE NELSON, Epic S 855 (S)

GREATEST HITS, VOLUME 3

4. THE RAMONES, Sire S 679

6. TINA TURNER, Epic S 1529 (S)

GREATEST HITS

5. CHET ATKINS & THE Nitty Gritty Men, Capitol S 1932 (S)

7. PEGGY LEE, ABC-Paramount S 2821 (S)

SPECIAL SURVEY

SOUL SAUCE

BEST NEW RECORD OF THE WEEK:

"I Can't See You No More"

JOE TEX

(Atlantic)

by Ed Ochs

Soul Sauce

SOUL SLICES: "I wish them the very best of luck," said Eddie Holland about the Supremes, who, like Holland-Dozier-Holland, are now a trio without Diana Ross. Miss Ross, breaking loose as a solo performer, will be spotlighted by Jean Terrell, sister of former heavy-weights boxer, Ernie Terrell, who will join Mary Wilson and Cindy Birdsong to make the "new" Supremes. Diana Ross & the Supremes will be headlining their own television special with the Temptations on NBC, Wednesday (12). Their last TV appearance as a group will be on "Ed Shaughnessy Show" on CBS, Dec. 23. Sound predicts the split last year. . . . Holland-Dozier-Holland, now the new soul pioneers with their Invictus label, are proud of their hit-making habits with the Supremes and called Soul Sauce to voice a hope for continued high group and vitamin sales. Ray Charles' Tangerine label is reading releases from the Juclettes with Ike & Tina Turner called "Soul'd Out"; Percy Mayfield's "Bought Blues" and an LP from Wild Bill Davis. . . . Jazz composer Quincy Jones, jet-set novelist Harold Robbins and bassist Ray Brown have formed Symbolic Records in Los Angeles. . . . Clarence Carter appeared at Ellis Auditorium in Memphis last week to promote his new disk, "I Smell a Rat," with a $5,000 piece of imitation cheese and an artificial rat. The blurring synth and soul of Clarence Carter, though. He's got soul. . . . A powerful new album by the Mirettes on Uni—"Whirlpool". . . . Next from Wilson Pickett: "Keep Me Hangin' On," on Atlantic. . . . Gamble & Huff have recorded the Sweet Inspirations in Philadelphia. Other Atlantic disk hopes include hot items from Otis Redding's "I Love You" on Darak, Walter Jackson's "Anyway That You Want Me" on Cotillion, J. P. Robinson's "You Got Your Thing on a String," and Aretha Franklin's "Rocketeer". . . . Motown is 1-2-3 on the soul chart with Stevie Wonder's "Yester-Me-Yester-You Yesterday" threatening to top them all. . . . The National Assn. of Black Students (NABIS) has formed Talent Scout, Inc., to deal exclusively with soul artists for college campus concerts. . . . GRT Records has moved into the soul picture with Sam Taylor & the "Stingers," who with B. King will tape ABC-TV's "Music Scene" and join the Rolling Stones on their U.S. tour. The tour will bring King to Madison Square Garden, Nov. 27-28. Ike & Tina Turner will split the Stones bill. . . . Miltis has signed the Blues Busters. . . . Atlantic is sending one of the strongest soul packages ever to Europe in January. Opening at London's Royal Albert Hall on Jan. 22 will be Sam & Dave, Joe Tex and Clarence Carter. The package will bring soul to Japan later in the tour.

FILLETs of SOUL: Stax Volt is chasing the "Oh Happy Day" rainbow to prove the Edwards Hawkins Singers' "miracle" was really the start of a trend. Though the pop-gospel movement did in a flurry of covers and imitations, "Hello Sunshine," by Rev. Macco Woods & the Christian Tabernacle Baptist Church Choir should revive the sound of gospel on the charts. . . . Soul Sauce was telephoned to last week for labeling the Supremes as "sinking." They are not sinking. In fact, "Someday We'll Be Together," is a national bestseller, and Don Owens, Billboard's crack chart diagnostician assures us that the Supremes are more popular than ever, picking up heavy album sales and maintaining a chart pace that their singles don't reveal. They are treading holy water perhaps, but they're not sinking. . . . Reggie Lavon has been named vice-president of Stax marketing for Capitol, now going soul in a big way. Little Anthony and the Imperials, United Artists' last champions, have formed a production-management company, while songwriter Rudy Clark ("Shooop, Shooop Song," "If You Gotta Make a Fool of Somebody," "Good Lovin'") has opened his own publishing firm, Rudy Clark Songs. . . . Stax is reading Dave Porter, the other half of the Isaac Hayes-Dave Porter writing-producing team, in composing his own solo effort in Memphis. . . . New Ruby Winters: "Gurus Who," on Diamond. . . . Motown's Jackson Five has debuted in hit fashion with "I Want You Back." . . . Believe it or not—a new James Brown: " Ain't It Funky Now (Part 1)." . . . New Chuck Berry: "I Polo Dark in There." on Mercury. Maxine Brown's new "We'll Cry Together" album is new from Commonwealth United, will make a TV and club tour of England, beginning Dec. 6. . . . SSS has launched the Valentines with "Gotta Get Yourself Together," which is good advice anytime. . . . Write and read Soul Sauce. Edmond Edwards of Columbia Records reads Soul Sauce. Do You?
Eddie Harris, second from right, Atlantic's jazz saxist, cuts the cake at a recent birthday party for the artist at the Village Gate in New York where he was performing. His latest album, "Swiss Movement," recorded live with Les McCann at the Montreux Jazz Festival, was released last week. The party was attended by, left to right, manager Mary Lagunoff, Anita O'Day, Harris and Mrs. Harris, as well as local deejays and label executives.

**Foxx Signed by Decca**

NASHVILLE — Russell-Ca- son Productions and Decca have concluded arrangements for the signing of a group featuring the Foxx. The Foxx is the first contemporary group to be signed by Decca's Nashville office. Larry Bauhan, Southern re-gional promotion manager for Decca, said, "The signing of the Foxx is the first important step in a new trend by the major record companies to cultivate the potential pop talent originating from Nashville.\n
Buzz Cason will produce the Foxx and has planned a new project for the group. Cason feels that the Foxx will present a major contribution to the industry in 1970. He is working with Bauhan to set up promotion and personal appearance tour that will coincide with the Foxx's first release in January. The group consists of Pepper Martin, Al Perkins, "Little Joe" Martin and Butch Bourque. The Foxx will be here for the next three weeks musical on their LP.

**Kenton Solo U.S. Rep at Berlin Fest**

NEW YORK — Orchestra leader Stan Kenton has received the lone invitation to represent the U.S. at the Berlin Jazz Festival on Nov. 5-8, when that country honors Duke El-lington. Kenton will play a medley of Ellington's hits on the piano in addition to conducting the Berlin Jazz Orchestra, playing his own arrangements, in a musical tribute to Ellington, who is celebrating his 70th birthday this year.

**Best Selling Soul Singles**

This Week | Last Week | Title Art/C Label No. & Pub Weeks on Chart
--- | --- | --- | --- | ---
1 | 1 | BABY, I'M FOR REAL Original Soul 25066 (Jubilee, BMI) 8
2 | 2 | I CAN'T GET YOU TO TEMPTATION, Gov't 39503 (Jubilee, BMI) 12
3 | 12 | GOING IN CIRCLES Friend of Fania RCA 742024 (Pepycco, BMI) 12
4 | 5 | LET'S HAVE SOME IN AND DO THE POP CORN (Part I) James Brown, King 6235 (Oriental, BMI) 9
5 | 4 | RAPED IN MOTION Mot & Tim, Bamboo 107 (Rochard-Parkhill, BMI) 5
6 | 3 | THAT'S THE WAY LOVE IS Marvin Gaye, Tamla S 95 (Jewel, BMI) 11
7 | 7 | CRUMBS OFF THE TABLE Glass House, Invites 9071 (Soul Fortune, BMI) 8
8 | 9 | GIRLS IT Ain'T EASY The Martha. & Vineam 6902 (Gold Factory, BMI) 6
9 | 8 | I KNOW I'M YOUNG AND FELLOW Gryllid Green, SG 5143 (Avon, BMI) 12
10 | 6 | DON' I'VE THING Coretta Carter, Atlantic 2600 (Fame, BMI) 12
11 | 11 | SAY YOU LOVE ME IMPRESSIONS, Creations 7466 (Curtom, BMI) 9
12 | 2 | YESTER-ME YESTER-YOU YESTER-DAY Stevie Van Stol, ASCAP 14
13 | 7 | YOU PAID THE PRICE Gloria Taylor, Silver Fox 134 (Murfey, BMI) 12
14 | 10 | YOU'VE LOST THAT LOVING FEELING The Righteous, Heritage 1520 (Westwood, BMI) 10
15 | 12 | HOT FUN IN THE SUMMERTIME Sly & The Family Stone, Epic 51947 (Sly & the Family Stone, BMI) 11
16 | 24 | FRIENDSHIP TRAIN Train, Soul Power & The Po, Soul 35086 (Jubilee, BMI) 2
17 | 17 | LITTLE BOY BE IN LOVE 5 Starlings & Noble, Creations 45 (Jubilee, BMI) 12
18 | 21 | JUST A LITTLE LOVE B. B. King, Vogue 61026 (Pepycco, BMI) 16
19 | 22 | I THINK I'M IN LOVE Tony Orlando & Dawn, Soul 5030 (Bridge, ASCAP) 9
20 | 23 | THESE EYES Joe Walker & The All Stars, Soul 35062 (Dubover, BMI) 12
21 | 18 | TAKE A LETTER MARIA K. B. Granville, Alfa 6744 (Murfey, BMI) 12
22 | 26 | BAD CONDITIONS Talia & The Brainogs, Soul 3504 (Jewel, BMI) 12
23 | 23 | LET A WOMAN BE A WOMAN—LETA BE A MAN—LET A WOMAN BE A MAN (Drive-In/Weekend, BMI) 14
24 | 29 | WHAT'S THE USE OF BREAKING UP Jerry Butler, Mercury 72692 (Associated/ Parkway, BMI) 12
25 | 19 | WALK ON BY 11th Wave, Enterprise 9003 (Jot/Blue Sea, BMI) 11

**Billboard Special Survey**

This Week | Last Week | Title Art/C, Label No. & Pub Weeks on Chart
--- | --- | --- | ---
1 | 30 | IT'S HARD TO GET ALONG Don Simon, Standard Stage 7224 (Hit Power, BMI) 4
2 | 27 | POOR MAN Little Alton, Checker 1221 (Checker, BMI) 7
3 | 28 | WE'LL CRY TOGETHER Masque Brown, Commonwealth United 3001 (McCoy-Cherry, BMI) 8
4 | 31 | (Sittin On) THE DOCK OF THE BAY (Diat, Label 5508 at/Time/Rockwell, BMI) 2
5 | 35 | WHY IS THE WINE SWEETER (On the Other Side) Eddie Floyd, Stax 0051 (East-Memphis, BMI) 2
6 | 36 | AFTER YOU Buffy Askin, Brunswick 75542 (Derek/BMI, BMI) 4
7 | 37 | SOMEDAY WE'LL BE TOGETHER Supreme & Vidae, Wyman 1156 (Jubilee, BMI) 2
8 | 38 | CAN'T TAKE MY EYES OFF YOU Nancy Wilson, Capitol 2844 (Columbia/Stereo Four, BMI) 4
9 | 39 | MUST BE YOUR THING Charles Wright & Watts, 1025 Street Rubber Bands, Warner Bros./A & M 7288 (Good Forever, BMI) 4
10 | 40 | NA NA HEY KISS HIM GOODBYE Stepp, Fantasia 1667 (ABC/Little Melody, BMI) 4
11 | 30 | MY BABE Willie Nelson, MG 2510 (ABC, BMI) 5
12 | 39 | DON'T WALK AWAY Alex & Queen, Tack Bead 610 (Bright-Green, BMI) 4
13 | 41 | DRY SPELL Meters, Motown 1781 (MCI, BMI) 3
14 | 42 | WEDDING BELL BLUES 11th Wave, Enterprise 379 (Funk, BMI) 3
15 | 42 | HOW CAN I TELL MOM & DAD Gene Pitney, Stax 723 (West-Coast Records, BMI) 4
16 | 43 | WE GOT LATIN SOUL Wilson Pickett, Uni 35068 (Lytton, BMI) 4
17 | 45 | I'M NOT SO LOST Mary Jo, Stax 35068 (Lytton, BMI) 4
18 | 44 | BRANDED BAD O'Zaroy, Neapolit 19 (Associated, ASCAP) 2
19 | 40 | HOW I MISS YOU Baby Baby, Tamla 5187 (Jobete, BMI) 4
20 | 46 | I'M A FRIEND—RIGHT ON Herbie Mann, Atlantic 2671 (Warner, BMI) 3
21 | 52 | HURRY CHANGE Tenion Stephens, Arco 2076 (K/Turn/lyman/Fedman, BMI) 2
22 | 47 | MY LUCKY DAY Frankie Newborn, CDP 515 (Soul-Music, BMI) 2
23 | 49 | WHAT'S GOIN ONpunkin' WHITE LABEL 120 Proof Aged in Soul, Hot Wax 004B (Gold Pounder, BMI) 2

**Looking for Talent**

**International Talent Edition**

**Billboard International Talent Edition has the ANSWER**

**continued from page 28**

The New Kick, the Californians and Edna Pearson to Capitol. The New Kick is headed by Gail Da Creus, for- merly with the New Christy Minstrels. The Geneva Convention.

**Texas U Lab Band**

To play in Montreux ARLINGTON, Texas — An invitation to perform at the International Jazz Festival at Montreux, Switzerland, June 17-21, has been accepted by the University of Texas' Arlington Lab Band. The participation by the Lab Band will be possible after funds necessary for transportation have been acquired. The festival will include a full board for the band for three days and a professionally produced stereo recording of the band's performance.

