

# Billboard

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Music-Record-Tape  
Newsweekly

COIN MACHINE  
PAGES 45 TO 51

## RCA to Set Up Firm in France

MIKE HENNESSEY

PARIS—RCA Records will set up its own company in France. The kickoff date is reported to be July 1, 1970. Edward Insley, formerly managing director of EMI Argentina, will head the new operation. Insley is currently in Paris working at the offices of Societe Area, present distributor of the RCA catalog, in preparation for the launching of the new company.

Societe Area has been dis-

(Continued on page 4)

## N.Y. TIMES EYES HILL & RANGE

NEW YORK — Reports of negotiations for the sale of the Hill & Range publishing empire continue undiminished. Latest prospective buyer exploring the property, according to key sources, is The New York Times. It is known that The Times is diversifying into many different areas.

Recently, Ampex and the Aberbach brass had been in negotiation. The price range is said to be between \$14 and \$20 million.

The Hill & Range operation has much strength both in its ASCAP and BMI wings.

## Tea Contest Boiling as 26 Stations Join Hunt

By CLAUDE HALL

NEW YORK — Twenty-six Top 40 radio stations so far have joined Billboard's Search for a New Sound to find the nation's leading record artists of tomorrow. The nationwide hunt, being sponsored by the Tea Association of the U. S., gets under way Feb. 1.

Stations lined up are KLIF, Dallas; WAIR, Winston-Salem; WKNR, Detroit; WMAK, Nashville; KEYS, Corpus Christi, Tex.; WAYS, Charlotte; WPOP, Hartford; WKIX, Raleigh; KTLK, Denver; WAVZ, New Haven; WABB, Mobile; WMID,

Atlantic City; WYRE, Annapolis; WING, Dayton; WTRY, Albany, N. Y.; KEEL, Shreveport; WAKY, Louisville; KCBQ, San Diego; WNOR, Norfolk, Va.; KFJZ, Fort Worth; WKDL, Clarksdale, Miss.; WLAV, Grand Rapids, Mich.; WCUM, Cum-

(Continued on page 80)

## Syndicated TV Musicals Push Acts' Sales Globally

By MIKE GROSS

NEW YORK — The sale of records in foreign markets is being triggered by the growing global television distribution of musical variety shows. Abe Mandell, president of Independent Television Corp., the largest

distributor of musical-variety TV series overseas, pointed out that the mass TV exposure in foreign markets helps the record sales of the shows' stars and the guest stars, for it allows foreign audiences to hear their songs and watch them perform, in shows produced from the start with the worldwide distribution in mind. "Many guest stars in our shows," he said, "are selected for their international appeal and the production num-

bers, too, are designed for worldwide viewing."

Included among ITC's shows are "This Is Tom Jones," "The John Davidson Show," "Liberace," and "Stars in Revue," titled "Kraft Music Hall" on NBC-TV. Citing the mutuality of interests between his company and that of record companies, Mandell pointed out, "We have sold 'This Is Tom Jones' in virtually every market

(Continued on page 80)

## Pickwick to Buy U.S. Records

NEW YORK—Pickwick International is on its way to acquire U.S. Records, the giant New England-based rack jobber. This was evident in the details of a transaction concluded last week.

According to terms of the deal, a tape rack jobbing firm, Northeast Records of Somerset, Mass., bought U.S. Records of Fall River, Mass., from its owner, the Congregation Adas Israel. Pickwick, already owning 10 percent of Northeast's

(Continued on page 80)

## 3 Tape-Linked Cos. Get 'Ticker Tape' Reception

By BRUCE WEBER

LOS ANGELES — At least two major brokerage houses are taking a bullish look at three companies, with record distribution divisions benefiting from the tape industry.

One of the brokerage houses, Loeb, Rhoades & Co., suggests investors' consideration of Han-

deman, Pickwick International and Transcontinental Investing. The other houses, Delafield & Delafield, New York firm, recommended TIK in an August report.

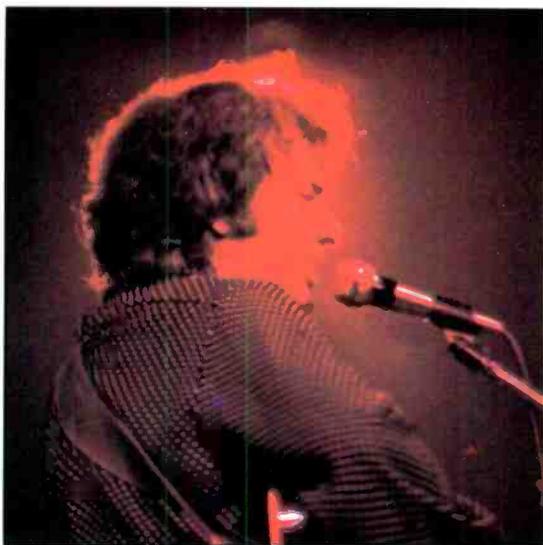
While Loeb-Rhoades notes that all three are down from their bull market highs and expects each of these concerns to show rapid earnings growth, the observation is made that the stocks are "still selling at generous multiples for distribution companies merchandising a discretionary spending product."

(Continued on page 17)

## Change Single Charts' Score

NEW YORK — To more accurately reflect the proper position a single record with a two-sided hit on the Hot 100 chart, and all other singles charts, Billboard will list the single record rather than the two sides at a different position. The new system will be effective with the Nov. 29 issue. Billboard will ask dealers for information on the single and not on individual sides. The information will put the record in proper position relative to the

(Continued on page 80)



S.R.O. appearances everywhere, network television, a recent gold record ("Sweet Caroline") and his smash disk "Holly Holy" contained in a new LP "Touching You, Touching Me" (73071). This, then, is Uni's Neil Diamond, prolific writer, gifted vocalist, whose muchly awaited LP contains "Both Sides Now," "Everybody's Talkin'," "Until It's Time for You to Go."

(Advertisement)



Stevie Wonder Never Misses! Right on the heels of his recent hit single "My Cherie Amour" comes the album of the same name on Tamla, TS296 . . . and out of the album another "Top Ten Bound" single "Yester-Me, Yester-You, Yesterday" Tamla 54188. Will Wonder(s) Never Cease?

(Advertisement)

## QRS Tunes in Rolls to Now

NEW YORK — The ties between the piano roll market and the pop record market have tightened. According to Ramsi P. Tick, president of QRS Music Rolls, "customer satisfaction and roll sales have increased substantially since we began using Billboard's charts. The current market demands the latest hit tunes in addition to standard selections." QRS selects its material from Billboard's Hot 100

(Continued on page 4)

(Advertisement)

# SHA NA NOW

REMEMBER THEN - COME GO WITH ME - BOOK OF LOVE - LITTLE GIRL OF MINE - TEEN ANGEL  
LITTLE DARLIN' - SILHOUETTES - HEARTBREAK HOTEL - A TEENAGER IN LOVE - LONG TALL SALLY  
CHANTILLY LACE - YOUNG LOVE - LOVERS NEVER SAY GOODBYE - ROCK & ROLL IS HERE TO STAY

# SHA NA NOW!

Distributed, marketed and promoted by Buddah Records

# ELVIS'

## new single.



VICTOR

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**ELVIS**

\*\*\*\*\*  
**DON'T CRY DADDY**

\*\*\*\*\*  
**RUBBERNECKIN'**

\*\*\*\*\*

Ask for  
**ELVIS'**  
new  
"From Memphis to  
Vegas/From Vegas  
to Memphis"  
Deluxe album



VICTOR

\*\*\*\*\*  
**ELVIS**

SINGS

**RUBBERNECKIN'**

from the Universal Picture  
"CHANGE OF HABIT"

\*\*\*\*\*  
**DON'T CRY DADDY**

\*\*\*\*\*

See  
"CHANGE OF HABIT"  
at a  
Theatre Near You  
A UNIVERSAL PICTURE

#47-9768

# RCA

# Janus Shoves off With 6-LP Steam

NEW YORK — Janus Records unveiled its first six albums to its Eastern and Western distributors at sales meetings in New York and Los Angeles last week. The initial release includes albums by the Flying Machine, Jefferson Airplane, Johnny Winter, Canned Heat, Blonde On Blonde, and Mike Cooper.

A heavy advertising and promotion campaign was introduced to Janus' Eastern distributors at the Americana Hotel in New York, Nov. 10, and to Western distributors at the Century Plaza Hotel in Los An-

geles, Nov. 12. Attending were Marvin Schlachter, Janus' president, Nick Albrano, director of marketing, and Ed Fuchs, national promotion director.

Built around the theme "The beginning of a contemporary legend," the Janus LP's will be supported by trade paper ads, newspaper advertising in all key cities, radio spot announcements, predesigned ad mats, co-op advertising, easelback album covers and press kits. The Blonde On Blonde LP is being launched with 10,000 full color display posters and underground radio spots.

# Artists Seen Winning Senate Unit's Vote on Royalty; Tough Fight Ahead

WASHINGTON — Performance royalty for recordings played for profit appears to have won a majority vote in the five-man Senate Copyrights Subcommittee working out the final draft of the copyright revision law. Although a fight surely lies ahead for the new royalty as it moves through the full Judiciary committee, and into Senate and House floor action—a "yes" vote in Sen. John L. McClellan's subcommittee will provide a powerful thrust in the direction of acceptance.

Subcommittee staff sources indicate that sympathy for the recording artists won a majority of the subcommittee to the record royalty. The staff is now working on rates to be considered when the subcommittee meets in executive sessions for the final markup and vote on the bill.

There will be changes in the record royalty amendment offered by Sen. Harrison Williams (D., N.J.), to make it more palatable to music licensors and jukebox operators. Staff will propose a decided lowering of the 3.5 percent of net revenue of broadcasters for the licensing of record play. (This would have been a near equivalent to the amount paid composers and publishers for the licensing of copyrighted music by broadcasters.) Broadcasters will put up a furious fight no matter what the rate, but their case is somewhat weakened by the fact that the bill will provide payments to them from community antenna (CATV) use of TV and radio programming, offsetting the record royalty in part.

The subcommittee is not likely to disturb the hard-fought \$8 annual jukebox performance royalty fee achieved in the 1967 House-passed revision bill by the music licensors after a 20-year battle. The \$8 was a steep compromise from the original bid for \$19.20 a box, and licensors were enraged by the Williams' proposal to take \$2 out of this for record royalty distribution.

The Senate subcommittee staff expects the bill to propose a minimal jukebox fee of perhaps \$1.00 a box for play of records. In conversations with the subcommittee staff, performing artist spokesmen (Stan Ken-

ton's National Committee for the Recording Arts) and record people have indicated they are agreeable to a nominal jukebox sum—and even, if necessary, an exemption for jukeboxes. But staff sources say it is unlikely that the Senate would vote to repeal the exemption for the jukebox industry, and establish another in the same bill. The House may be another story.

The subcommittee members who favor the royalty for the performance of recordings would

## PANEL TO MEET ON DRUG FIGHT

WASHINGTON—The President's advisory panel of air personalities meets again Tuesday (18) at the White House on ways and means of combatting drug misuse among teens. All the air personalities are from Top 40 and soul radio stations. Tom Campbell, evening air personality at KYA, San Francisco, initiated the panel and helped line up the personalities. Bud Wilkinson is head of the project.

# 2 Arkansas Boys—Campbell, McClellan

By MILDRED HALL

WASHINGTON — Glen Campbell, Arkansas boy who made it to the top of the record charts and the top of the TV ratings, came to the Capital last week for a social visit with another Arkansas boy who made good, Sen. John L. McClellan.

It was a crackerbarrel visit, and the main topic was Arkansas people and places. There are striking parallels between the careers of the 33-year-old Capitol Records star and the 73-year-old veteran of 27 years in the U. S. Senate. Both compared good and bad breaks when they battled their way up from farm boy childhoods, and both had picked cotton during the hard years of growing up poor on Arkansas farmland.

They reminisced in the Senator's office. He maintained the edge on the reminiscing because he has more years and a natural bent for story spinning. Campbell, a performer par excellence on TV, is shyer and more slow-spoken.

# Columbia Tops Hard Act (Itself) in Sales; Cuts Other Fancy Figures

NEW YORK — Columbia Records has topped itself with gross sales for the first nine months of 1969 that nearly equals those of the entire year of 1968. Columbia had its best sales year in 1968.

Clive J. Davis, Columbia president, said, "The danger with this kind of success is that it could lead to be taken for granted. We are guarding against this by working as hard as ever, but it is certainly gratifying to see the figures."

During the first three quarters of 1969, Columbia was the runaway leader on the national

album bestseller charts. Over 100 different titles and over 60 different artists scored on the Billboard LP charts. Columbia's singles product scored high also during the first three-quarter period. Over 60 Columbia singles rode the charts for many weeks; 10 held Top 10 chart positions.

One of Columbia's most successful groups, Blood, Sweat & Tears, reached the top of the bestseller charts with three gold records in less than three months. "You've Made Me So Very Happy," "Spinning Wheel," million-selling singles in their own right, were cuts from the million-dollar-seller LP, "Blood, Sweat & Tears," which has become the second best-selling rock album in Columbia's history with sales just about at the 2 million unit mark. (The leader is Simon & Garfunkel's "Parsley, Sage, Rosemary and Thyme.") The group's latest single, "And When I Die," written by Columbia's Laura Nyro, is also a cut from the LP.

One of the contributing factors to Columbia's hot sales streak was Johnny Cash who had a resurgence in 1969. He received gold record awards for his two million-dollar seller LP's, "Johnny Cash at San Quentin" and "Johnny Cash's Greatest Hits" and his million-selling single, "A Boy Named Sue," were all certified as gold record winners by the RIAA within a two-month period.

## DEEJAY CLARK AS A SINGER

NEW YORK — Dick Clark, longtime disk jockey, is opening a new career as a recording artist. He has been signed to the Liberty label and will be going into the recording studios shortly.

## MGM's Deluxe Garland Pkg.

NEW YORK — "Judy Garland, the Golden Years at MGM," a two-album deluxe set retailing for \$11.98, is being shipped by MGM Records. The release, billed as the most elaborate album package in the history of the record label, will be supported by a staff of regional promotion men hired especially for the project. The two albums come in a white canvas box decked with a caricature of Miss Garland in gold. A souvenir book is included. Among the 21 tunes in the set are "You Made Me Love You," "Over the Rainbow," and "Bei Mir Bist Du Schon." Peter Spargo produced the records.

## BEATLE DOUBLE HEADER SINGLE NEAR 1.6 MIL SALES

NEW YORK—The Beatles' current Apple Records single is nearing 1,600,000 sales. The record, which couples "Come Together" and "Something," was issued Nov. 3. The two sides were culled from the Beatles' latest LP release, "Abbey Road." The album, which was released Nov. 10, has passed the 3 million sales mark.

Billboard's Hot 100 chart this week has "Something" in the No. 3 spot and "Come Together" in the No. 7 position. (Due to the frequency of two-sided record hits, Billboard is revising its singles' chart scoring. See separate story on Page 1.)

Capitol Records is the distributor for the Apple line.

Among the other artists who contributed heavily to Columbia's big nine-month sales period are Bob Dylan, Janis Joplin, Laura Nyro, Santana, Flock, Barbra Streisand, Johnny Mathis, Ray Conniff, Jerry Vale, Percy Faith, Tony Bennett, Robert Goulet, and Andre Kostelanetz.

Columbia also captured the Moog crowd with its "Switched-On Bach," which scored on both the classical and pop charts. The album has become one of the best-selling classical albums of all time, and received a gold record award for over a million dollars in sales.