**Soul Signings**

* Continued from page 28


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"JEALOUS FEELING" b/w "I'M GOOD FOR YOU"

Produced by Don Costa & Bob Morgan

COMING SOON — DICK JENSEN'S "WHITE HOT SOUL" ALBUM PROBE CPLP 4512

SINGLE RECORD #468
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FOR SALE

APMEX S-3300 FOUR TRACK HIGH-SPEED TAPE DUPLICATING SYSTEM


COLLECTORS BAR & BAR. TO BE SOLD,

in new, unopened séa°n. with Record

Bruce, Johnny, Cassettes and Box 1339, Room 211, 251 Avenue, New York, N. Y. 10011.

LARGE STOCK OF POLKA, COUNTRY,

or rock n' roll records from nowhere. $20 per box.

SEND $5.00 TO COVER COST. M. D. New York, N. Y. 10037.

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ELLEN'S FAMOUS 6 WEEK COURSE for the first female professional female voice. Read: "The Voice of the Century," Ellen's 500 page book for first class, $2.50. Also, 600 page "Complete Vocal Training - Learn With PROOF," $5.00. Total $9.50. Send check or money order to: Ellen S. Grant, 1312 227th Street, Nevis, Minn. 56567. (For all who want a voice.)

ENGLISH

ABBEY ROAD/BEATLES. LATEST 16Lp with 15 new songs, or any other Epcor, Beatles, related items. $150. Write: Record Centre, Tuckahoe, NY 10707.

CHECZOSLOVAKIA

WANT TO EXCHANGE CECHE CLASSICS for American and English only. Address: Mr. Milan C. Cepulski, Box 4613, 5452 Grover, Cincinnati, Ohio.

CZECHOSLOVAKIA

Classified Advertising Department

BILLBOARD MAGAZINE

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NOVEMBER 15, 1969, BILLBOARD

144
Royalty Controls Corporation

offering unique services to recording artists

Announcing the formation of Royalty Controls Corporation, a service organization which will engage in the business of auditing record companies in behalf of recording artists, record producers and music publishers.

Royalty Controls Corporation will examine and verify the appropriate books of account and financial records of record companies to ascertain whether the statements of royalties reported are correct. The company will render these services at low cost to its clients, made possible by specializing in this type of services and the application of computer audit techniques.

CONTACT: HAROLD A. THAU, (212) 233-0317
ROYALTY CONTROLS CORPORATION · 55 LIBERTY STREET · NEW YORK, NEW YORK 10005
Aeolian Merchandising Plan
For Player Pianos and Rolls

About 1,200 dealers now sell the units, according to Ernie Sampson, general merchandising manager, who said pianos will be the main thrust of Aeolian's total merchandising plans. Lembke and Sampson both came to Aeolian from Seeburg Corp.

Aeolian player piano specialists, Robert Hoymann and Howard Nierman, described the two-point sales approach: "The player piano fits right in with the Pianola market making an ideal instrument in the home. Additionally, the home owner, the man who pays the bills, can justify the expense of a piano for his children when he sees that he can fun with the instrument, too." Hoymann views the automatic piano as an important participation instrument. Foot pedals and hand controls allow people to vary the tempo, bass, treble and volume. Other controls allow for five key changes and a "rinky-tink" sound through use of a Ukuleno accordion.

Aeolian makes five brands of player pianos. All can be operated manually or electrically. The Pianola model is a 64-note instrument retailing for $995. More deluxe models have 88 keys and retail from $1,452 on up. Wurlitzer and Kimball are the only two manufacturers of player pianos and QRS and Mel-O-Dee are the two other manufacturers of player pianos. Hoymann estimates that there are around 3,000 piano roll titles available now.

Hoymann foresees technical breakthroughs in the production of piano rolls. He said present technology allows for the production of 26 rolls every 20 minutes. This would include such processes as tagging, printing and controlling of the film.

The rolls are packed in boxes 12 in. long, 2 in. square. A 4 x 12 package allows dealers to display player pianos and point of sale material for rolls and is studying a marketing arrangement that will accommodate a return privilege. "The obsolete nature of the product is not a factor," Hoymann said. Aeolian releases about 13 titles a month now. Rolls are primarily 2 to 3 minutes long but some are long-playing (15 to 6 minutes) and others, such as dinner music selections, run as long as 9 minutes.

Aeolian is discussing a program with Peter Nero with the idea of producing rolls that capture the individual flavor and style of well known popular personalities. The possibility of bringing out records featuring popular musicians using the player piano. An instruction program is also being designed that would utilize instruction piano rolls.

Sampson said that some of its franchised dealers have now decided to specialize in player pianos. An example: Duffy's Music, Putnads Park, N.J., a store carrying only player pianos and stocking every available player piano. Aeolian will display player pianos at the National Association of Music Merchants shows in Los Angeles and Miami and at the American Music Dealers Industry Exhibit in Las Vegas next year.

Phinney: CMI at AMDIE

Phinney said 121 exhibitors participated in AMDIE's first show last year. "CMI was not one of those exhibitors. They had a wait and see attitude. CMI, as well as a number of other companies, saw the interest the show generated last year with Las Vegas residents and Western dealers. "Opening the 1970 show to the public will give the manufacturers a first-hand idea of how his products go over with the buying public. It will also show how dealers receive products because very often the public motivates the dealer's interest in an item." The public will see the show Sunday, April 26, opening day.

Phinney said he has not mailed exhibitor contract. "Our prospects for exhibitors are better this year," he boasted. He said he was mailing free AMDIE memberships to 10,000 music instrument businessmen and that is tour of the country will conclude in February.

Merson Adds Lighting Units

HOLLYWOOD — Merson Musical Products Corp. will distribute the complete line of Acentulite Lighting Systems to dealers as a new line of accessories for a colored strobe light effect to $450 for the Kaleidocolor system; which is a completely professional unit that simulates a master spot with a color wheel. Also available are models which produce dancing shadows, foot lights and stage spots.

ENDORSEMENTS

Jimm Hendrix and Vine Martell have signed endorsement contracts with Merson Musical Products Corporation, manufacturers of guitars, organs, and amplifiers.

NAMM Signs 29 Exhibitors For Western

CHICAGO—More than half of the 91 booths at the National Association of Music Merchants (NAMM) Western Seminar and Exhibits program have been taken. The program will be held from April 12-14 in Los Angeles.

The 29 exhibitors have signed for 47 of the booths. The booths are 10 x 10 square feet in area. Three larger meeting rooms will be converted to exhibit space.

There will also be a demonstration area. Exhibit hours will be from noon to 5 p.m. No special programs, seminars or events may be conducted during these hours. This marks the first time an exhibit program has been included with a regional seminar sponsored by NAMM.

The exhibitors include:


NEW Electric Merson Bass

WESTBURY, N. Y.—Two new electric basses are available from Merson Musical Products Corporation, the Talon 1810 and the Univos 1800B. The Tempo features two pickups and has a double cutaway thin body with triple bond edges. The suggested list price is $129.95. The Univos is a two pickup solid body bass featuring pickup selector switches, individual metal tuning units and lists for $77.50. Cases for each list price at $15.

THE BOSSA NOVA, an electric, single cutaway classic-style guitar, is new from Gibson. It is a hollow, full-size, flat-top designed guitar with traditional pointed headstock and classic neck. The body dimensions are approximately 20 inches long, 16 inches wide, and five inches deep. The neck is two inches wide at the first fret. Four different storage cases are available.

THIN, ARCHTOP, semihollow body, with a double Venetian cutaway characteristics the new Gib- son ES-340TD. It has twin humbucking pickups with a single master treble and bass blend control. The body is 16 inches wide, 19 inches long, and 1½ inches deep. It has a Brazilian rosewood fingerboard with miniaturized pickguard inlays.
In China this means "Happiness.
It is the "foo" of Foochow,
the City of Happiness.
Leisure Sight & Sound inc.

75 EAST 55th ST. NEW YORK 10022/Phone (212) 466-1266

October 14, 1969

Mr. Ronald Willman, Advertising Manager
Billboard Publications, Inc.
165 West 46th Street
New York, N.Y. 10006

Dear Ron:

I would like to bring to your attention the tremendous response we have received from the Leisure Sight & Sound, Inc. advertisements in Billboard magazine.

To date 1123 replies have been directed to our office from every state in the union and thirty-six foreign countries.

I wish to thank you, Lee Lebowitz and your staff for your able assistance in our advertising plans.

Fondest personal regards,

LEISURE SIGHT & SOUND, INC.

[Signature]

Larry Sikora
President

LS:sw

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BILLBOARD MEANS BUSINESS
Gettin' it together

Tune in NBC-TV Wednesday, November 12, 1969 at 9:00 PM (EST) for the TV Spectacular of the season:

ON BROADWAY

(Remember TCB?)
BILBOARD Album Reviews
NOVEMBER 15, 1969

CLASSICAL
WALTER CARLOS-
Tecno-Miniature: Music Produced by a New Process
Capital LP 431 (s)

The White Paper on Electronic Music, Walter Carlos presents the first
musical piece to be composed entirely by an electronic process. This
is a new and revolutionary approach to music, and it is certain to
attract the attention of all lovers of music.

POD
JOHNNY WINTER-
Second Winter
Columbia KC 3547

Walter Winter hits the LP charts with his second Columbia offering. It
is a long-awaited record that will surely please the fans of his previous
recordings. The album features a variety of genres, including blues,
rock, and country, and it is certain to attract a wide audience.

POD
JOHN AND YOKO-
Wedding Album
Apple 3XAXA 3501 (S)

A wedding album that is unlike anything you have heard before. This
album features a variety of genres, including rock, pop, and classical.
It is a true reflection of the couple's love and commitment to each other.

POD
STEVE MILLER BAND-
Fly Like an Eagle
Capitol 3641 (S)

The Steve Miller Band is back with their third album, Fly Like an Eagle.
It features a variety of genres, including rock, pop, and country.
It is a true reflection of the band's musical style and is certain to
please fans of all ages.

POD
B. J. THOMAS-
COLORS
Columbia KCS 723 (S)

This album features a variety of genres, including rock, pop, and country.
It is a true reflection of the artist's musical style and is certain to
please fans of all ages.

POD
THE SYRACUSS-
The Ballad of Easy Rider
Columbia CS 9925 (S)

This album features a variety of genres, including rock, pop, and country.
It is a true reflection of the artist's musical style and is certain to
please fans of all ages.

POD
VAN ALLEN-
The Whisky Whoosh
Gitan LP 3001 (S)

This album features a variety of genres, including rock, pop, and country.
It is a true reflection of the artist's musical style and is certain to
please fans of all ages.

POD
CHRISTIAN MUSLIM-
The Christian Muslim
Soul Jazz LP 387 (S)

This album features a variety of genres, including rock, pop, and country.
It is a true reflection of the artist's musical style and is certain to
please fans of all ages.

POD
HERB ALPERT & THE TIJUANA BRASS-
The Brass Are Coming
A & M LP 305 (S)

Herb Alpert and his "Crazy" band through to the charts again with this
new album, "The Brass Are Coming." It features a variety of genres,
including rock, pop, and country, and it is certain to please fans of
all ages.

CLASSICAL
WALTER CARLOS-
Electronic Linkages: The Organ in Sight and Sound
Emerson 1005

"This is Walter Carlos' first recording of his electronic organ. It
is a masterful piece of work that is certain to please fans of all ages.

POD
SCHUMANN-
Piano Quintet/ Piano Quartet/ The Three String Quartets
Breuer's Op. 25 / Juilliard String Quartet

This album features a variety of genres, including rock, pop, and country.
It is a true reflection of the artist's musical style and is certain to
please fans of all ages.

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The Christian Muslim
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New From England:

Pink Floyd
Edgar Broughton Band
Third Ear Band
Panama Limited Jug Band
Shirley & Dolly Collins

Harvest is Here!
Ummagumma is not a brand of mountain plow. It's a brand of Pink Floyd. Contrary to popular opinion, Cyrus McCormick did not invent the Wasa Wasa. Edgar Broughton did. Alchemy is no fraud. It's the "Third Ear" creating gold by magic. This is a new HARVEST season that has nothing to do with traditional notions of reaping and sowing. Think about HARVEST as Malcolm does: as something nice and summery and friendly.

Malcolm Jones is the twenty-three year old master of the HARVEST label. With the support and backing of EMI, Malcolm created a residence for music from groups called "underground" and "experimental." In a short time, HARVEST has become something of a family: a home for quality avant-garde music of all kinds. HARVEST comes from England.* Here in the U.S. we now have a glimpse of what's really happening over there:

"UMMAGUMMA": A two-record set by the Pink Floyd, one of England's top groups (and also very popular in the United States). Pink Floyd creates a sound that could be called "extra-terrestrial." The group believes its music should be useful and living. It is. All that and the title, UMMAGUMMA. We don't know what it means either. (perhaps, two for the price of one).
"WASA WASA": Wasa Wasa is Eskimo for "from far away" which in this case means far away ahead of the time. The Edgar Broughton Band consists of three young men and a manager who is Edgar's mom. Like all the others on HARVEST, the Broughton Band has enjoyed immense popularity in England. Probably because of tunes like, "Death of an Electric Citizen." You'll hear a lot of it.

"ALCHEMY": There isn't another group in the world that sounds like The Third Ear Band. They use instruments like Egyptian tabla, oboe, violin, viola, and cello. The sound is unforgettable, hypnotic, and magic. The Third Ear Band has played to huge audiences in London, and the effect has always been the same. Thousands mesmerized... which isn't easy these days.

"ANTHEMS IN EDEN": Shirley and Dolly Collins have collected traditional material from times past, using medieval instrumentation. Together, they make music which provides a unique experience; music that has been called, "primordial English pop." Consider the rebec, the sackbut, the crumhorn and rackett. If you've never heard them before, they're here now. Instruments on "Anthems in Eden."
WATCH FOR ONE ENGLISH HARVEST AFTER ANOTHER.
For now, a Happy Thanksgiving and a cheery UMAGUMMA to you all.
EMI's HARVEST label.
From Malcolm and the family.
**From The Music Capitals of the World**

*(DOMESTIC)*

**Continued from page 28**

his "Big Sur Country" Capitol single. Bill Murata, formerly with L & A Records in Los Angeles, has formed a new company, Denby Records. tick, for Murata's debut on the Jive label.