In addition to Cash, Columbia clicked in the country field with Frey Weller, Claude King, Ray Price, Marty Robbins, Johnny Duncan and David Rogers.

In the classical field, Columbia's Vladimir Horowitz, Leonard Bernstein, Pierre Boulez, E. Power Biggs and Eugene Ormandy continued to rack up strong sales.

## Merc, Ampex To Sell TV's 'Angel' Album

CHICAGO — The original cast recording from Hallmark Hall of Fame's 90-minute NBC television program, "The Littlest Angel," will be merchandised by Mercury Records and Ampex Stereo Tape (AST) here. An estimated 50 million will view the Dec. 6 show. Mercury has already allocated \$50,000 for advertising its deluxe, double-fold package of the musical based on Charles Tazewell's Christmas classic. AST, which has exclusive tape rights in all configurations, will publish a special four-color libretto to fit inside open reel; the libretto will be mailed to purchasers of the 8-track and cassette package.

Mercury and AST will offer point-of-purchase material for dealers. One such promotion piece is a 21-inch by 32-inch full color poster emphasizing that the \$5.98 Mercury LP is the "perfect Christmas gift." Mercury will be mentioned on the TV show and will be credited Thanksgiving Day when the show's star, Johnnie Whitaker, performs on national TV during the Macy Parade. Additionally, Hallmark will support the show in mass media and Mercury will tie in as well with a massive cooperative advertising schedule to commence Dec. 7.

For Late News  
See Page 80

# Galaxy of Stars to Make Capital An M (Music & Moratorium) Day

WASHINGTON—On the eve of the massive march for peace in the nation's capital Saturday (15), the strongest force for peace among the quarter of a million people expected to converge here was—music, with a galaxy of recording stars to present it.

At a giant post-march rally, on three stages built on the monument grounds, the capital was set to see an unprecedented performance by a parade of top recording stars never before gathered together under the sky, from Arlo Guthrie to Rod McKuen. The stages and sound

equipment for the rally were donated free by Bill Hanley, who produced the awe-inspiring Woodstock festival. The programming was under the direction of Peter Yarrow, of Peter, Paul & Mary, assisted by Washingtonian Steve Guss, and patroness Cora Weiss, of New York City.

The list of performers was longer and more impressively "now" than any other performer group ever gathered in this political city for any other event, including presidential inaugurations. The dazzlers included Arlo Guthrie, Richie Havens, Dick

Gregory, Pete Seeger; Peter, Paul & Mary; John Hartford, Earl Scruggs, Rod McKuen, John Denver, and members of "Hair" casts from New York, Los Angeles and Chicago companies. By way of contrast were the names of Mitch Miller (older music-world charm with new-world outlook), and Washington's own up-and-coming India-Rock group, the Love, Cry, Want launching their first album soon (Elektra).

Preceding the big march, another group of performers—some doubling with appearances on both days—set up a free all-night concert at Georgetown University to run from 8 p.m. Friday (14) to 8 a.m. Saturday. This was rapidly put together to entertain the young marchers and to help prevent too much excited milling around in the capital on the eve of the peace march. Organizer of the Friday overnight show was local entrepreneur Jerry (Thumper) Haas, with an assist from Steve Guss.

Again, free performances were to be given by the "Hair" contingent, who were scheduled to give a separate concert with the Love, Cry, Want group, after which both would join the marathon lineup that included Pete Seeger, Tom Paxton (fresh from his Isle of Wight smash with Bob Dylan), the Rhinoceros and

(Continued on page 8)

# Buddah to Distribute Revived Kama Sutra

NEW YORK — Buddah Records has taken over the distribution of the reactivated

## 3 ATL GROUPS STRIKE GOLD

NEW YORK—Crosby, Stills & Nash and Cream and the Bee Gees, three Atlantic-Atco recording groups, have received RIAA certified gold disks for LP sales of over 1,000,000. Crosby, Stills & Nash gained their award for their first album on Atlantic titled, "Crosby, Stills & Nash" which was released last April. The group, plus Neil Young, are now working on their January LP release.

The Bee Gees gold record was due to "The Bee Gees Greatest Hits," released last June. It marked the first gold album for the English group, due to tour the United States in January. "The Best of Cream" was the album which copped the gold for that group. The album, issued in June, marked the fifth gold LP for the now disbanded group.

Kama Sutra Records, which has formerly been distributed by MGM Records. Initial product on the reactivated label will be the first album by the rock 'n' roll revival group, Sha Na Na.

In addition to Sha Na Na, Neil Bogart, vice president and general manager of Buddah Records, plans to release a first album by the Road, which will include their latest chart single, "She's Not There." Several other acts have already been signed to Kama Sutra including the Jaggerz and the Sir Men. A group discovered by Jack Hakim, Midwest operations manager for the Buddah group, the Jaggerz are recording their first album. The Sir Men, whose master of "You're Never Gonna Find Another Love" was acquired from Thunderbird Records by Marthy Thau, director of promotion, will also appear on Kama Sutra.

Bogart said that most Buddah distributors will not necessarily handle the Kama Sutra line. "We have already appointed 10 new distributors to handle Kama Sutra as well as some of the other new labels that we have recently acquired for distribution," Bogart said.

# QRS Piano Rolls Tuning In

Continued from page 1

and Top 40 Easy Listening charts.

The QRS catalog of over 2,300 active titles is increased by eight new hit songs every month.

Due to the diversity of titles and small demand for any particular titles, QRS distributes its product directly to over 3,000 dealers from Macy's to Disneyland. Without the need for rack jobbers, QRS rolls offer dealers an 85 percent profit while keeping piano roll prices at a retail level only 25 cents higher than their retail cost in 1922. Single tune QRS rolls retail for \$1.50 while six song medleys from Broadway shows cost \$3.50.

New songs rather than standards top the QRS Best Seller List. "Somewhere My Love" and "Hello, Dolly!" hold the top two spots for total sales since 1966. "Hair," "Aquarius" and "Love Theme From Romeo and Juliet" are recent issues headed for positions on the QRS sales chart.

Yearly, QRS piano roll sales have reached the 500,000 mark due to the re-entry of Kimball, Wurlitzer and Aeolian into the player piano field. Kimball also

manufactures a player organ with special rolls produced by QRS. QRS, however, has no affiliation with any piano manufacturer. Its product may be used on any player piano manufactured since 1911.

"Although QRS Player Rolls have been on the market continuously without interruption since 1900," stated Tick, "a good percentage of our annual sales are the direct result of Aeolian's efforts to bring back the piano player. It is impossible for such a small market as piano rolls to engage in consumer advertising. Therefore, it is up to the large player piano manufacturers such as Aeolian to reawaken public interest in players."

Manufacturing equipment at the QRS factory has been in service since the 1920's. Jazz artist Jelly Roll Morton, Fats Waller, James P. Johnson and J. Lawrence Cook have all worked with the QRS recording piano. Currently Dick Hyman is preparing a medley of his Moog selections for QRS rolls. Since the selections are instrumentals, QRS plans to substitute sound effect instructions for conventional sing-along lyrics usually printed on the rolls.

A slowly expanded piano roll market has prompted QRS to resurrect its label once popular in the 1920's. Ready for release to QRS dealers is an LP of hit QRS piano rolls entitled "This Number Can Also Be Had for Your Player Piano." Selections include "Sunny," "Classical Gas," "Winchester Cathedral," "Cabaret," "Aquarius" and "Hello, Dolly!" and six others.

According to Tick, other records of piano player recordings have focused on public domain and old-fashioned songs. The QRS album, pressed by RCA Custom Record Service, is straight player piano music with sing-along words on the record jacket. If this album proves successful, QRS is considering a more expanding policy of presenting rolls with orchestral or vocal accompaniment as Henry Mancini has done with the QRS roll of "The Sweetheart Tree."