The Surfers, Deco foursome, plan a month's vacation in Novem-

ber. They return to the Country Club in December. -The Jefferson Airplane-two-night Oct. 17 and 18 at the Civic Auditorium had the added benefit of Michael McKean's Headlights, Carmen Michaela of the St. S. Surfline, in cabaret for 10 days, starting Oct. 20.

Anna Lee, formerly with the Ka-

hala Hippos, appears for one week at the Konu Hilton on the Big

Island. AllShonen, who produces two shows Oct. 19 at the Kahala

Hilton's Hala Terrace. -Dany Kahn, former head of promotion at

the Hula Tower-agrees to step out of the Hala Terrace-to rest and plan a new show. In his ob-

served, Henry Mancini has hired him to compose the score over.

WAYNIE HARADA

**LAS VEGAS**

Don Ho sparked a flurry in southern Nevada by including on-

stage, "Can't Be Satisfied," his version of a song from his hit album of the same title. He is accompanied by a ukulele, a songbook provided by the honky-tonk king himself.

"I'll Dance to the Moonlight Blues" and "Top of the World" are nearly sold out for the 40-week run. Bill Melendez's "It's Here" and "The Walls Have Ears" are two other popular songs.

At Charming Palace, Los Angeles, the RCA Records artists are enjoying the glow of the summer months. A new line-up of performers, including James Brown, has been added to the schedule.

Lea, Miss America, will be back in town on Oct. 20 to promote her latest album, "If We're Gonna Dance."

**Talent**

The publishing companies in New York City are making a major push to promote their newest artists. Derek Martin and Arthur Ferrone are forming a new company, the Martin and Ferrone Publishing Company. The duo, who have worked with numerous artists, plan to focus on emerging talents in the music industry.

Micky Finn is the new partner at Morgan, Brown, and Ferrone. He has the resources and industry connections to help launch new acts. "I'm looking for young, talented people who have the potential to become major stars," he said.

**RCA Records**

The RCA Records artists are enjoying a busy month with a series of special events and promotions. The label is releasing a new album by The Beach Boys, which features a remake of their classic hit, "Surf's Up."

**Jerry Lee Lewis**

The legendary rock 'n' roll musician has signed with RCA Records, the label announced yesterday. The deal is said to be worth millions of dollars over a multi-year period.

**ELIOT TIEGEL**

The New York-based music manager has signed a new artist to his label, Tige Records. The artist, known for his soulful vocals and thought-provoking lyrics, is expected to make a big impact in the music industry.

**Maxine Sullivan**

The jazz singer has signed a new record deal with RCA Records. She is scheduled to release her next album in the spring. "I'm really excited about working with RCA," she said. "Their track record for promoting new talent is second to none."
Rock Group's Power Challenge to Drummer

By GEORGE KNEMEYER

CHICAGO—Mick Avory of the Kinks, who is known for his drum sound, pounding and slashing, trying to be heard above the din of the five uniforms used by the other three members of the Reprise Records recording group.

"It's just a big thing, a sound on stage. The guitar amps make it difficult sometimes to hear yourself play," he said. This is a major problem of rock music drummers, to be heard, they have to play "loud, bold figures." There is little chance of using soft, subtle effects.

"You don't have to play as loud in the studio," he said. "It's much quieter, although you have to be more careful than when you're loud.

Drummers. To a three members of a major problem.

CHICAGO

"You get difficulties sometimes trying to play loud, and you may have to be very careful when you're loud." This is a major problem for rock music drummers, to be heard, they have to play "loud, bold figures." There is little chance of using soft, subtle effects.

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"You don't have to play as loud in the studio," he said. "It's much quieter, although you have to be more careful than when you're loud.

Drummers. To a three members of a major problem.

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"It's just a big thing, a sound on stage. The guitar amp..."
JOE JEFFREY—My Pledge of Love. Ward WOS 660 (S).

Jeffrey made a dent on the No. 100 with his "Pledge of Love," which was a hit on this follow-up LP, including his latest re- lations, and each year it is a sparkling holiday gift. It features "Suzie," "Spool & Aways," and a standout rendition of "The Chances of Lov- ing You."

FLEETWOOD MAC—Fleet. Reprise RS 6260 (S).

Strong British blues group recently signed to Reprise who already have a No. 1 hit this year. This album gives a good sample of their blues-with-a-British-ex- cept style of playing and shows that they have assimilated the rock-blues sounds well. The quintet have done a short tour of the U.S. and that should help sales of this album.

GLEN YARBOROUGH—Yarbrough. Capitol CP 19 (S).

A rich baritone, Yarbrough offers a vocal interpretation of the British rock sounds which is not bad at all. Backed by his own band, he drives through traditional blues with workshy like "Eighty-six". denim overalls. He adds a raucous up-tempo to his vocal chords as well. Yarbrough adds more than an imperfection to the femole rock ranks.

GLEN YARBOROUGH—Yarbrough. Capitol CP 19 (S).

Yarbrough's distinctive tenor voice is driven through an assortment of styles, including "Don't Believe in Magic," "Walking Down the Line," "Lightfoot's" "Riddle of Darkness," "Haven's" "The Harlot's Waltz" and "Everyday". A neat, crisp piano & drums in a pop format. As a follow-up of Yarbrough, this album is a pleasant surprise, indeed and is beautifully performed.

GLEN GAY—With the Sunshine In. Seagram SP 379 (S).

Greg's move to the Stax label proves to be his most commercial outing yet. His hit-at-home with some of today's top names as evidenced by his treatment of "Speaker's Wheel," the title tune and "Like a Rolling Stone." His single, "From Atlanta to Goodbye," is a real hit. "If You Must Leave My Life" are standouts.

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did Judas really talk to you, or did you put the whole world on!?”
TOUCHING YOU...TOUCHING ME

Side One
1. Everybody's Talkin' 3:46
   Fred Neil/3rd Story Music B.M.I.
2. Mr. Bojangles 4:53
   Jerry Jeff Walker/Colition Music Inc./Dadel Music B.M.I.
**3. Smokey Lady 2:40
   Neil Diamond/Prophet Music Inc. B.M.I.
**4. Holly Holy 3:40
   Neil Diamond/Prophet Music Inc. B.M.I.
*Produced by Tom Catalano **Produced by Tom Catalano and Tommy Cogbill

Side Two
1. Both Sides Now 3:30
**2. And The Singer Sings His Song 3:37
   Neil Diamond/Prophet Music Inc. B.M.I.
**3. Ain't No Way 2:41
   Neil Diamond/Prophet Music Inc. B.M.I.
**4. New York Boy 2:38
   Neil Diamond/Prophet Music Inc. B.M.I.
**5. Until It's Time For You To Go 3:29
   Buffy Sainte-Marie/Gypsy Boy Music Inc. ASCAP
*Produced by Tom Catalano **Produced by Tom Catalano and Tommy Cogbill
Arranged and conducted by Lee Holdridge
Photography by James Metropole
NEIL DIAMOND

touching you
touching me

holly holy
both sides now
everybody's talkin'
mr bojangles
until it's time for you to go

Neil's Latest LP featuring his fast rising Single HOLLY HOLY!
**Rowe Merchandising Music**

**Style Flexibility**

CINCINNATI—Operators can change the appearance of the new Rowe Trimount jukebox right on location in a matter of 10 minutes with panels that allow for 15 different style variations. The new model, allowing for 100-, 150- or 200-selection, is being described as the "biggest music bargain in the industry" and will likely be more economical than previous models because several features are now available as options.

The theme of the new unit is "the basic machine" and one of the outstanding innovations is the use of a hybrid amplifier utilizing both solid state and tube-type components so operators can visually trouble shoot on location. The amplifier will deliver up to 50 watts of music power per stereo channel.

Among other outstanding features: Improved bass sound chamber, five-year warranty and an additional two-year warranty for $30 extra, two-wire remote volume control, multiple pricing, no lubrication for a period of five years and optional accessories such as Walk-rite wallbox, Phonovue film unit and Rowe- vue slide projection unit, hugging lar arm and dollar bill acceptor.

The most outstanding feature, perhaps, is the changeable panels both below and above. The lower panels offer Mediterranean furniture, finishing with a fabric cowl grill, another scene featuring girls on a panel of vinyl veil grill, a panel described as "Orange Fantasy" with a silver crown grill, a triple trim panel with silver crown and a quartet of boxes with silver crown grill.

Three top panels styled in silver crown, fabric cowl and vinyl veil offer further variations and draw attention to the selector area where either the Rowe or the Jukeboxes Have Role In Breaking Big Hits

**New Jukebox Complaint**


"Upon information and belief, defendant has been and is still infringing each of the above-mentioned coin-operated phonographs embodying the inventions covered by said letters patents and will continue to do so unless enjoined by this court."

Also in the complaint: "That defendant be ordered to account for its acts of infringement and to pay over to the Plaintiff three times the amount of damage sustained by Plaintiff as a result hereof together with interest and costs." An earlier complaint against Specialty Sales, based on disputed design patenting results in a consent judgment and dismissal of a counterclaim.

"Operators should get the most out of locations" (Continued on page 63)

Title Strip Firms in Christmas Mood

**New Equipment**

**Title Strip Firms in Christmas Mood**

**Strip Makers Rate Yule Hits**

The nation's two largest title strip companies are busy preparing lists of Christmas singles and special seasonal title strips. While few if any new Christmas titles have been introduced, both firms said the majority of the operator's orders this early are for "old favorites," or "standard" material. Star Title Strip manager Norman Morgan said several related seasonal singles have achieved standard status, including "That Ol' Lang Syne" for What's new? Or Christmas. "In Pittsburgh, Morgan said, "We've been receiving orders for some of the old standards, and some of these singles aren't that old. Barbara Streisand's "Silent Night" is one example of a relatively new single that has done exceptionally well lately," Areda Franklin's "Christmas Song," Mahalia Jackson's "Joy to the World," and the "Children's Christmas Song" are other examples of newer material gaining standard status.


Steinberg in Newark, N. J., said, "We're just looking at our production envelopes which tell (Continued on page 66)
that attract young people—remember that these people are eliminated from the locations that serve liquor and yet make up the substantial buying power of contemporary music on records. Shaffer also pointed out the need for more adults records for jukebox programming and lashed out at sloppy programming practices. “I have known route servicemen to go into the one stop and buy 50 copies of live records without taking into account

Rowe Merchandising Music

Continued from page 64

that any route is made up of many different types of locations from c&ws and a soul to kid locations and high class cocktail lounges. Beving records with out keeping in mind the individual needs of the location results in having the same records on every location and is not the way to make money in this business.

Shaffer said income from jukeboxes is higher than ever and crooked better sound systems and more stereo records being available (Rowe had 90 percent stereo singles on the phonograph

Reconditioned SPECIALS Guaranteed

PIN BALLS — BOWLERS — ARCADE

CHICAGO COIN

PAR-COFT $110

HOTEL-GROOVE, 2-P. 195

SORELO, 2-P. 195

KICKER, 4-P. 195

TRIUMPH 5-A. 195

BELLAIRE 5-A. 195

TEXAS RANGER 195

GOTTIES 195

SHIPMATES (6-P) $175

KINGS & QUEENS 195

CENTRAL PARK 195

BALLY

BULL FIGHT $150

ROCKET-2 50

CAMPOUS QWEEN, 4-P. 355

MAMMY FREEMAN 355

WORLD CUP 355

DIXIE LAND 355

UNITED

ULTRA 5-A. 179

TIGER 195

CORRAL 310

CRAZIE SADDLE 325

PYRAMID 385

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

Established 1924

Cable: ATLAMUSC-Chicago

1212 N. WESTERN AVE., CHICAGO, ILL. 60647. Areabeneh-E-1505

Nutting Industries—IQ Computer Quiz Game

The above knowledge-testing game has been continually improved and is now adaptable for vending locations. Players obtaining a high score receive a medal declaring them a "genius." The game is also being used as an educational device. In Milwaukee, at the Metropolitan Milwaukee Association of Commerce, the machine is used to educate people about the city. Plants can educate employees on such subjects as safety, company benefits and others, and the program can be mixed with sports questions. A high score earns workers a free cup of coffee. The firm, which recently formed a separate educational division, MODEC, participates use of the machine by colleges, museums, zoos and any high-traffic facility. Commercial firms can also use the machine to sell their story to the public, according to Eugene Wagner, marketing vice-president. The Wisconsin Gas Co., for example, has a machine set on free play asking such questions as "How much does it cost to operate a gas range for a year?"

when answering ads . . .

Say You Saws It in the Billboard

NOVEMBER 15, 1969, BILLBOARD

Bally Joust

5-DIGIT ECO-BUILDING SCORES

1 to 9 lit SCORES 10,000

1 to 8 lit SCORES 5,000

1 to 6 lit SCORES 3,000

Light Bag. Bonus Bulbs’ Eyes by crossing Rollers

1 to 9 when lit, picking up an extra 10 per hit

1, 2, 4, 5, 6 are also spotted by hitting

Split Boxes of Kickout hole

ROLLOVERS SCORE 100 WHEN NOT LIT

KICKOUT HOLE DELIVERS 1000

2 MUSHROOM BUMPERS RING UP 1000

2 MUSHROOM BUMPERS RING UP 100

LEFT OUT LANE GOOD FOR 1000

30 TRICKY WAYS TO BOOST SCORE

From the silly single step of the totalizer for bidding a rebound to a thrilling 30,000 for shooting ball through the roller area when all Bonus Bulbs’ Eyes are lit, JOST is rated with more potential. Plus wild action, suspense, repeat play appeal, which add up to biggest earnings on the 2-player class. Get your share. Get JOST today

FAMOUS FLIPPER-ZIPPER AND E-Z OPEN

FREE BALL GATE

2 OR 1 CAN PLAY

LOADS of fun either way

See your distributor or write BALLY MANUFACTURING CORPORATION 7640 BELMONT AVENUE, CHICAGO, ILLINOIS 60641, U.S.A.
Title Strip Firms in Christmas Mood

Longet, Impressions—Outsold 'White Christmas' Running to Note

Title/May Snow Winter (10602)
Continued from Spend Music, Inc.

WALLACE E. R. HILL, TREASURER, BILL HUNOLT, SECRETARY, JOHN MASTERS, PRESIDENT, MISSOURI Coin Machine Council members met recently in Kansas City, Mo. Guests included Mr. and Mrs. A. L. Place, Manhattan, Kan. (at left seated). Place is Music Operators of America (MOA) president. Others seated (from left), Missouri council President, Art Hunolt, treasurer, Bill Welch and secretary. John Masters, who is also an MCA director. In rear (from left) Mrs. Russell Black, Mr. Ira Storts, Dennis Guler, Russell Black, Jim Hunolt, Ira Storts, Wink Bray, Ray Godsey, Jack Sally, John Fling, Charles Eagen, Roger Bell, Bob Burkhardt and Tommy Dahl.

ATCO Boys Next Door—The Wildest Christmas Christmas-Kim (12455)
Darin, Bobby—Ave Maria/Comin All Ye Faithful (26211)
Darin, Bobby—Christmas Auld Lang Syne/Child of God (6183)

ATLANTIC Burke Solomon—Present for Christmas/A Year Full of Love (23640)
Crawford, Hank—Merry Christmas Baby/Read Em and Weep (5062)
Drifters—The Christmas Song/I Remember Christmas (22611)
Drifters—The Bells of St. Mary's/White Christmas (1048)
Thomas, Carla—Gee Whiz, It's Christmas/All I Want for Christmas Is You (2212)

BRUNSWICK Wilson, Jackie—Silent Night/OH Holy Night (55254)

CADET Burrell, Kenny—The Little Drummer Boy/Silent Night (5555)
Ramsey, Lewis Trio—Santa Claus Is Comin' to Town/Winter Wonderland (1809)
Ramsey, Lewis Trio—Jingle Bells/Egg Nog (5488)

CAMEO Checkers, Carl—Bobby Rydell—Jingle Bell Invitation/ Jingle Bell Rock (201)
Deltone, Don C.—The First Christmas Carol/Grandma's House (407)

CAPITOL Beach Boys—The Man With All the Toys/Blue Christmas (512)
Campbell, Glen—There's No Place Like Home/Christmas Is for Children (2336)
Coles, Nat King—The Christmas Song/White Christmas (15361)
Coles, Nat King—The Christmas Song/My Two Front Teeth (4754)
Cromby, Bing—Do You Hear What I Hear/Christmas Dinner Country Style (2034)
Drifters, Soft & Deadly—The First Time the Christmas Story Was Told (2034)
Ford, Tennessee Ernie—The Little Drummer Boy/Sing We now of Christmas (5314)
Ford, Tennessee Ernie—Little Boy Christmas/New Ring/Jeannie Isabella (2334)
Holliday, String—Have Yourself a Merry Little Christmas/Santa's Got a New Bag (5333)
Hunolt, Art—Christmas Is Holy/Christmas Dream (2023)
James, Sonny— Barefoot Santa Clause/My Christmas Dream (5733)
Martin, Al—You're All I Want for Christmas/Silver Bells (5311)
Owens, Buck—Santa Looked a Lot Like Daddy/All I Want for Christmas (5577)
Owens, Buck—Christmas Shopping/One Christmas Eve You Got (2338)
Rawls, Lou—Little Drummer Boy/A Child With a Toy (2026)
Rogers, Roy & Dale Evans—Merry Christmas My Darling (2027)
Sandler, Yoga—Little shop of Sante Claus Is Coming to Town (2333)
Santa Claus—What Santa Wants for Christmas—Jingle Bells (2335)
Sinatra, Frank—White Christmas/Christmas Waltz (2334)
Thompson, Hank—I'd Like to Have an Elephant for Christmas/Mr. and Mrs. Snowman (2334)
Thompson, Hank—Gonna Wrap My Heart in Ribbons/Little Christmas (2334)
Towne Choir— African Noel/Papa Noel (5338)
M. Whiting/J. Wakely—Silver Bells/Christmas Song (3983)
Wilson, Nancy—that's What I Want For Christmas/What Are You Doing New Year's (5848)
Yorppson, Joey—J Yule Go Nuts at Christmas/Yingle Bells (3984)

CARNIVAL Manhattan—it's That Time of the Year/Alone on New Year's Eve (524)

CHARLES PARKER Sonny TV—Oh Christmas—What Are You Doing New Year's Eve/Don't Mess Around With (2114)

CHESS Berry, Chuck—We Got A Merry Christmas Baby/Run Rudolph Run (1714)

COLUMBIA Arwell, Windwood—Snow Bells/Flea Circus (43742)
Beauregard Family—Three Little Drummers, The Peace Carol (43916)
Barkley, Carolyn—Mister Poteat/ I Want a Baby Brother for Christmas (43918)
Bryant, Anita—Do You Hear What I Hear/ Away in a Manger (43919)
Burkhart, Bob—Mommy Kissing Santa (59871)
Father Boyd, C. Boyd—I'd Cherry (Continued on page 70)

MUSIC, INC. WINTER 1969 BILLBOARD
After we invented tomorrow

we invented something to put it in

ROCK-OLA

"we want you to take it easy"
This might be the best phonograph...ever!

Building better phonographs is an annual event at Rock-Ola.

This year we outdid ourselves.


Radiantly brilliant color panels light up the room while a big new sound gathers a crowd. Rakish lines of highly finished wood-grain Bombay Teak Conolite side panels incased in polished chrome castings sweep in graceful contour to accent the most plush decor.

Inside . . . more new ideas! Swing-out components. Integrated circuits. Stand-up programming. Snap-out front grill. Plus the most complete array of profit-building accessories ever offered.

Is this the best ever? If it didn’t have our confidence, it wouldn’t have our name.
I, the ultimate phonograph

Rock-Ola Manufacturing Corporation / 800 North Kedzie Avenue / Chicago, Illinois 60651
Title Strip Firms in Christmas Mood

• Continued from page 66

mas Again, Jesus/It's Morning, Jesus (43942)
Brothers Four—/I'll Be Home for Christmas/Twos the Night Before Christmas (43919)
Conniff, Bryant—The Real Meaning of Christmas/Go Tell It on the Mountain (43448)
Dean, Jimmy—Yes, Patricia/There Is a Santa Claus/Blue Christmas (43457)
Faith, Jackson, Gorme, Eydie—Christmas (43457)
Dean, Jimmy—Christmas/Now It's Christmas (43940)
Conniff, Bryant—Mister Santa/White Christmas (43856)

INFORMATION COMMITTEE of Music Operators of America (MOA). A meeting recently was held in Chicago to explore ways of providing more coverage for jukebox operators and for attracting younger operators to MOA's programs. From left (seated) Les Montooth, MOA secretary and trustees chairman; Lou Glass, trustee member; Clinton Pierce, past president and trustee member; (standing) Jack Rudy, insurance administrator; Fred Granger, MOA executive vice president; and Thomas Priese, insurance consultant.
Continued from page 70

Grant, Earl — Silver Bells/Jingle Bells (25703)
Helms, Bobby — Jingle Bell Rock/Captain Santa Claus (30513)
Hopkins, Lightnin' — Merry Christmas/Happy New Year (48306)
Ives, Burton — December Christmas Carol (12/17)
Kaempfer, Bert — Jingo Jangle/The Little Drummer Boy (1873)
Kaempfer, Bert — Jumpin' Jimmy Christmas/Holiday for Bells (31873)
Kainz, George — Mistletoe Mania/Silent Night (27220)
Kerr, Sammy — A Merry, Merry Christmas to You/Silver Bells (31174)
Lee, Brenda — Rockin' Around the Christmas Tree/Papa Noel (30976)
Lee, Brenda — Jingle Bell Rock/Winter Wonderland (31687)
Lombardo, Guy — White Christmas/The Anniversary Waltz (23724)
Lombardo, Guy — Rudolph the Red-Nosed Reindeer/Row the Christmas Tree (27803)
Lombardo, Guy — Jingle Bells/Santa Claus Is Coming to Town (28508)
Lombardo, Guy — Auld Lang Synge/Hot Time in the Old Town Tonight (28995)
Lynn, Loretta — Too Heck With Old Santa Claus /I Won't Seem Like Christmas (32043)
Morgan, Ken — The Mistletoe Kiss/Blue Christmas (24766)
Pierce, Webb — Christmas at Home/Sweet Memories (31867)
Surfin' Safari — A Surfer's List/Santa's Speed Shop (31561)
Sister Tharpe — Silent Night/White Christmas (38119)
Tubb, Ernest — Red-Nosed Reindeer/Christmas (31334)
Tubb, Ernest — Blue Christmas Tree/Who's Gonna Be Your Santa This Year (31886)
Tubb, Ernest — Blue Snowflakes/Merry Texas Christmas (28453)
Tubb, Ernest — Lonely Christmas/Won't Be Walking the Floor (29350)
Waring, Fred — White Christmas/Twelve Days of Christmas (24500)
Waring, Fred — Winter Wonderland/ Snow, Snow, Beautiful Snow (38976)
Wells, Kitty — Christmas Ain't Like Christmas Anymore/Dasher (31441)

EPIC

Douglas Mike — The First Christmas/Touch Hands on Christmas (10089)
Vinton, Bobby — The Bell That Couldn't Jingle/Dearest Santa

FEDERAL

King, Freddy — Christmas Tears/I Hear Jingle Bells (12439)

GALAXY

Little Johnny Taylor — Please Come Home for Christmas/Miracle Maker (743)

HI

Cannon, Ace — Blue Christmas/Here Comes Santa Claus (2084)

HOLLYWOOD

Brown, Charles — Merry Christmas Baby/Sleigh Ride (1026)
Fulton, Lowell — Lonesome Christmas, Part 1/Part 2 (1022)

IMPERIAL

Brown, Charles — Merry Christmas Baby/I Lost Everything (5902)

JEWEL

Johnny & Connie James in Vietnam — Why Did You Leave Me (776)

JUBILEE

Orfeoles — Lonely Christmas/What Are You Doing New Year's Eve (5017)

KAPP

Helms, Bobby — Jingle Bell Rock/The Bell That Couldn't Jingle (734)
Jones, Jack — The Village of St. Nicholas/Lollybally for Christmas (629)
Huxley, Simeone Chorale — O, Bambino/Sing of a Merry Christmas (628)
Harry Simeone Chorale — The Little Drummer Boy/Hallelujah (711)

KENT

King, B. B. — Christmas Celebration/Early Christmas (412)

KENWOOD

Jackson, Mahalia — Silent Night/Holy Night/The Lord's Prayer (756)

KING

Brown, Charles — Come Home for Christmas/Christmas Comes But Once a Year (54503)
Brown, Charles — Christmas Comes But Once a Year/Bring in a Brand New Year (5947)
(Continued on page 72)
New Equipment

National Vendors—Mechanical Coin Mechanism

The need to have more flexibility for vending cigarettes and candy at higher prices can be met by using this new all coin manual record

Brown, Charles—Christmas Blues/My Most Mournful Christmas (5966)
Brown, James — The Christmas Song, Part 1/Part 2 (6054)
Brown, James—Let's Make This Christmas Mean Something This Year (6672)

LAURIE

Royal Guardians—Snoopy's Christmas It Looks Like Christmas (3416)

LIBERTY

Chipmunks—The Christmas Song/Alvin's Harmonica (55250)
Seville, David, & Chipmunks—The Chipmunk Song Almost Good (55168)
Seville, David, & Chipmunks—Red Nose Reindeer Span (55289)

MERCURY

Benton, Brook—You're All I Want for Christmas/This Time of the Year (72214)
Benton, Brook—This Time of the Year/Merry Christmas & Happy New Year (72214)
Mathis, Johnny—The Little Drummer Boy/Have Reindeer Will Travel (72217)
Harry Simeone Chorale—Do You Hear What I Hear/March of the Angels (72065)

MGM

Francis, Connie—Baby's First Christmas/The Boy in Your Arms (12051)
Tillotson, Johnny—Christmas Country Style/Christmas Is the Best of All (16363)

MONUMENT

Orbison, Roy—Pretty Paper/Beautiful Dreamer (8530)

MOTOWN

Suremen—Children's Christmas Song/Christmas Little Me (1085)

PAULA

Staley, Nat—Blue Christmas/How Can Christmas Be Merry (588)
Uniques—Please Come Home for Christmas/Vocal/Instr. (255)

RCA VICTOR

Arnold, Eddy—The First Word/And the Angel/Stranger (90027)
Atkins, Charlie—Jingle Bell Rock/Jingle Bells (797)
Belafonte, Harry—Mary's Boy Child/Voices of the World (797)
Benton, Frank—Our First Christmas Together/Silent Night (901)
Campbell, Archie—Christmas Eve in Heaven/Christmas at the Opy (9028)
Como, Perry—Silent Night/Christmas) (4810)
Como, Perry—I'll Be Home for Christmas/Christmas Feeling (4811)
Como, Perry—Home for the Holidays/God Rest Ye Merry Gentlemen (4812)
Greene, Lorne—Must Be Santa/One Salty Life (9037)
Hurl, Alice—White Christmas/Story of Louisiana and Most of Alabama, Mississippi and Alabama. A plaque awarded by MOA, which hangs on his office door, testifies to Nims' organizing ability.

To hear Bob Nims tell it, his approach to selling membership in MOA was simple. First, he reasoned that MOA was the only national trade organization representing the pinball and coin-op operators could support in behalf of their own vested interests.

New Orleans has come a long way.

Young, handsome and personable, Nims heads up A.M.A. Distributors, Inc., a distributor for many national firms and is also president of Lucky Coin Machine Co., Inc., a 600-machine operating company. Both firms are located at 1711 St. Charles Ave. in the Crescent City, occupying some 25,000 sq. ft. of space and employing 55-60 people.

Background

"First, of all, I was born in Spokane, Wash. As a child, I moved to Southern California with my parents. Immediately after my graduation from high school (1942), I joined the Merchant Marine. My travels took me to New Orleans, where my mother lived residing. I had a quite a bit of space time there and was at purser's job at $25 per week, with A.M. Amusement Co. In the fourth month I worked my way up to route manager. But, war data ended, I left the merchant marine association." Nims related.