QRS is a yearly exhibitor at the NAMM trade show and convention, and plans to repeat its film program detailing the manufacturing of piano player rolls this spring in Miami. The program consists of silent film with piano roll accompaniment.

# Executive Turntable

Don England, former vice-president in charge of sales of Columbia Records, joined National Tape Distributors, Inc., as executive vice president and chief operations officer. England's primary responsibility will be to further development and programming of the tape firm's national marketing efforts. England had been with CBS since 1956. Previous to that, he held selling positions with RCA and Capitol Records.



ENGLAND



BRUNNER



KENNEDY



LAWTON

Aileen Brunner, long-time administrative assistant to Joe Talbot at SESAC's Nashville office, has been named public relations coordinator for the office, working directly with Charles Scully, the firm's director of information services. . . . Jerry Kennedy, a&r director for Mercury in the country field, has been named vice president of the company and re-signed to an exclusive production agreement with Mercury. . . . Howard Mendelsohn & Co. has been appointed public relations counsel for 22nd Century Productions, Chicago based concert and entertainment producers.

Lee Trippett named manager, merchandising services, sales and distribution for Epic and Custom. Miss Trippett will coordinate cover art, design, liner notes, packaging, advertising and merchandising for the labels. She joined CRS Marketing in 1963 as proofreader and most recently was production supervisor, product coordination. . . .



TRIPPETT

Verdell Lawton named manager, promotion services, sales and distribution for Epic and Custom labels. He joined CRS in 1964 and was previously manager, merchandising services for the two labels.

Thomas E. Noonan named general manager of Metromedia Records. For the past year, Noonan has been assistant to the executive vice president and general manager of Motown Records. Previously, he was with Columbia Records, where he became director of national promotion. Noonan was 16 years with Billboard as music reporter, reviewer, critic, personnel manager and director of research.



NOONAN

George Parkhill appointed manager, artists relations, West Coast, RCA Records. Parkhill rejoins RCA after a brief leave of absence. In 1965 he was named manager advertising RCA and joined the company in 1950 in field sales, working in the promotion department until 1957, when he was named manager, field sales, record albums. In 1958 he became manager, advertising and promotion. . . . Richard L. Schall resigned as executive vice president and director of MGM. He joined the company from General Mills Inc. Schall will act as consultant to MGM for a brief period.

Stan Snyder promoted to director, sales and distribution, Columbia Records. Most recently sales manager New York branch for Columbia and Epic Records, Snyder has been six years with the company.



SNYDER

Roque Cordere named music consultant for Southern Music and Peer International. He is a well-known Panamanian composer and conductor and from 1964-1966 conductor of the Orquesta Nacional de Panama. He was also director of music of the National Institute of Music, Panama. . . . Julian Rice named classical sales and promotion manager of their newly re-formed Division One. Rice was previously Angel sales representative in the Philadelphia area. . . . Herb Nagel joins MiraSound Recording Studio's accounting department. . . . James C. Wheeler named to the newly created post of manager of market development for new products at the Hammond Organ Company, Chicago.

Bob Edson named national sales and promotion manager for People Records, a division of People's Enterprises, Inc., Los Angeles. Edson was previously program director, WINX, Washington. . . . Nat La Pakin named promotion director of PIP Records, a division of Pickwick International and Viking Records. He is a former east coast promotional manager for MGM. . . . Mark Schulman appointed executive assistant to Atlantic vice president, Nesuhi Ertegun. He has been head of Atlantic's album coordination department for the last year and will continue overseeing the department in addition to his new duties. Joining the album department is Ilhar Mimaroglu, a composer of electronic music. . . . James Katavolo



SCHULMAN

(Continued on page 8)



**The best way  
to sell an album is with a hit single.**

**So far, this one has two.**

"This Girl Is a Woman Now" and "Don't Give In to Him." Both hit singles and way at the top of the charts.

So the Gap's new album has got twice the sales appeal most albums usually have. And should even outdo their last three albums (which is a lot to outdo).

But maybe a more important reason for the continuing success of Gary Puckett and The Union Gap's albums is that behind any of their hit songs, there are always a lot of other equally great songs. So what their fans are really getting this time is ten for the price of two.

ON COLUMBIA RECORDS 

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## Musicor and Clairol Talk On Spot Deal

NEW YORK—The Clairol Co. is negotiating with Musicor Records to substitute the hair product firm's current on-the-air commercial, "Early in the Morning," with the Gene Pitney hit record of the same tune. "Early in the Morning," originally produced as a commercial theme for Clairol by Paul Vance, came to the attention of Musicor president Art Talmadge, who contracted Vance and Lee Pockriss, to produce a Pitney recording for release on the label. The Pitney version, which was recently released by Musicor, met with immediate acceptance at the top 40 level.

Meanwhile, Bang Records has announced that the original version by Don Young will be released on its label. Ilene Berns, president of Bang Records, said that the decision to release the original version of the tune was based on tremendous public requests. She also pointed out that Clairol claimed that 100 million people in the U.S. alone had seen and heard the commercial.

Clairol has once more engaged the production team of Arthur Aaron and Stan Schwartz to furnish the music for another "Early in the Morning" commercial featuring the voice of Don Young.



JIMMY HART, center, leader of The Gentrys of Memphis, signs a recording contract with Sam Phillips, left, president of Sun International Records and Knox Phillips, son of Sam, and producer at Sun International of The Gentrys.

## 'Buck White' Rights Acquired by Buddah

NEW YORK—Buddah Records has acquired the original cast album rights to the upcoming Broadway musical "Buck White," which will star Cassius (Muhammad Ali) Clay. The musical version of the original play by Joseph Dolan Tuotti has music and lyrics by Oscar Brown Jr. Buddah is a limited partner in the production.

The musical version was launched in San Francisco a

year ago when it came to the attention of independent record consultant, writer and radio personality Tom Donahue, and Cynthia Badie, Buddah's West Coast regional promotion manager. The pair notified Buddah executives Artie Ripp, Phil Steinberg, Art Kass and Neil Bogart, who caught the show in San Francisco and agreed to back the production for a New York engagement, in co-production with Zev Bufman.

"Buck White" will be presented at the George Abbott Theatre. The opening is scheduled for Dec. 2.

## Scepter's Sound Studio Unveiled; Cost Put at 100G

NEW YORK—Scepter Records has unwrapped its new sound studio. Construction for the 16-track studio had been under way for the past year-and-a-half.

The work began with the remodeling of the mastering and editing rooms at Scepter and the redesign of the physical equipment. An enlarged studio and a new control room highlight the 16-track Ampex MM tape recorder and the redesigned console.

Stanley Greenberg, vice president of artists & repertoire, pointed out that his staff includ-

ing audio engineer and Scepter record producer, Michael Wright, stressed physical decor and comfort. A monitor balancing system and a new mix down network are added electronic features, and, the room is designed for the recording of large groups. Also included is a separate viewing room where spectators can hear and see into both the control room and the studio without interfering with the work of either the artist or the producer.

The new facility was built at a cost of over \$100,000. It was designed by John Lakata, Scepter's chief audio engineer.

## Promoter Fine Bows Label

NEW YORK—Veteran record promotion man Jack Fine has launched a record label which he will operate in addition to his promotion activities. First release on the PAX Records will be "Tower of Babel" by the Stoned Age, a Long Island group. PAX will be distributed by Golden Records under an agreement with Al Masler, head of Golden.

Fine, who has worked with such labels as Atlantic, ABC, Amy-Mala-Bell, Disney, and 20th Century-Fox, will ship the first single this week along with flyers featuring the lyrics.

## 'Music Scene' Is Seen In 6.8 Mil Households

LOS ANGELES — "Music Scene," which goes off the air Jan. 12 after 17 episodes, drew a projected audience of 6,840,000 households, according to Nielsen ratings figures.

The audience was in the youth market which the show was geared to, stated producer Ken Fritz. There were a projected households of 1,570,000 teenage girls, and 1,600,000 boys watching the show, Fritz added. Projected households in the 18-35 bracket numbered 1,900,000.