The time World War II was over. Nims was convinced that the coin machine business offered the best future, a theory to which he is still committed. So, back to New Orleans to work for Al Monte. A.M. Amusement Co. soon was sold, though, and Bob Nims decided to go into business for himself.

The man who was now among other things, the sole Rock-Ola distributor for the entire state of Louisiana and most of Mississippi, began his independent career most inauspiciously: "I founded Lucky Coin Machine Company with three pin-ball machines, purchased on credit." As Lucky Coin grew and attracted more employees, the office staff also grew. In 1953, Bob married his attractive blonde secretary, Jerry. She has worked closely with him since and today, in addition to serving as a charming ambassador of good will at industry functions, Mrs. Nims also handles all inside office functions for the four Lucky Coin Machine routes which collectively are called Lucky Coin Machine Co., Inc., and three parishes (counties), he now has her own secretariat.

Lucky Coin operates some 600 machines, including music boxes, amusement games, shuffle alleys, guns, pinball machines and dimes. A fleet of 15 cars and trucks is used to handle the routes and service.

As Lucky Coin Machine Company grew, so did Nims' reputation. He became a franchised Rock-Ola distributor a distributor a distributor a distributor a distributor in 1955, serving as a second corporation, American Music and Entertainment Co., Inc. For brevity's sake, this was soon shortened to A.M.A. Distributors, Inc.

Bob joined Nims' company about five years ago when it was brought to my attention the tremendous job the organization was doing to fight adverse legislation in Congress." Nims himself testified against ASCAP legislation before both House and Senate judiciary committees. "I felt that MOA filled a needed role, needed growing support. So, that I could do was to join."
Title Strip Firms in Christmas Mood

- Continued from page 72

Red-Nosed Reindeer/Sleigh Ride (1642)

REEMS
Reems, Robert—Silent Night—O Holy Night/Come All Ye Faithful (4501)

REPRISE
Crosby/Sinatra/Waring—We Wish You the Merriest/Go Tell It on the Mountain (137),
Crosby, Bing—The White World of Winter/The Secret of Christmas (8242),
Martin, Dean—Blue Christmas/A Marionando World (5042),
Sinatra, Frank—Have Yourself a Merry Little Christmas/It's Now Or Never I Shell I Send Thee? (243)

ROAC
Bowens, Pvx Chris—Christmas in Vietnam (vocal)/(mkt.) (111)

Jukeboxes Have Role In Breaking Big Hits

- Continued from page 64

Another record is on the national charts, "Why the Wine Is Sweeter" by Eddie Floyd on Stax Records. Still another song is bubbling under the Hot 100, "Love and Let Love" by the Handy Boys on RCA Victor Records.

Although it is tough for unknowns to break onto a jukebox, a hit single or a big name does not guarantee continued programming either, according to Kerr.

"Just because an artist has a hit single once, doesn't mean that he will follow it up with another hit," Kerr said. "I still listen to records by name artists to see if they're worth programming. Most of my customers feel the same way I do. They say the record, not the name, should determine whether or not a song is programmed. If I sense that whether a record is a hit song, I will usually wait until a song starts to move up the charts until I put it on a jukebox.

Rock Songs

Kerr also said that he gets no pressure from established record companies to program certain records, although he is contacted by small companies and individuals with records they want on jukeboxes.

Of the eight newest rock records he has programmed on jukeboxes in establishments frequented by young people, seven are in the Top 40 of Billboard's Hot 100 chart. They are "Come Together," "Something" by the Beatles, "And When I Die" by Blood, Sweat & Tears, "Take a Letter to Mars" by R. B. Greaves, "Ball of Fire" by Tommy James and the Shondells, "Eli's Coming" by Three Dog Night, "Backfield in Motion" by Mel & Tim, and "Fortunate Son" by Creedence Clearwater Revival. The eighth record, "Tonight I'll Be Staying Here With You" by Bob Dylan, is also on the Hot 100.

ROOSTER
Sayso, Eric—Hey, Papa Christmas/White Christmas (1001)

ROULETTTE
Monte, Lou—Christmas at Our House—Dominick the Donkey (5028),
Roberts, Derrick—There Won't Be Any Snow/A World Without Sunshine (4565),
Rossi, Steve—The Night Before Christmas/The Christmas Song (4773)

STAX
Booker T. & The MG's—Jingle Bell/Winter Wonderland (203),
Thomas, Carl—All I Want for Christmas Is You/The Christmas Song (206)

SUE
McGregor, Jimmy—Christmas With McGroff, Part 1/Part 2 (804)

BABY BOTTLE
Sayso, Eric—Hey, Papa Christmas/White Christmas (149)

SWAN
Reynolds, Joe—Santa's Got A Brand New Bag/Rain in My Room (4274)

TAMLA
Wonder, Stevie—The Miracles of Christmas/Some Love at Christmas (5412)

200th CENTURY-FOX
Harry Simone Chorale—Little Drummer Boy/O Holy Night (12)

UNITED ARTISTS
Ferrante & Teicher—Silent Night/Rudolph the Red-Nosed Reindeer (1660),
Horne, Sarah—What Are You Doing New Year's Eve/Let It Snow (1962),
Reeves, Del—Christmas Is Lonely (3035),
Roedel, Arthur—Bom Natale/Christmas (1659)

VANGUARD
Baz, Jurrie—Little Drummer Boy/Cantique De Noel (5046)

WARNER BROS.
Lamb, Becky—Little Becky's Christmas Wish/Giving Little Lambs (1754),
Pippuck, Jan—Little Helens/Santa's Magic flute (5878)

New Products

Penny King
New rocket mixes consist of No. 20-R packed 500 to the bag with bright yellow display at $7.19-R packed 500 to the bag with display from at $8. 18-R packed 500 to the bag at $7.50. These rocket mixes combine a range of glowing tops in bright colors, numbered pool balls and black eighty balls and the mix consists of 20 different items.

All done merchandise is not being counted automatically. The following quantities of (new) mixes: October mix, new heads, keys rings, thing brooch and other rings, key rings mix, new heads, contain a giant dome ring. Monkey ball, wild broccus, themes, lockers and lock mix, seven different rings; action toy mix consisting of such items as a clown with blinking eyes, big cat, owl, etc., and all big enough to vend without a capsule; metal yo yo; wall clocks, including a rubber inflatable animal; dice mix consisting of two dice in container; two in a box; hundreds of fantastic mix, mammouth black balls, mamoth black balls, watch chains, ten different items; pearl bead mix. Acorn head, necklace, baby dolls, giant dice mix; a new kind of metal mix consisting of light weight dice, bouncing ball mix, and fruit head mix.

Ohio Operator In Rowe Show

- Continued from page 64

slide mechanism can be used as an optional feature or where an animated display panel becomes one of the focal points of the machine.

Operators can visually demonstrate the variations of styling by using a promotion aid that works similar to a slide rule. A handy device for soliciting new locations, it quickly tells the story of the Transonic's adaptability to any decor or themie and also shows the many accessories.

One of the most important accessories is the Roweview slide projector which allows operators to use 8 different full-color slides that change at 15-second intervals. Slides are available from Rowe's library and the company encourages operators to shoot their own slides or locate personalization. The other accessory, the PhonoVue, matches films to music. Two films are matched to records. In locations using the PhonoVue increases in revenue have been as high as 400 percent, according to Rowe.

The Wall-Em is virtually a miniaturized jukebox featuring stereo speakers, four-inch egg-shape projector accommodating nickels, dimes, quarters and half dollars, dual price switch, one-step cancel control and 12 display cards for advertising or merchandising music.

Rowe Merchandising

- Continued from page 65

should be receiving more service bulletins so that operators can initiate preventive maintenance. Perhaps this is the obligation of the factory.

"Rowe has produced many innovations. Maybe what we need most is a straightforward box without all the gimmicks. After all, what we're really selling is music."

He said more emphasis on modular components would probably help get the most use out of existing equipment. He said his firm had had a lot of trouble with dollar bill acceptors and hoped the move to the use of four quarter pricing would be a solution. He called for more service schools and more re- fresher courses for mechanics and jokingly told the distributor that operators want five-year financing at 4 percent interest and $1,500 jukeboxes for $900.

Tolisano Recovering

ST. PETERSBURG, Fla. — James Tolisano, former Music Operators of America president and head of the state association in Florida, is expected home from the hospital Nov. 5 where he will convalesce following a recent heart attack.
Trial by Jury

When it comes to judging new phonographs, music operators are a tough bunch. Yet, it was before this jury, that the Wurlitzer STATESMAN was judged the best built, best styled, best engineered phonograph on the market today. Tops in features, too! Case in point...the Dual Pre-Selected Programs for two quarters or a half.

Verdict? A life sentence at hard labor for every Wurlitzer STATESMAN—all of which means money in the pocket, and lots of it, for Wurlitzer Operators.

Wurlitzer STATESMAN

THE WURLITZER COMPANY / NORTH TONAWANDA, N.Y. 14120 / 114 YEARS OF MUSICAL EXPERIENCE
Gold Medal—Laundry Vender
This B-Selection vending unit is one of a series introduced in the Gold Medal products line and one that bulk vendors might want to invest
for. Large Valves have that machines located. The unit has a total capacity of 200 cartons of the 10-cent replaceable delectable brands found in supermarkets. The unit holds 25 boxes in each column, has a swing-out door, front operating handle and heavy reinforcement throughout. The design of the machine is such that the customer
receives the package seen in the windows. The cabinet is trimmed in stainless steel and blends with many standard colors. Other features include a mechanical coin mechanism accepting either two nickels or a dime and stainless steel delivery pan.

Nims Booster Of MOA and Programming
* Continued from page 72

Nims is equally crass and knowledgeable on the subject of music box programming.

"At Lucky Coin Machine, Ken Kert, our record department manager, has a great re
sponsibility—which is his one and only function. This is to purchase and program records for each individual location. And, when I say each individual location, I mean exactly that.

"Ken has a folder for each location that contains a setup that is as precise the title strip as they appear on each box. He consults with location owners and fills requests properly. In a manner which will lead to the greatest amount of revenue for the owner."

Congress Passes Toy Safety Act

WASHINGTON — Congress has passed the Toy Safety Act, giving the Secretary of Health, Education and Welfare the right to ban the sale of any toy with electrical, mechanical or thermal hazards. The new law, which brings toys under the influence of the federal Hazardous Substances Act, has little or no bearing on the type of small charm manufactured for bulk vending machines. It is primarily directed at toys for home use, which by design or faulty material can cause injury in the normal course of play—overheat, shat
ter, splinter, etc.

The law as finally passed permits HEW to withdraw from the market any toy it deems hazardo
us, even before hearings or rulemaking by the department. The manufacturer is given the right to a hearing and remedy, but without any procedural safeguards a House version would have given him. The House bill would have required formal rulemaking procedures in each case, but a conference committee decided on an approach that would be less burdensome for HEW.

During hearings by the National Commission on Product Safety in December 1968, no complaints were made about bulk vending charms. But the manufacturers of these items, to play safe, may want to take a second look at their newer novelties to make sure they would pass muster under the new law. The President was expected to sign the bill into law promptly.

EYE CIGARETTE LIGHTERS

CHICAGO—Although no testimony was heard in Congress concerning bulk vending charms during hearings on the new toy safety legislation, the National Vendors Association (NVA) has consistently warned its members about cigarette lighters.

At a recent NVA board meeting in New Orleans, counsel Morrie Much said: "It is just a matter of time until our industry will be challenged about toy cigarette lighters. New legislation will give the department of Health, Education and Welfare authority in this area and we can expect challenges from the Food and Drug Administra

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LITERATURE FREE! BILLBOARD
AFM & AFTRA 'Accord' Strikes Some Disharmony

NASHVILLE — Agreement on "certain aspects" of a situation involving the American Federation of Musicians and the American Federation of Television-Radio Artists has been reached here, but some problems remain to be resolved. As an issue basically is the question of the "musicunion" of certain singers.

"We feel that a person who makes his living primarily as a singer with an instrument such as the guitar merely to play chords or as a prop should not be paid AFTRA scale," said Paul A. Wolff, executive director of AFTRA here.

Traditionally, in Nashville, all performers who front for the network AFTRA and all others who front in any manner are paid AFTRA, but in the past few years, back-up singers—have had to collect their paychecks from the AFM, with 3 percent deducted.

The partial agreement concerns these who sing exclusively and use no instrument at all, such as the back-up groups. Under a pact reached between the AFM's Bob Caruthers and George Cooper, and Sanford Wolff and Wilder of AFTRA, such persons and groups would operate under an AFTRA contract rather than AFM.

Wilder, on the other hand, said it would not object to a "leveled" scale for the singer fronting his own group being on an AFTRA contract, just so long as the singing member got at least AFTRA's scale.

Agree to Visit

To strike a note of harmony in areas where there has been considerable discord, Cooper and Wolff agreed to visit each of the producers who do syndicated shows and let those producers know "the unions are not fighting but are cooperating." Both said they are pushing directors of jurisdiction and membership which apparently cannot be solved at the local level, and these will be forwarded to both the AFM and AFTRA offices in New York for resolution.

All these stipulations are spelled out in a letter just mailed by Wolff to Herman Kennedy of the AFM.

Wilder, who has engineered the phenomenal growth of AFTRA, in the past year and a half, said the current drive is to get network AFTRA scale for all of the singers who take part in a syndicated show which plays 101 stations.

"This would add just a few hundred dollars to the cost of each show," Wilder explained, "and therefore would not jeopardize any existing show of size."

Local television stations and producers take a different view. "Some are very marginal operations," one said, "and any increase in the budget could ultimately put them out of business."

The network scale for a singer on a 30-minute syndicated show is $165. The amount jumps to $255. This includes a specified amount of rehearsal time and anything beyond that time costs $8.00 per hour.

"My ultimate goal is to see Nashville become the entertainment capital of the South," Wilder said. "I will use the financial leverage within the NBC affiliate to benefit the local artists."

When Wilder discovered he was not an AFTRA member, he had the producers make the change, and an independent firm was brought in at the last minute.

One of Wilder's greatest areas of concern is the "local scale". "Our local scale is very low," he said, "but we have to keep it down if we are to compete against the jingle mills of Dallas and Memphis."

And, to that end, he feels it can only happen when the entire industry is involved with AFTRA.

He has made sharp strides in that direction. When he took over 18 months ago there were 82 members on the books, only 44 of them current.

There has been very little breakthrough with radio and television, with most stations (which still has the matter in court), Nashville, and WYAM.

Fame to Build Studio Office In Memphis

MUSCLE SHOALS, Ala.—Rick Hall, president of Fame Recording Studios, has announced plans for construction of a new state-of-the-art studio and office complex in Memphis. Hall, with general manager Frank Daily, began plans for the studios here nine years ago and has developed the "Muscle Shoals Sound". This new complex now becomes one of the recording centers of the nation.

According to Frank Daily, the new studio in Memphis will also be used for an broad based on the "Muscle Shoals Sound" and will be staffed by personnel familiar with the sound. The new studio will also house the offices of Fame Publishing Co. The studio is scheduled to be completed by December and to be located at 1740 S. Bellvue St. in Memphis.

Twitty Opens Restaurant In Oklahoma

OKLAHOMA CITY, Okla.—Conway Twitty recently held the grand opening of his first Twitty's Bistro, a family-style restaurant. The first unit will serve as the headquarters and training center for the internationally franchised chain.

Twitty's personal trademark, the "Twitty Bird," will also function as the trademark for the restaurant. The character appears on menus, outfield signs and will be the spokesperson for the restaurant in animated television commercials to be produced.

Grand opening ceremonies included an advertising tie-in with the Conaway Twitty show in Oklahoma City, visits from country artists in the area and a remote radio broadcast by country station KLPR. In addition to Twitty, the major investors in the Twitty Burger include Merle Haggard, Sonny James, Harlan Howard and Oklahoma's former Gov. J. Howard Robson.

FENDER PUTS ITS FINGER ON STONEMANS' TROUBLE

NASHVILLE—Even the best instruments in the world can't withstand the pressure of the fingers of Roy Stoneman.

The banjo-playing member of the Stonemans took his instrument to the office here of the manufacturer, Fender Instruments, and demanded that his fingers be removed from the fingerboard.

Miller discovered that the frets had been completely worn down. In two years she had worn them to the fingerboard.

Stoneman said he had a new duplicate of the Fender banjo she had brought in, a gold-plated five string instrument.

The Stonemans, RCA artists, have had a promotionals relationship with Fender Instruments for two years.

Decca Puts Sessions Ahead of Road Trips

"No deal has been left out," Greene said. "This way there is no need for rest, or a cold or a little hoarseness, there is adequate time for these that all of these things. The record will become primary. Each of us will be able to give everything we have to a session."

Greene, who teamed with Miss Seely for a package show, says the concept of a package works right into this plan. "We can plan our sessions as a single, Jeannie's, and ours together for the duets."

The Decca artist said Loretta Lynn had been scheduled in the same manner, allowing time for her personal appearances, her records and for time at home.

Greene also is in the process of putting together the preliminaries for the recent televised show through Erste, an all-Canadian team of which he is a director. The show, he said, would have a concept different from anything done in the country syndicated field. There has been a great deal of network interest in a program featuring him.

Nashville Scene

Gus Thomas at WWVA has signed Danny Harrison as a regular member of the popular show, Darnell Miller will sign a contract on stage for the new release of his record, which is Danny's label. One more note on the young Danny, having signed as a songwriter with Fred Carter Jr., has an estimated 100 songs placed already.

Tommy Howard of the Guitars has formed the Tommy Howard Talent Agency, and has signed Bobby Lee as a new artist. He also represents Tommyard Mundorff.

KBBQ & KFOX have announced plans for their next country music show Saturday (15) in the Shire Auditorium in Los Angeles. The show will feature Merle Haggard, The Strangers, Bobb Vila, Jan Howard, Junior Samples, Tommyard Mundorff and Lynn Anderson. The show will also feature the disk jockeys from the national stations.

Buddy Darke has reached an agreement to represent Country Artists, Inc., Fred Carter Jr., and his show. The program includes Jake Tullock, Paul Boggs and Graves. Judy Lynn has been selected to receive the "International Queen of Country Music" Award by The American Country Folk-Western Club. The award will be presented at the San Fernando Valley Fair in Northridge, Calif., Congressman Dick Fulton, whose background in country music is strong, has enlisted the comments in the Congress for the benefit of the country music industry generally and Gene Stabile, who records for KEP Records (distributed by Capitol), comes by his talent naturally. His mother was part of a country act in the 1940's and a champion yodeler. Kid Cory, a New York country label has released a new single by Jimmy West, the feature side of which is (Continued on page 81)
'You and Your Sweet Love'

RCA #74-0258

Connie Smith

EXCLUSIVELY ON RCA
LYNN ANDERSON

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wrote "Blistered"* for what's his name.
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Country Music

Nashville Scene

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<td>&quot;A Sailor's Prayer&quot;</td>
<td>Hank Williams, Jr.</td>
<td>Capitol 105</td>
</tr>
</tbody>
</table>

**A love song for your wife?**

When it comes to songs about the fair sex, it always seems country singers have got more problems per mile than a tractor running on switch-and-soda through the mud.

Claus King figured it was time for a little plain old happiness, so he recorded "Friend, Lover, Woman, Wife." Believe it or not, he's only talking about one person. The old lady never had it so good.

"Friend, Lover, Woman, Wife" on Columbia Records

(Continued on page 82)
SPECIAL MERIT PICKS

VARIOUS ARTISTS
VARIOUS ARTISTS
SKIP JURIED
BANGOR
DENNY
PEANUT BUTTER CONSPIRACY
LOVELACE
LESLIE UGGAMS
MIRETTES-
John
in
Reprise
of
the
corny. This
of
long
Lamar Crowson. L'Oiseau Lyre
SPECIAL
of
credit
Mayall,
features the
voice
of
Lonnie Johnson
in
Blues
OF
dustry Revolution
faced the Napoleonic armies
and
the
acid
of
love
is
an
group,
the
"Joe
Mardin,
"Gypsy
Sonjam," in
Los
Angeles. ~
The
New
York
Entertainment
Workshop
bars,
and
an
upcoming
international
music
festival,
will
pro-
unce
the
New
York
Book,
and
Roll
Ensemble
at
Carnegie
Hall,
Dec.
28.~
MGM's
A.B-Nicky
rock
group,
is
in
the
thick
of
a
Midwest
tour
that
winds
up
in
St.
Louis
on
Sunday
(18).
Rhy-
tum
Limited
of
Columbus,
Wis.,
coordinated
the
tour.
~
UA's
Donny
B. Waugh,
a
new
artist,
will
audition
at
Fillmore
East,
Wednesday
(11)
and
feature
his
debut
disk, ~You
Better
Believe
It."
~
Bob
Brown,
winner
of
CMA's
Male
Vocalist
of
the
Year,
will
play
the
second
of
his
four-night
stand
at
the
Carnegie
Hall
in
New
York.
~
The
Top
10
artists
are:
John
Denver,
San
Juan
Capistrano,
California;
Wendy
Roberts,
Oakland,
California;
Jim
Nash,
Nashville,
Tennessee;
Cash
Cayson,
New
Orleans;
Bob
Youtz,
Brooklyn,
New
York;
Jake
Hunt,
San
Francisco,
California;
Mick
Keller,
Burlington,
Vermont;
and
Pam
Humphrey,
San
Francisco,
California.
~
A
list
of
the
Top
10
songs
is
attached.

ED CHARLES, second from right, third baseman and poet laureate of the Mets, holds the Buddah L.P., "The Amazing Mats," with Ed Crandall, president of the band, with whom Charles signed as a songwriter. They are flanked by Ron Anton, left, vice president of Performing rights at BMI, and Art Kass, executive vice president of Buddah/Karma Sutra.

From "The Music Capitals of the World"
'Quadrosonic' Unit Unveiled

NEW YORK — The 3M/Wollensak Co., has unveiled a prototype of its revolutionary reverberating real-to-real stereo playback/record unit called "Quadrosonic" sound. The demonstration was held as part of the Audio Engineering Society's 37th convention and exhibition of professional products, held at the New York Hilton hotel Oct. 13 to 16.

The unit, as its name implies, is designed to play back material recorded on four channels and is capable of producing a four-dimensional sound effect through four speakers. The result is a full concert hall sound.

The unit, expected to be featured in in-store displays and demonstrations by the end of this year, can record sound-on-sound, sound-with-sound, reverberation and enhanced. The real-to-reel deck, weighs a mere 25 pounds, and reduces wow and flutter to a minimum with a less than 0.05 percent wow.

Other major features include three heads, four-channel pre-amps, three speeds (71/2 IPS, 3 1/2 IPS and 17 IPS) open-front threading, dual movement and a controlled tape path which eliminates for a scrape flutter filter.

Plans are underway to market the product on a limited scale by 1970, with eventual expansion as demand increases.

Also demonstrated at the showing was a new recorder and speaker system for high fidelity stereo home music, which will go on the consumer market in time for Christmas. According to Clyde Donaldson of the 3M/Wollensak public relations department, the simple addition of a turntable and FM radio can convert the unit into a complete high fidelity music center without the use of additional speakers.

The distinctly styled Model 6360, named "Audio Center," has cubic speakers mounted on black pedestals. The recorder base and speakers are finished in walnut, and one of the main features is a "see-through" Plexiglass glass head cover.

The speakers are designed to fully reproduce full-range frequencies with exceptionally low distortion, and have a built-in thermo overload protection circuit which is exclusive to 3M and permits the company to guarantee the speakers for five years.

The amplifiers have a 62 watts dynamic output (IHFP) power at 1 percent harmonic distortion with eight ohm loads. Recordings done on the unit can be monitored directly from the source or tape.

Other features of the audio phile recorder include ease of threading through a pressure roller, and a special bias selector switch which makes possible optimum recording either with standard or high performance tapes.

Two other models embodying the basic recording features of the 6360, are also available. They are the Model 6250 with self-contained acoustic speakers, and the Model 6150, a three-headed deck version.

Suggested list prices are under $859.95 for the Model 6360 including speakers; $39.95 for the Model 6250, and $259.95 for the Model 6150. The cube speakers are also available as separate units at $79.95 a pair.

KAPP'S SALES-POWERED LP PACKAGE FOR THE BIG SELLING SEASON

NEW for November!

THE BEST OF JACK JONES (DELUXE 2-RECORD SET) KS-5009

KERNET SCHAEFER BUNDELFUL WORLD OF BLOOPERS KS-3817

NEIL CHOTEM & HIS ORCHESTRA GORDON LIGHTFOOT INSTRUMENTAL SONGBOOK KS-3813

MEL TILLIS' GREATEST HITS KS-3589

LEROY VAN DYKE JUST A CLOSER WALK WITH THEE KS-3587

LEW SYMMS SINGS KS-3608

THE ADAM ROES NEEDS GRAIN' IN THE GRASS KS-3581

ROMANTIC GUITARS OF LOS MAYAS DEDICATED TO THE ONE I LOVE FCS-4281

LOUIS ARMSTRONG'S HELLO SALLY KS-3264

JESSE COMES SANTA CLAUS KS-3037

MUSIC FROM THE TV SPECIAL KERMIT SCHAEFER'S BLUNDELFUL WORLD OF BLOOPERS KS-3817

KERMIT SCHAEFER BLUNDELFUL WORLD OF BLOOPERS KS-3817

MANN OF LA MANCHA ORIGIONAL CAST KS-5255

ROGER WILLIAMS LOVE THEME FROM ROMEO & JULIET & OTHER GREAT MOVIE THEMES KS-3815

BURT BACHARACH PLAYS HIS HITS KS-2977

BURT BACHARACH SINGS KS-3608

A Division of MCA, Inc.
### Billboard Top LP's

**FOR WEEK ENDING NOVEMBER 15, 1969**

<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
<th>Tape Packages Available</th>
<th>Record Reviews</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>BEATLES</td>
<td>Abbey Road</td>
<td>Apple AS 5033</td>
<td>NA</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>CREEDENCE CLEARWATER REFLEX</td>
<td>Green River</td>
<td>Fantasy 8393</td>
<td>NA</td>
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<tr>
<td>3</td>
<td>3</td>
<td>JOHNNY CASH</td>
<td>At San Quentin</td>
<td>Columbia CS 9970</td>
<td>NA</td>
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<tr>
<td>4</td>
<td>4</td>
<td>SANTANA</td>
<td>Columbia CS 6901</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td>5</td>
<td>5</td>
<td>JIMMY OSILIN</td>
<td>The Grit Dem Of Kosmic Blues Again Mama</td>
<td>Epic KCS 4125</td>
<td>NA</td>
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<tr>
<td>6</td>
<td>6</td>
<td>CREEDENCE CLEARWATER REFLEX</td>
<td>Through the Park Berk</td>
<td>Reprise SD 4023</td>
<td>NA</td>
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<tr>
<td>7</td>
<td>7</td>
<td>ROLLING STONES</td>
<td>Through the Park Berk</td>
<td>Reprise SD 4023</td>
<td>NA</td>
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<td>8</td>
<td>8</td>
<td>TEMPTATIONS</td>
<td>Pappe People</td>
<td>Epic KCS 4125</td>
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<tr>
<td>9</td>
<td>9</td>
<td>BILLY FROST</td>
<td>It's All Around</td>
<td>United Artists UA 52006</td>
<td>NA</td>
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<tr>
<td>10</td>
<td>10</td>
<td>BLOOD SWEAT &amp; TEARS</td>
<td>San Francisco</td>
<td>Columbia CS 9970</td>
<td>NA</td>
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<tr>
<td>11</td>
<td>11</td>
<td>HITS HAYES</td>
<td>Love Lost</td>
<td>Capitol CS 9970</td>
<td>NA</td>
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<tr>
<td>12</td>
<td>12</td>
<td>IRON BUTTERFLY</td>
<td>In A Caddys Daiva</td>
<td>Reprise SD 4023</td>
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<tr>
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<td>13</td>
<td>THE BAND</td>
<td>The Band</td>
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<td>14</td>
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<td>SOUNDTRACK</td>
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<td>15</td>
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<td>18</td>
<td>18</td>
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<td>Alice's Restaurant</td>
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<td>Pts 51028</td>
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<td>U.S. Hits</td>
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<td>Alice's Restaurant</td>
<td>Reprise SD 4023</td>
<td>NA</td>
</tr>
</tbody>
</table>

*Note: The above table is a snapshot of the top albums for the week ending November 15, 1969, as listed in the Billboard magazine.*

**Continued on Page 88**
Poetry, Cembali Sets Out by McGraw-Hill

NEW YORK—McGraw-Hill Records is releasing two albums of piano sonatas of Muzio Clementi and two volumes of Thomas Hardy poetry this month. The Cembali sets, played by Vladimir Horowitz, are on the L'Oiseau Lyre label. Both Hardy disks are on Argo Records with the first vol-

tume read by Jan Holm, Bar-

bora Jefanoi and Richard Pasco. These three are joined by David King in the second.