Fritz feels that the proper way for presenting music with a youthful connotation is to zero in on a specialized age group which supports popular music through record purchases.

He said the audience stayed with the show from the initial program, but the overall ratings did not show a large enough

share of audience. "The question is, is there a large enough audience of 11-to-25 year olds to support a prime time network show built around popular music?" Fritz asks. The rating services do not cover such areas as college dorms and fraternity houses, so Fritz will never know the show's accurate viewing audience.

## Venuti Booking

NEW YORK — The Joe Venuti Quartet has been booked for the reopening of the Roosevelt Grill, Roosevelt Hotel, on Nov. 25. Resident group at the Grill will be the World's Greatest Jazz Band, led by Yank Lawson and Bob Haggart.

With Venuti are Lou Stin, piano; Jack Lesberg, bass, and Cliff Leeman, drums.



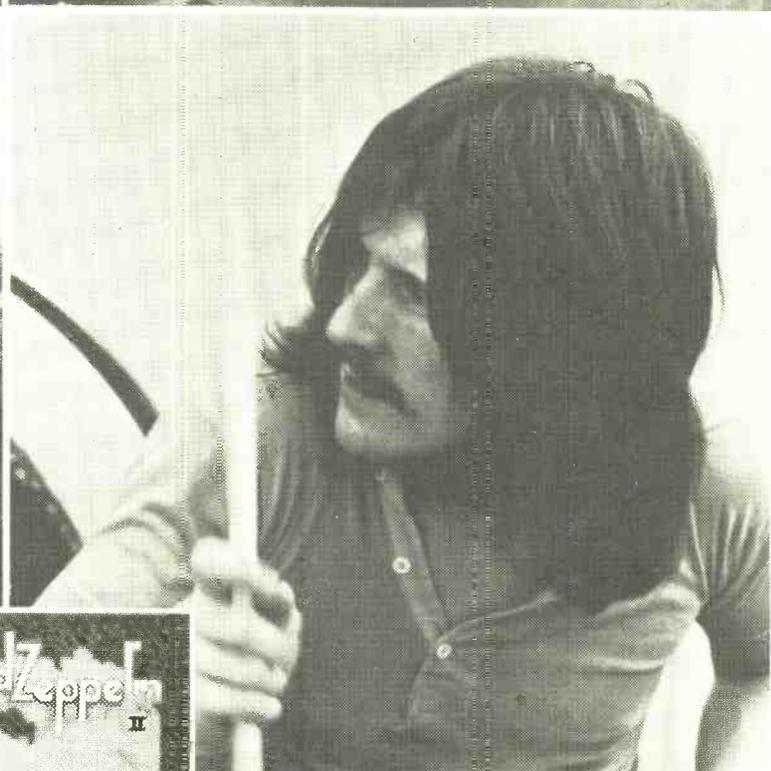
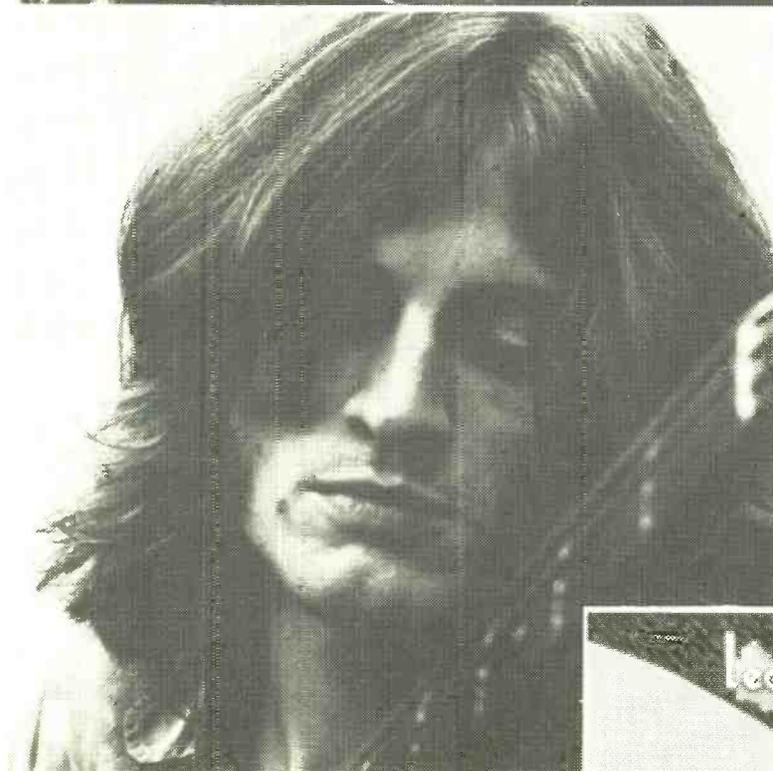
AUDIO FIDELITY Records has designed a new label, which is shown above. The company is now issuing all new album and single product on the newly designed label.



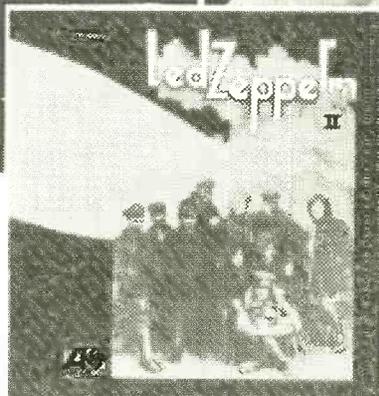
**The 45 Has Arrived**  
**Led Zeppelin**  
**“Whole Lotta Love”**

Produced by Jimmy Page

Atlantic #2690



**From The  
Best-Selling Album**



**“Led Zeppelin II”**



## Garrett Will Broaden Attack by 2 Labels

LOS ANGELES — Snuff Garrett Productions, which has concentrated on expanding its publishing and independent production wings, is now putting a special stress on its two record companies.

Ed Silvers, vice president and operational head of Garrett Productions, said the company will begin to drive harder on its two labels, Viva and Bravo Records.

Viva and Bravo, both distributed by Decca, will release about 15 albums in 1970, up from six, and about 15-20 singles, an increase from five. Snuff Garrett, president, will produce the brunt of the company's product, with the remainder coming from outside master acquisitions.

Garrett Productions also is producing eight albums for Ampex on an exclusive production-tape arrangement, three or four LP's for other sources, and several albums as an independent production house.

Silvers is mapping out a campaign to return Viva and Bravo to the singles business, either via master acquisitions or company-produced product.

Initial effort in that direction is through an arrangement with

Wilder Bros. Productions, which produced a single, "Beautiful Experience" by the Loving Tree, for Garrett's labels. An LP is planned for January.

As part of its stepped-up activity for both labels, the company is releasing "Rhapsodies for Young Lovers, Vol. III" by the Midnight String Quartet on Viva, and "That's All There Is" by the Midnight Voices on Bravo. Both are November releases.

Silvers is planning to promote and merchandise the albums in tandem, both on radio and through rack distributors.



THE THREE veteran staffers at Edward B. Marks Music celebrating their long association with the firm. Left to right, Frank Krosky, eastern sales manager, completes his 50 years, Fred Woodruff, director of recordings, marks his 30th year, and Eddie Defino, production manager, celebrates his 25th year.

## Galaxy of Stars

• Continued from page 4

the Penny Whistlers, the last three all on Elektra label.

Also on the overnight concert, the Monolith, Christopher Mann (a recent ovation-winner at a New York concert), Bill Seigman, the Reverend Kirkpatrick (former Martin Luther King aide, now turned to singing), David Peel and the Lower East Side, a protest group, Washington's local Cherry People and a group calling itself Hair Pie (and you never know, do you?)

As of this reporter's deadline (13) there was no way of knowing if the march and the rally and the concerts would be a roaring success, or a fiasco. But one thing was certain—never before have so many in the recording industry given so unstintingly of time and energy and talent as in their hopeful demonstration for peace in the world, here in the nation's capital.