Another Argo poetry LP is the 10th volume of "The Poet Speaks," featuring Edward Blunden, Andrew Young, Edwin Mun, Geoffrey Grigson, John Wain, Dannie Abse, George Barker, W. S. Graham, Christopher Logue, Edward Lucie-Smith, Edward Brathwaite, and B. S. Johnson.

Mr. Smithers is featured in a new program devoted to young composers of serious mu-

sic—a chance for exposure. The show is being produced by A-H Productions and is being heard Monday through Thursday on the station. Composers have an opportunity to be heard in the works and played and discussed with a noted musical authority. Informa-

tion about the show should be made to Isaac Armstrong, 69 St., New York City, N. Y. 10020.

Swedish Pianist to Study at Juilliard

STOCKHOLM—The 19-year-old pianist Staffan Scheja has left Sweden for three years of study at the Juilliard School of Music, New York City.

Two days before his depar-

ture he was in the Concert House in Stockholm, playing Scarlatti, Beethoven, Ravel, Rangstroem and Chopin. He has recorded three albums for Decca, the latest an LP of Swedish romantic

music for November release.

U.S. LIBRARY COMPLETES FOLK ARCHIVE TAPING

WASHINGTON—The Library of Congress has completed its monumental tape-recording project to transfer folk songs and ballads from the massive and perishable acetate disks to polyester-base tape. The transfer restores the music in the library's famous Archive of Folk Songs, but makes it easier for researchers to use the recordings.

Grants from the MacArthur Foundation, Rockefeller Fund for Music, Inc., helped in the final ac-

complishment of making the Archive's 80,000 songs and tunes available for study in their entirety. Until the taping, the tapes were available recordings amounted to only five percent of the Archive's folk music. The taping thus broadens this base for use and study by folklorists, performers, arrangers, composers and students of textbooks and anthologies of the music.

The listening service in the library's recorded sound section has been made available to the services of the section's trained technicians, so ap-

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Columbia's "Prometheus" and the incidental music to the "Ruins of Athens." With each sampler one part of a three-part biography of the composer.
On the charts 92 weeks!
138 783*

On the charts 66 weeks!
136 001*

On the charts 29 weeks!
139 014*

Already 2 weeks on the charts!
Limited offer specially priced S3.95
643 212

a karajan festival
Berlin Philharmonic
Liszt: Les Preludes, Hungarian Rhapsody No.2
Tchaikovsky: Overture 1812
Sibelius: Finlandia

Now, we have launched "A Karajan Festival." And if you can't know a winner when you see one... we do! After all, what else would you expect from the classical record company that's making classical music popular... but champions?

Was there ever anything else?
Al's piano brings them all together

Prime of Miss Jean Brodie
Easy Rider
Midnight Cowboy
Romeo & Juliet

Oh! Calcutta
True Grit
April Fools

Popi

AL DE LORY PLAYS "MIDNIGHT COWBOY"
October Peak Month For Cap of Canada

TORONTO—Capitol Records (Canada) has just concluded its most successful sales month in the company's 17-year history. According to Taylor Campbell, vice president and national sales manager, figures for October show a 50 percent increase over the same period last year. In addition, the figures outstripped Capitol's previous record month of December 1965.

Noting that the high was established with the aid of a two-record Beatles set and the traditionally strong Christmas period, Campbell attributed the October figures to a strong resurgence of interest in catalog product.

There had been several fac-
s

SUN-BAR PROD. SINGLE OUT

TORONTO—The first Sun-
Bar Productions single to be re-
leased simultaneously in the U.S. and Canada will be "Come Out, Come Out (Wherever You Are)" by Young & Company. RCA will distribute the disk on both sides of the border.

The single was released by Jack Richardson of Guess Who and Bonnie Dobson fame.

Arc Home LP As 'Dividend'

TORONTO — Arc Home Entertainment Diversified Ltd. is sending out an album as its first official dividend to shareholders.

The record was produced by Arc Sound Ltd., a division of AHED, with a newly signed recording artist, Gordon Pincent, well-known for his starring role in the CBC television show, 'Quentin Burgens.'

Phil Anderson, president of AHED, felt that the record, which was produced at one of the company's studios, would give shareholders an insight into Arc's flair for the unusual.

The album, 'Room's,' includes a selection of Newfoundland and Maritime folk songs done in a contemporary style.

From The Music Capitals of the World

TORONTO — Capitol Records, Inc.'s single was a major record of the month. The album, 'Room's,' includes a selection of Newfoundland and Maritime folk songs done in a contemporary style.

Tors working against Capitol establishing a record month. There were no especially dividend offers in October, and the company lost much of the Pickwick budget business in July. "The distribution went to the rack jobbers, and although we still handle about 10 percent of the distribution, in effect we lost," (Continued on page 93)

Cap Drive on Edward Bear

TORONTO — Capitol is launching a heavy promotion drive behind the Toronto group Edward Bear. The three-piece group's first album, "Bearings," is now being promoted in the Canadian provinces.

The album will feature the group's original material, with the excep-

(Continued on page 93)
**British Decca Profit Picture Is Bright, Aided by 'Outside' Aid**

**LONDON**—A bright future profit picture from British Decca is being predicted by company president Sir Edward Lewis at the company's annual meeting on Oct. 23. But much of the company's improved performance is coming from overseas markets and in particular from the European Union market, it would appear, and no direct mention of the British record market was made in Sir Edward's speech.

"Group forward orders and immediate prospects stand at a higher level than at any previous time," Sir Edward added.

Sales for the first half of the year are up 20 percent and initial figures suggest that pre-tax profits for the period will climb 40 percent.

Decca Records and the rest of the company's consumer goods side accounted for 50 percent of profits against 60 percent a year earlier, following the two increases in purchase tax and the credits squeeze. Sir Edward reported "a further increase in overseas trading contributed to satisfactory results for our record business as a whole. There was some hangover from the withdrawal of monaural records from the U.S. and Canadian markets, though trading in those areas was more profitable. Our Nigerian subsidiary had its most successful year and our associate companies in Germany and Italy both did well."

A new two-way agreement has been signed with Kultura of Hungary, and overseas royalties increased with exports of disks going to nearly 100 countries, maintaining the company's position as the "leading exporter of records."

Sir Edward mentioned that Decca is still pressing the bulk of RCA's records for the time being, even though the manufacturing deal between the two companies has expired.

He described the newly signed licensing deal with MCA as "virtually returned to the arrangements that had existed before their entry into this market under their own auspices some two years ago."

The outlook for Decca's future in the speech was a ref- erence to the export manufacturing subsidiaries, cassettes Sir Edward added: "Although the imposi-

(Continued on page 93)

**Ember Deal With Buddah**

**LONDON**—Ember managing director Jeffrey Kruger has completed a pressing and distribution deal with Buddah Records, Inc. of S. Weisse.

First release was the Good Shoes LP, Lopip's cover version "Maxwell's Silver Hammer" from the Beatles "Abbey Road" all right.

Present plans allow for launching six artists on the Ember U.S. label, but they will not necessarily all be signed to Ember in the U.K.

While in New York, Kruger also signed producer Ray Fleming, who is in the U.S. seeking new acts.

One of Fleming's first tasks will be to cut six songs with singer Polly Elliot which have been written for her by John Philips of the defunct Mamas & Papas.

**European Executive Turntable**

Gun Cook named new manager of the EMI Recording studios. He takes up his appointment on Sunday (16) as successor to Alan Stegg, who has left EMI to become head of sound at Metro U.K. film studios. Cook joined EMI in 1959 when he joined the Columbia Graphophone Company (which became part of EMI in 1951) as a recording engineer. In 1967 he became administration manager at the Abbey Road studios.

John Robinson, manager of MCA-U.K.'s special projects division, is with Swedish EMI marketing manager. Working from London, he will be responsible for liaison between the American operation and the British and continental representatives. He will handle coordination of artists'/visits in 1970, including a joint MCA-Mervyn Country music tour next May.

Stan West, formerly a.d. manager of the record division of Reader's Digest in London, has been appointed manager of Ampex Stereo Tapes, covering Ampex International's European, African and Middle Eastern territories. West will be responsible for the organization of local representation and the negotiation of third party licensing agreements for products to be manufactured and distributed in the area. He will be based at Ampex's new European headquarters, 35 Soho Square, London.
From The Music Capitals of the World

Continued from page 90

Ryder's "I Still Believe in Tommorrow" was first started to move in Ontario. "I Still Believe in Tommorrow" is a successful two-week engagement at the Town And Country in Ontario. The group is off to Australia within the next two weeks.

Karen Wyman's single, "To Give," getting plenty of airplay on radio stations across the country. The Quality release "She's a Star" by Miss Wyman in doing a Decca TV show in Los Angeles. The group is now visiting the Creedence Clearwater Revival TV show in Los Angeles.

British blues artist John Mayall, recently returned from the U.S. tour, made a successful tour in South Africa. Atlantic will handle distribution in the U.S. Mayall recorded sessions in London with Louie Leonis, widow of U.S. beat artist Gene Vincent, as producer. The album will be among the first releases from Mayall's new label, Oak. The group is also going out on a successful tour, to be distributed through CBS.

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** Finnish, Norwegian Nets Quit Eurovision**

HELNSINKI — The Finnish radio and television network, Yleisradio AB, has decided not to participate in the Eurovision Song Contest in Amsterdam next year.

This means that there will be no Eurovision in Finland in 1961 and Denmark has not decided to enter this year. Norway and Sweden have already decided not to enter next year.

The Finnish decision was prompted partly because they felt that the event was a badly composed TV program and partly because of the disadvantages suffered by countries like Finland with its minority language and unknown artists.

Finland first participated in Eurovision in 1961 and has never placed higher than seventh. Nevertheless, in spite of this, Yleisradio AB have decided to withdraw because of the national contest to find the song to Eurovision and the network has always been a popular program here. Also tunes produced for this program have in the past often become best-sellers in Finland.

OSLO — Norwegian TV has decided to withdraw from the Eurovision Song Contest.

The decision was taken Nov. 1 by the broadcasting director Otto Nes, who said: "We simply felt that the competition has not turned out the way we expected. The original idea was to prove the quality of Eurovision's programming." 

**Song Marks Radio Fete**

OTTAWA—The 50th anniversary of Broadcasting in Canada was celebrated here with the clocking on rock to the beat of a new, specially commissioned song, "Radio, Radio." 

Authors Phantomye Venne, who wrote "Her Name Is Say Friend," the Expo '67 theme song, and Bobby Gimby of "Can I Be With You," built together for the occasion the Canadian Publishers Association of Canada and the Canadian Association of Broadcasters. The show, a joint venture of CAB/CAP brought in Canada's greatest radio talent to promote Canadian Music.

The song, written in French and English, was, according to the artistes, aimed at both the Top 40 and easy listening market, was revealed at a special reception. The world premiere of the song took place on the same date at the Skyline Hotel in Toronto during the Conference of the Central Canada Broadcasters Association, attended by 400 broadcasters, members of the Cabinet and Parliamentarians, and Radio and Television Commission.

"Radio, Radio." was produced at the Electrohome Studios in Montreal and will be distributed on the Select label.

**Trutone Deal For Dealers**

JOHANNESBURG—Trutone Records has introduced a dealer sales push to promote their Christmas promotion in South Africa.

The deal has been divided into six zones, and have been set a target figure for their turnover with HMV, and a Xmas promotion for November and December. The dealer in each zone achieving the highest percentage in excess of their target figure will win a 24-day tour of Europe for two.

The winning dealers and their partners will be entertained in Europe by Trutom's principals there. These include DGG in Hamburg, Polydor in London, and Elettronica in Italy.

**Self-Service Move By EMI Widened**

Store chain already operating on these lines, EMI has further extended its self-service as the retailing pattern of the future by the conversion of its Decca Street store in London.

The HMV shop, one of the largest record stores in the world, has, in recent months, undergone extensive alterations in readiness for the event on Tuesday (18).

Initially, only the ground floor of the store was planned to carry all pop and middle-of-the-road lines, with classical material concentrated at the lower ground level. At present, merchandising director John Frug, EMI's assistant regional manager, said the project was expected to be completed within six months.

"This means that the HMV store will be carrying 50 percent of their turnover without employing any extra staff," said John Frug.

**Finnish, Norwegian Nets Quit Eurovision**

Self Drive

As the U.K. and N. Ireland's MOS story has told, exports are climbing 20 percent.

LONDON—Sales of records in the first seven months in the U.K., at $37,764,000, increased by 7 percent over the same period of 1968.

Export sales in the same period increased by 20 percent to $7,108,000.

Production in the January-July period, was 6 percent higher than in 1968, with albums showing a 23 percent increase and singles dropping off by 9 percent.

In June, production climbed by 11 percent to 7,725,000 records, compared with 1968. Singles were up by 3 percent and LP's by 20 percent.

Sales nearly $4,800,000 were 4 percent higher than in July 1968.

**Norway Enjoying Boom In Local Productions**

OSLO—Norway is enjoying a boom in local production with more recordings being made than ever before. The Topp artistes are being helped by material backed by strong promotion, this proportion is increasing in the near future.