## Dimensional Sound Studio Is Opened

NEW YORK — Dimensional Sound, a new studio complex, has been opened here at 245 W. 55th St. George Oldham is head of the new operation, which includes a 10-track system with a 16-track facility almost completed. Two mix-down rooms and two cutting rooms are part of the facility. Abe Steinberg, previously with Ab-tone Studios, is a fulltime engineer along with Oldham.

## CASH TUNE IS FILM TITLE

NASHVILLE — "I Walk the Line," a tune written several years ago by Columbia Records' Johnny Cash, is the title of the new movie just completed here. Gregory Peck and Tuesday Weld star. Cash not only scored the new Columbia Pictures movie, but is writing several new songs to sing in it.

## UNI Gears Push To Diamond LP

LOS ANGELES — UNI is developing a merchandising campaign for Neil Diamond, geared to his new "Touching You Touching Me" LP. The label is preparing a promotional newspaper. The UNI Revue, for dealer usage, which will spotlight Diamond. The label will also provide retailers with point-of-sale merchandisers for the LP. Promotion director Pat Pipolo is coordinating radio time buys for the LP, which features Diamond's current hit single, "Holly Holy."

On another front UNI purchased the master of "How Can I Tell My Mom and Dad" by the Lovelites from Lock Records of Chicago.

## Wes Bites Hand & Band That Feed Him: Wisner

NEW YORK — Independent producer Jimmy Wisner is in disagreement with independent producer Wes Farrell over the relative values of East Coast musicians and West Coast musicians. In last week's Billboard,

Farrell praised the West Coast musician.

Wisner said, "I think that Farrell does a disservice to New York musicians who have aided him in becoming successful. It is interesting that Wes would appear to bite one of the many hands that feed him."

## Record Studio Opened by Speer

HAMDEN, Conn. — Kaleidoscope/Studio One, a new recording studio and production firm, has been opened here by Dave Speer. Chief recording engineer is Jim Michmerhuizen. The studio, at 1500 Dixwell Ave., will be rented on a block time basis at \$200 per eight-hour day. The production firm of Kaleidoscope Music already has Puff on MGM Records, Phlush, the Quiet Ones, Jake's Hope and the Underground Movement. Publishing and promotion are headed by Tim Lowery.

## Radio 437 Plans to Relocate in Phila.

PHILADELPHIA — After 48 years at 437 Market St. near the heart of the city, Radio 437 will soon move closer to the city at 924 Chestnut St. The new store, necessary because the city's redevelopment program took over the original location, will give Radio 437 an additional 1,000 square feet of selling space.

Herb Levin, secretary of the radio, records and components store, said that since the exact time for giving up the present location is not known, Radio 437 will be operating both stores for a while.

Wisner added, "As a matter of fact, three of Wes' most recent hits, 'Indian Lake,' by the Cowsills, and the Brooklyn Bridge's 'The Worse That Could Happen' and 'I Hear You're Getting Married,' were cut in New York Studios with New York studio musicians."

Wisner said that his defense of East Coast musicians is not meant to disparage the West Coast musicians. He explained, "The point is that the record should be straight. There are competent musicians on both Coasts. Also, Farrell seems to have forgotten Nashville, Muscle Shoals, Memphis, Chicago and Detroit."

Wisner, however, agrees with Farrell on his statement, "you can cut a hit record anywhere." Wisner added, "It still takes a hit song and a hit artist, plus the support of fine musicians wherever they happen to be."

## Intrepid Acquires 'Thumb' Master

NEW YORK — Intrepid Records has acquired the master of "Under My Thumb" by the Kindred Spirits. The record will be released on the original Moxie label until copies bearing the Intrepid logo are pressed. Negotiations were made between Charles Fasch, president of Intrepid, and John George, the group's representative.

# TOMORROW

By ED OCHS

Overheard was word of a British Dylan, a gentle soul who yearned for a love he could claim only in visions. He sang of love as though it were dying, perhaps, for want of youth which is Donovan's fountain. But Donovan was a promise he couldn't keep, because the promise was one of eternal youth which dies a child in all of us. In "Catch the Wind" and "Try for the Sun," Donovan murmured in boy's small voice of an unqualified love needing only eyes to see, hands to feel and a memory to distill fault from fantasy. His voice, so plain and deaf to affectation, summoned all his idealism before it waned on the wick and the lights went out. "The Best of Donovan" (Hickory) praises the old Donovan—that is, the young Donovan—his Gibson and harmonica, and the visions of precious, pitying youth that died with the promise. Today, more self-assured and relived of the transitional tensions of maturity, Donovan is no longer a folk singer, and we will miss him more for what he was, for his beautiful folk guitar, frail classic melodies and remote listener's voice. Ah, but I may as well try and catch the wind. . . .

## No More Blues

Donovan's blues were grey-blues, for his English skies were permanently stained the color of pollution and rain. The rain dampened his spirit, the pollution hung in clouds over his head like the shadow of death, and together they made the Scot melancholy. So Donovan was wistful, a shepherd boy sweetened by flutes and Pan, Yeats and dreams of freedom ("a word I rarely use without thinkin'"). His escapes included the forests and flowers where law could not pursue, where everyday was holiday and magic prevailed in dreams. He sang and wrote to the people who loved there, and through the looking glass of drugs Donovan fell into sweet dreams—"Colours," "The Ballad of Geraldine," "Summer Day Reflection Song." A midsummer night's dream. Once a folk singer who confirmed Dylan's power to persuade, Donovan soon distinguished himself from Dylan by his pipe (hash, that is) dreams, his lowland laments, sooty English factory blues, and the tripping fantasies which were to succeed his brief and precious folk era. Ultimately, Donovan was Elizabethian and Dylan was speeding, seething, restless America. His guitar and harp were the rake and hoe of Donovan, the folk singer, and they will remain the tools that describe him as he "was, and evermore shall be." His Hickory blues, often grim, plaintively undersung and intensely idealistic are the lost promise of Donovan. Fame and wealth have solved his protests and relieved him of responsibility and, now an old writer, he has turned from epics to children's stories. His folk years mourned youth, and he painted what he saw like a man going blind, his love fading to his touch like the thinnest wafer to his taste. The youth he has rediscovered in his "Barabajagal," "Hurdy Gurdy Man" and "Donovan's Greatest Hits" (Epic) albums is a fable without a moral, an unending day without the omens of night, a game with no consequences. Donovan today—a vague guru, a bar & lounge corner, the voice of a small-time swing combo. No longer is he worldly or logical, remarking as he did in his early folk period that "The War Drags On." Donovan is now pop singer—electric, psychedelic and imitative, as Jeff Beck, and his arrangements, still among the most creative in pop music, are dense and droning, everything that Donovan isn't. His voice has changed, improved I suppose, and nothing is urgent. Nothing to say. We will miss Donovan, the folk singer.

## Executive Turntable

• Continued from page 4

named director of special projects of CBS electronic video recording division. He has been EVR's director of educational marketing since June 1968.

Joel Schneider named national tape product manager, Decca Records. He joins the company from RCA Records international department. . . . Francis A. Datello appointed controller, CBS direct marketing services division. He has been associated with CBS since 1966, most recently as controller, Bailey Film Associates.

Gerry LaFoursiere named Canadian director for A&M Records and Publishing, reporting to Dave Hubert, international director. He was formerly in sales and promotion with Liberty. . . . Bob Dix named general manager of RPR Records, replacing Morrie Herzog. . . . Dallas Smith joins Canopy Music as head of a&r and music production. He was formerly with Liberty four years and had been in independent production in Los Angeles during the past several months. Canopy is owned by Jimmy Nebb.