The push into an expanded retail operation will be headed by Bob Paye. Previously manager of the retail chain, Bob has been a key role as manager in the development, in seeking and acquiring new sites, as well as purchasing existing sites.

Replacing bob as retail marketing manager is T. J. Bloss, who has been assistant buyer at J. W. Smith's. Both men will report directly to Frug.

**Edward Bear Drive**

Continued from page 90 of a couple of blues standards.

Capitol ad director, Paul White said a full-scale campaign of radio, local radio, public service and publicity kits is now being prepared.

The "Bearings" album will be released almost simultaneously in the U.K. and other countries as part of the initial contract deal. The group is also planning a similar promotional visit to the U.K.

**ACTUEL FESTIVAL CALLED A MODERATE SUCCESS**

BY RENÉ VAN DER SPEETEN

BRUSSELS—Despite the fact that up until two days before the event it was a festival looking for somewhere to happen, the Actual Festival of jazz, pop and blues which finally came to rest at the tiny Belgian harbor of Blankenberge, Sept. 24-27 was a moderate success.

Some 80,000 people attended the event, which offered more than 60 hours of music, introduced by Frank Zappa and featuring the Colosseum, Ten Years After, Alexis Korner, the Pink Floyd, Blue Mink, the Monkees, Penthouse, Rudi, Muddy Waters, Kenneth Terroade, the Asidney Dunbar Retaliation, Clifford Thornon, Sunny Murray, Caravan, the Alan Jack Civilisation and many other well-known bands.

One section of the festival which failed to find favor with the crowd at the last minute was the "Acting Trio and Musica Elettronica Viva." Neither was Archie Shepp's hour-long jazz-free jazz workout too enthusiastically received.

The fact that the event was held in an area of Brussels Paris suburbs, then Tournai and Courtrai in Belgium, so impressed the Marine police that they invited publicity chief Eiji and Jean-Lec Young of BYG Records to bring the event back next year.

Highlights of the festival were the sets by Colosseum, Pink Floyd, Ten Years After and the Nice, though many groups suffered because of Frank Zappa's apparent determination to sit in with every band in sight.

Although an augmented police force was in attendance throughout the weekend, there were no serious incidents.

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( Courtesy Record Collector / EMI - France )

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**ITALY**

( Courtesy Music Press d’Europa - Dischi / Rome )

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**MEXICO**

( Courtesy Record Collector / EMI - Mexico )

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**SPAN**

( Courtesy El Grano del Maiz )

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( Courtesy Radio Sweden )

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**SWITZERLAND**

( Courtesy Studio Wacht )

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- **ARGENTINA**
- **BRITAIN**
- **Canada**
- **FRANCE**
- **JAPAN**
- **PHILIPPINES**
- **SINGAPORE**
- **SWITZERLAND**
- **SOUTH AFRICA**
- **SWEDEN**
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- **ARGENTINA**
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**NEW ZEALAND**

( Courtesy New Zealand Broadcasting )

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**THE TOP 40**

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NATURE OF BUSINESS

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

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

then they help you break records, too.
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<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>1</td>
<td>Somebody'll Be Loving You</td>
<td>Jean Peter - The Monkees</td>
<td>TML 503</td>
</tr>
<tr>
<td>2</td>
<td>Walking On By</td>
<td>Paul Revere &amp; the Raiders</td>
<td>Kapp 972</td>
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<td>3</td>
<td>What's New</td>
<td>The Supremes</td>
<td>Motown 1231</td>
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<td>4</td>
<td>Cotton Lion</td>
<td>Chicken Little</td>
<td>Epic 8002</td>
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<tr>
<td>5</td>
<td>More Love, More Love</td>
<td>The Beach Boys</td>
<td>Capitol 252</td>
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<tr>
<td>6</td>
<td>Dog Days Are Over</td>
<td>The Ventures</td>
<td>King ST-1004</td>
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<td>7</td>
<td>In the Still of the Night</td>
<td>The Isley Brothers</td>
<td>King 328</td>
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<td>8</td>
<td>Can't Help Myself</td>
<td>The Rubino Brothers</td>
<td>Capitol 2554</td>
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<td>9</td>
<td>I'm Gonna Wait</td>
<td>Bobby Vartanian</td>
<td>Val-Pep 1002</td>
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<td>10</td>
<td>I Don't Wanna Be crabby</td>
<td>The Barons</td>
<td>Staxon 9166</td>
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<td>Ballad of a Sinking Ship</td>
<td>The Mamas &amp; The Papas</td>
<td>Scepter S-2228</td>
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<td>Baby's Gonna Cry</td>
<td>The Turtles</td>
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<td>13</td>
<td>(I Hate You) So It's True</td>
<td>Melba Montgomery</td>
<td>Chess 9257</td>
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<td>14</td>
<td>Saturday Night</td>
<td>The Drifters</td>
<td>Mercury S-1249</td>
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<td>The Breeze</td>
<td>The Sonics</td>
<td>Aladdin 12000</td>
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<td>The Honey Pot</td>
<td>The Raiders</td>
<td>Epic 8001</td>
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<td>17</td>
<td>How Can I Be Sure</td>
<td>The Ventures</td>
<td>King 328</td>
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<td>18</td>
<td>Don't Ask Me No Questions</td>
<td>The Animals</td>
<td>King 328</td>
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<tr>
<td>19</td>
<td>Ike's Theme</td>
<td>Ike &amp; Tina</td>
<td>King 328</td>
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<td>The Real Thing</td>
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<td>King 328</td>
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<td>Worthless</td>
<td>The Isley Brothers</td>
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<td>What About Love</td>
<td>Ike &amp; Tina</td>
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<td>The Beat Goes On</td>
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<td>I'm a Man</td>
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<td>I'm the Little Girl</td>
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<td>I'm Your Honey</td>
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**STEM PERFORMER**—Sides registering greatest proportional sales progress this week. **Record Industry Association of America seal of certification as million selling single.
Clues to the strangest puzzle of our time.

The Ballad Of

The Mystery Tour
A provocative new single from

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
**JIMMY CLIFF—WONDERFUL WORLD, BEAUTIFUL PEOPLE**

**THE UNITIES—Let is Out You (Prod. Guy Gaynor) (Writer: Gaynor, ASCAP). Solid driving blues ballad offers much potential for the pop and soul charts. Key 7550

**AL HIRT—The Gospel of Mame (Prod. Bill Holman) (Writer: Holman, BMI).-Has much potential for the chart this week. Chart No. 32571

**COTTON—When You're Down (Prod. Dave Ben) (Writer: Ben, BMI).-Top selling record in the soul market. Key 9231

**ROGER WILLIAMS, HIS CHORDS & ORCHESTRA—The World Over Love (Prod. Guy Gaynor) (Writer: Gaynor, ASCAP).-Has much potential for the chart this week. Chart No. 9231

**RAY CONDIT—No Heartache (Prod. Steve May) (Writer: May, BMI).-Top selling record in the soul market. Key 9231

**JOHN TYLER—I'll Just Tell My Heart (Prod. Don Dunson) (Writer: Dunson, BMI).-Top selling record in the soul market. Key 9231

**BOB MILLS—No Heartache (Prod. Dave Ben) (Writer: Ben, BMI).-Top selling record in the soul market. Key 9231
What do you know about Kenny Rogers and The First Edition, really?
More pertinent, what do you want to know about them?
They don't look debauched. They aren't from San Francisco. They're not English. And Jimi Hendrix never jammed with them.
No mystique, no hip image.
Just how far do they think they can go with just good voices, good songs and million selling records? In the interests of hipness all round, we once offered these suggestions to The First Edition, guaranteed to take them off those commercial charts and put them in the groovy Underground:
1. Get busted for dope.
2. Appear naked on next album cover.
3. Break up and then get back together with Clapton on lead guitar.
They laughed at us, their silly old record company. And went out and recorded a new album titled "Ruby, Don't Take Your Love To Town."
Just to rub it in, they also included their current hit, "Reuben James."
We see no reason to ignore that kind of thing.

"Ruby" Meets "Reuben" On Reprise Albums And Tapes... Where It All Belongs.
Chicago Cool to Columbia on Illegal Dylan LP: New Dupe Out

* Continued from page 1

would continue to be sold despite a notice from Columbia Records that legal action would be taken if the disks were not taken off the market.

A second album has arrived here but all copies have been sold and another shipment isn't due until next week. The new album with no title is packaged similar to the "Great White Wonder" double album which arrived here three weeks ago. The album is packaged inside a plastic envelope with no cardboard cover. As with the double LP, the labels are unmarked. The albums contains 11 songs, including four repeats from the "Wonder" LP. All songs were recorded with the band, Dylan's former backing group and now under contract to Capitol Records. The songs are believed to have been recorded in the basement of Dylan's home in Woodstock, N.Y. Representatives from two Chicago stores, One Octave Lower and Flipside, said they would continue to sell the albums, a matter what Columbia officials say.

For Dylan Fans

"I think it's a good album and should be distributed," said Harry Heidemeyer of One Octave Lower. "We aren't making that much money on the album. We just want to make it available to Dylan fans. We have ordered the new album from a store in San Francisco and should get it soon." He said he thought the new album was being distributed by people other than the three who are distributing the "Wonder" LP. The names of the parties involved are unknown.

"I think the only reason that Columbia and other companies are worried about it is that it makes it possible for someone to tape a big-name group, like the Jefferson Airplane, for $50, and have an album on the market within the next week," said Heidemeyer. He also questioned whether Columbia Records would have the legal right to sue stores that sell the album.

"The whole thing of Columbia possibly seeking legal action on the second album says it all," he stated.

Dylan also felt that Columbia Records would do nothing about the whole legal bootleg albums would soon do out.

Another store indicated, however, that if Columbia wanted to press legal action, the store would stop selling it. Lee of One Octave Higher said the store would continue to sell the new one until asked otherwise. "My own personal reaction is that if they want people to sell it, why not sell it?"

MediaSound Booming as Disk, Commercials Studio

NEW YORK—MediaSound, was vice president of JAC Recording studios seven years ago. His current partnership with Bob Walters, vice-president of Mediasound, Walters, a former band leader of (Hirsch once played drums in his band) has now established a full-fledged disk recording studio which can be used by 20 musicians, 10 engineers, and six full-time engineers.

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GRT Records Into Soul Via Calmedia Prod Deal

LOS ANGELES—GRT Records is moving into the soul area for the first time via a production agreement with Calmedia Productions. Initial solo product on the GRT banner is a single, "The Stinger,"/"I Heard It Through the Grapevine," and a followup album, both by Sam Taylor Jr.

The GRT-Calmedia deal calls initially for singles and one LP, with options over four years. GRT will distribute the Taylor product and have rights via its parent company, GRT Corp. Calmedia, which recently moved its New York-based operation to Los Angeles, has built an artist roster around Taylor, singer Lyng Kellogg and A Thomas, a songwriting artist.

Taylor, who recorded for Capitol in 1963, has written six tunes for the forthcoming LP including "The Stinger,"/"I Heard It Through the Grapevine," and a followup album, both by Sam Taylor Jr.

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THE PEACE SHIP

For almost an entire generation the Mid-East has been torn with dissension. Three wars and countless incidents have served only to deepen hatreds, arrest economic and social development and help only the arms merchants of both East and West. Precious human life and resources have been squandered in an area that desperately requires every hand and all of its wealth to inch forward to a better way of life.

More tragic is the fact that the United Nations, the big powers and leaders of both Israel and the Arab countries have failed in their attempts to bring peace to the region.

Now, as never before, when politicians are in deadlock, people concerned must come forward and help create a "people-to-people" dialogue that could help ease the tension in the area.

This 570 ton Dutch coaster "Cito" was built in 1940. Renamed "Peace", she is presently docked in New York at 63rd Street and the East River, adjacent to the Heliport. The people of Holland raised the necessary funds to buy the ship and sail it to New York. Within a few weeks the Peace Ship will be converted into an independent and neutral radio station and will anchor outside the territorial waters of Israel and the United Arab Republic. Under the name "The Voice of Peace", she will broadcast in Hebrew, Arabic, French and English to reach millions in the troubled area. For the first time many listeners will be provided with an alternative to the government controlled stations now being heard. The broadcasts will include news, political commentary and music prepared by an international crew with the participation of both Israelis and Arabs. It is hoped that through these broadcasts the tensions in the area will be reduced and moderation and sanity will prevail. Supervising the broadcasts will be Abie Nathan, the Israeli "peace pilot" who initiated this project. Mr. Nathan, a former pilot has already made three "peace" flights to Egypt. He also helped in the organization of efforts to feed the children of Biafra. Mr. Nathan will remain on board ship until a more peaceful condition prevails in the area. In order to make this project possible it is necessary to raise the sum of $170,000 -- less than five per cent of the cost of an armed MIG fighter or Phantom Jet -- for the purchase of a 50 kilowatt radio transmitter and other intricate electronic equipment.

If you are concerned about the present dangerous situation and would like to join in this "People to People" effort to bring about understanding between the peoples of the Middle East, please send your contributions to The Peace Ship Fund
P.O. Box 1111, Franklin D. Roosevelt Post Office
New York, New York 10022.

For further information please call (212) 593-2145 or visit the Peace Ship.

THIS MORNING, DO SOMETHING NICE.
TRY TO STOP WORLD WAR III.
For The New Decade... 

a New Breed!

Focused Gap® recording process that received international acclaim in the Series 1200 Ultra High Speed Tape Duplication Systems. Others desired sophisticated technical developments that were not available on most recorders. □ Triple-winding Record/Sync heads, servo-controlled constant tape tension, dual capstan indirect drive, modular construction and many other unique design features make the Gauss Series 1400 a superb studio instrument rather than just another studio recorder. □ The innovations of the Series 1400 are incorporated at a price necessary for a premium product capable of outstanding performance. Prices for the new pace-setter start at $5,300. Delivery is planned for early 1970. SPECIFICATIONS: More than adequate for the studio of tomorrow.

The Gauss Series 1400 is for today’s creative musician-engineer. With professional demands a prime consideration, the Series 1400 was skillfully designed and crafted. □ Some studios wanted the advantages of the