Dave Heister appointed Vox product manager. He previously headed industrial relations for Thomas Organ. . . . James A. Morano promoted to manager of industrial branch operations of Allied Electronics Corp. . . . Donald D. Ander named a tape specialist in the greater Ohio area for Ampex Stereo Tapes. He was formerly a salesman for Paramount Records. . . . Dick Spingola has departed Mercury Record Corp. to establish his own Public Accounting and Consulting firm. . . . James Don Lee will represent the Fischer Manufacturing Co. line of coin operated and home billiard equipment in the Southwestern United States. . . . Richard H. Hodges appointed vice president of marketing for miniature lamps and photolamps for Sylvania Electric Products, Inc. . . . Leonard Verebay has become assistant to the executive vice president of Queens Lithographing Corp.

# Hit films make hit records.

Undisputed. Especially films about the "now" generation. We don't have to tell you about movies like The Graduate, Midnight Cowboy, and Easy Rider. Their soundtracks and singles are super-sellers.

Now... "Generation" is the title of a new Joseph E. Levine/Avco-Embassy motion picture that's being premiered on December 5th. That's very soon. The song you'll hear over the titles is "Generation (Light Up The Sky)" by Rare Earth. It's destined for chartdom.

Get on it!

# "GENERATION (Light Up The Sky)" RARE EARTH

R 5010



A Division of Motown Records

Personality Song Books  
**Sheet Music Info**  
 All Instrument Books

Music of Today—Brimhall  
**by: Jude Porter**

**HEAD-LINERS**

Charles Hansen's SHEET MUSIC INSTITUTE printed and supplied to Jobbers, Dealers and Racks QUALITY Sheet Music, Piano and Vocal Editions, of EIGHT out of the TOP TEN on the HOT 100 Billboard Chart (Issue of November 15th, 1969). They are:

WEDDING BELL BLUES  
 COME TOGETHER  
 SOMETHING  
 AND WHEN I DIE  
 SUSPICIOUS MINDS  
 SUGAR SUGAR  
 TAKE A LETTER MARIA  
 NA NA HEY HEY: KISS HIM  
 GOODBYE

**BIG ONES COMING UP!**

Creeence Clearwater Revival have Two Big Hits in great demand over the counters—they are:

FORTUNATE SON and  
 DOWN ON THE CORNER  
 BOTH SHOULD PROVE TO BE...  
 SELLERS!

Three Dog Night checks in with  
 ELI'S COMING

Glen Campbell has a winner with  
 TRY A LITTLE KINDNESS

On the November 19th GOOD TIME HOUR Glen introduces NEIL DIAMOND performing a great vocal-choral version of Neil's latest hit: HOLLY HOLY

and in a most inspiring part of the show Neil does a medley of the great songs he has written and performed singing together with Glen and Cher... "Brother Love's Traveling Salvation Show"... and "Sweet Caroline."

**NEW HIT SHEETS TO BE ON THE ALERT FOR:**

RAINDROPS KEEP FALLIN' ON MY HEAD

as performed by B. J. Thomas in "Butch Cassidy and the Sundown Kid." This song, written by Bacharach and David, is a smash.

Among the Newer Ones being issued this week:

WE LOVE YOU, CALL COLLECT (Art Linkletter's emotional plea that hits home)

MIDNIGHT COWBOY (Piano Solo Theme from the Picture by John Barry)

HEAVEN KNOWS (A great new one via the Grass Roots record)

SEE RUBY FALL (The great Johnny Cash continues to hit with every new release)

A BRAND NEW ME (Dusty Springfield broke this wide open on "The Music Scene")

JAM UP JELLY TIGHT (Tommy Roe continues to hit all the best selling charts)

**BOOK REVIEWS:**

The following is fair warning to every jobber and dealer in the country—BLIND FAITH IS NO MORE! Insiders in the business have tipped us that Eric Clapton, Rick Grech, Ginger Baker and Steve Winwood have once again gone their separate ways... BUT... BUT... BUT!—Hansen Publications has just released a gorgeous issue that matches their ONLY L.P.

CREEENCE CLEARWATER REVIVAL, running neck and neck with the Beatles on the L.P. charts have a stunning Hansen Publication folio containing ALL their hits, with great photos and stories.

THE MUSIC OF JONI MITCHELL is finding itself in big demand. It contains all of the originals by Joni, with original poems and a painting by Joni with a beautiful poster enclosed.

TOP CALLS FOR SHEETS AT WALLICH'S MUSIC CITY:

HOLLY HOLY  
 MAKE YOUR OWN KIND OF MUSIC  
 ELI'S COMING  
 AND WHEN I DIE  
 SOMETHING

BECAUSE

IS THAT ALL THERE IS (OP)\*

LEAVIN' ON A JET PLANE (OP)\*

TRY A LITTLE KINDNESS

LOVE'S BEEN GOOD TO ME

\*(OP) other publishers

HAVE A HAPPY THANKSGIVING!

**GOLD MARK ASSOCIATES**

PUBLIC RELATIONS  
 New York—Beverly Hills—London

# Market Quotations

As of Closing Thursday, November 13, 1969

NAME	1969 High	1969 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	22 $\frac{1}{8}$	14 $\frac{1}{2}$	484	18 $\frac{1}{4}$	17 $\frac{3}{8}$	17 $\frac{3}{4}$	+ $\frac{1}{4}$
American Auto. Vending	20 $\frac{3}{4}$	11	64	12 $\frac{7}{8}$	12 $\frac{1}{4}$	12 $\frac{1}{4}$	+ $\frac{1}{4}$
American Broadcasting	76 $\frac{1}{2}$	45 $\frac{1}{2}$	279	61	59 $\frac{1}{2}$	57 $\frac{3}{8}$	-3 $\frac{1}{2}$
Ampex	49 $\frac{7}{8}$	32 $\frac{1}{2}$	699	49 $\frac{7}{8}$	48 $\frac{1}{8}$	47 $\frac{1}{8}$	-1
Automatic Radio	43	20 $\frac{1}{8}$	507	39	38 $\frac{1}{8}$	38 $\frac{3}{4}$	+ $\frac{1}{2}$
Automatic Retailer Assoc.	122 $\frac{1}{2}$	97 $\frac{1}{2}$	105	122 $\frac{1}{2}$	119 $\frac{1}{2}$	122 $\frac{1}{2}$	+3
Avnet	36 $\frac{1}{2}$	11 $\frac{7}{8}$	858	19 $\frac{7}{8}$	14 $\frac{1}{4}$	13 $\frac{3}{8}$	-1
Capital Ind.	56 $\frac{1}{4}$	29	145	54 $\frac{1}{2}$	53 $\frac{1}{2}$	52 $\frac{3}{4}$	-1 $\frac{1}{2}$
Chic. Musical Inst.	33 $\frac{3}{8}$	23	152	29 $\frac{3}{8}$	29	29 $\frac{1}{4}$	- $\frac{3}{8}$
CBS	59 $\frac{1}{2}$	41 $\frac{3}{8}$	709	51 $\frac{1}{4}$	49 $\frac{1}{2}$	57 $\frac{3}{8}$	+1 $\frac{3}{8}$
Columbia Pic.	42	25	192	31 $\frac{1}{2}$	30 $\frac{3}{8}$	31 $\frac{1}{2}$	+2 $\frac{3}{4}$
Disney, Walt	123	69 $\frac{3}{4}$	414	123	114	115 $\frac{1}{2}$	-1 $\frac{1}{4}$
EMI	8 $\frac{7}{8}$	5	2263	7 $\frac{1}{8}$	6 $\frac{3}{8}$	6 $\frac{7}{8}$	+ $\frac{1}{4}$
General Electric	98 $\frac{1}{4}$	81	1069	85 $\frac{3}{8}$	83 $\frac{3}{8}$	84 $\frac{1}{4}$	+ $\frac{1}{4}$
Gulf & Western	50 $\frac{1}{4}$	19	1118	23 $\frac{3}{8}$	22 $\frac{1}{8}$	22 $\frac{1}{8}$	- $\frac{7}{8}$
Handleman	40 $\frac{1}{2}$	29	1008	39 $\frac{7}{8}$	38	38	-1 $\frac{1}{8}$
Harvey Group	25 $\frac{1}{4}$	11 $\frac{1}{2}$	76	16 $\frac{1}{2}$	13 $\frac{3}{8}$	16 $\frac{1}{4}$	+3 $\frac{3}{8}$
Interstate United	35	11 $\frac{1}{8}$	385	17	16	16 $\frac{1}{8}$	- $\frac{3}{4}$
ITT	60 $\frac{1}{2}$	46 $\frac{1}{4}$	2991	58 $\frac{3}{4}$	57	58 $\frac{1}{2}$	+ $\frac{1}{4}$
Kinney Services	39 $\frac{1}{2}$	19	1880	32 $\frac{7}{8}$	31	31 $\frac{1}{4}$	- $\frac{3}{8}$
Macke Co.	29 $\frac{1}{2}$	14 $\frac{1}{2}$	162	20 $\frac{1}{2}$	19	19	-1 $\frac{1}{4}$
Magnasynic-Craig	24	21	663	23 $\frac{3}{8}$	21	21	-2 $\frac{3}{8}$
MCA	44 $\frac{1}{2}$	20 $\frac{1}{2}$	638	24 $\frac{3}{4}$	21 $\frac{1}{4}$	23	+2 $\frac{5}{8}$
MGM	44 $\frac{1}{2}$	25	153	32 $\frac{7}{8}$	33	33	- $\frac{1}{2}$
Metromedia	53 $\frac{3}{4}$	17 $\frac{1}{2}$	1451	24	22 $\frac{1}{2}$	23	- $\frac{7}{8}$
3M	116 $\frac{7}{8}$	94	783	118 $\frac{1}{2}$	115 $\frac{1}{2}$	118	+3 $\frac{1}{2}$
Motorola	166	102 $\frac{3}{4}$	839	147 $\frac{7}{8}$	143	144 $\frac{1}{2}$	-5 $\frac{1}{2}$
North Amer. Phillips	59 $\frac{3}{4}$	35 $\frac{1}{4}$	425	59 $\frac{3}{4}$	57 $\frac{3}{8}$	58 $\frac{3}{4}$	- $\frac{1}{4}$
Pickwick Int.	52 $\frac{1}{2}$	32	230	54 $\frac{1}{4}$	51 $\frac{3}{8}$	53 $\frac{3}{4}$	+2 $\frac{1}{4}$
RCA	48 $\frac{1}{8}$	35 $\frac{1}{2}$	1679	41 $\frac{1}{2}$	40	40 $\frac{5}{8}$	Unchg.
Servmat	49 $\frac{1}{2}$	27 $\frac{3}{4}$	758	34 $\frac{1}{4}$	30 $\frac{3}{4}$	31	+ $\frac{1}{4}$
Superscope	54 $\frac{3}{4}$	17	213	37 $\frac{1}{4}$	35 $\frac{3}{4}$	36 $\frac{3}{8}$	- $\frac{5}{8}$
Telex	90 $\frac{7}{8}$	20 $\frac{3}{4}$	2533	84 $\frac{3}{4}$	75 $\frac{1}{8}$	80	-4 $\frac{1}{2}$
Tenna Corp.	30 $\frac{3}{4}$	16 $\frac{3}{8}$	1053	29 $\frac{3}{8}$	26 $\frac{3}{8}$	28	-1
Trans Amer.	38 $\frac{3}{4}$	23	2764	29 $\frac{1}{2}$	27 $\frac{1}{8}$	27 $\frac{1}{2}$	- $\frac{3}{4}$
Transcontinental Invest.	27 $\frac{3}{4}$	13 $\frac{3}{8}$	1207	24 $\frac{3}{8}$	23 $\frac{1}{4}$	24 $\frac{1}{8}$	- $\frac{1}{4}$
Triangle	37 $\frac{3}{8}$	17 $\frac{1}{2}$	44	20 $\frac{1}{2}$	19 $\frac{3}{8}$	20 $\frac{1}{2}$	+ $\frac{3}{4}$
20th Century-Fox	41 $\frac{3}{4}$	16 $\frac{1}{8}$	1346	21 $\frac{3}{8}$	19 $\frac{7}{8}$	20 $\frac{1}{8}$	-1 $\frac{1}{2}$
Vendo	32 $\frac{3}{8}$	16 $\frac{1}{2}$	126	17 $\frac{7}{8}$	17 $\frac{1}{4}$	17 $\frac{1}{2}$	Unchg.
Viewlex	35 $\frac{1}{2}$	22 $\frac{3}{4}$	56	26 $\frac{7}{8}$	26 $\frac{1}{8}$	26 $\frac{3}{8}$	-3
Wurlitzer	23 $\frac{1}{2}$	14 $\frac{7}{8}$	39	17	16 $\frac{1}{4}$	16 $\frac{3}{8}$	+1 $\frac{1}{4}$
Zenith	58	35 $\frac{3}{8}$	1023	41 $\frac{1}{2}$	38 $\frac{1}{2}$	39	-2 $\frac{5}{8}$

As of Closing Thursday, November 13, 1969

OVER THE COUNTER*	Week's High	Week's Low	Week's Close
ABKCO Ind.	6 $\frac{1}{2}$	5	6
Audio Fidelity	5 $\frac{3}{4}$	3 $\frac{3}{4}$	4 $\frac{1}{4}$
Cameron Musical	27 $\frac{7}{8}$	27 $\frac{1}{8}$	23 $\frac{1}{4}$
Cassette-Cartridge	18	15 $\frac{1}{4}$	14
Certron	27	25 $\frac{1}{4}$	24 $\frac{1}{2}$
Creative Management	12	11	12 $\frac{1}{2}$
Data Packaging Corp.	31	29	28 $\frac{1}{2}$
Fidelitone	4 $\frac{3}{4}$	4 $\frac{1}{4}$	4 $\frac{3}{4}$
GRT Corp.	27 $\frac{3}{4}$	26 $\frac{1}{2}$	28
Goody, Sam, Inc.	26 $\frac{1}{4}$	22	27 $\frac{1}{4}$
ITCC	15	12 $\frac{1}{2}$	11 $\frac{1}{2}$
Jubilee Ind.	12 $\frac{1}{2}$	9 $\frac{1}{2}$	11
Lear Jet	29 $\frac{3}{4}$	27 $\frac{1}{4}$	26 $\frac{1}{4}$
Lin Broadcasting	13 $\frac{3}{8}$	12 $\frac{3}{4}$	12 $\frac{1}{2}$
Merco Ent.	36 $\frac{1}{2}$	35	35
Mills Music	24	23	23
Monarch Electronic Ind.	11 $\frac{1}{2}$	10 $\frac{1}{2}$	11 $\frac{1}{4}$
Music Makers, Inc.	13 $\frac{1}{4}$	12	13 $\frac{3}{4}$
NMC	9 $\frac{1}{2}$	8 $\frac{3}{4}$	8 $\frac{3}{4}$
National Musitime	1 $\frac{1}{2}$	1 $\frac{1}{4}$	1 $\frac{3}{8}$
National Tape Dist.	42	40	41
Newell	24	22 $\frac{3}{4}$	21 $\frac{3}{4}$
Perception Ventures	7 $\frac{1}{2}$	6 $\frac{1}{2}$	6 $\frac{1}{4}$
Qatron Corp.	8 $\frac{1}{8}$	6 $\frac{3}{4}$	7 $\frac{1}{8}$
Robins Ind. Corp.	7 $\frac{3}{8}$	7	7 $\frac{3}{8}$
Schwartz Bros.	11 $\frac{1}{2}$	10 $\frac{3}{4}$	10 $\frac{3}{4}$
Telepro Ind.	2 $\frac{1}{4}$	1 $\frac{1}{8}$	1 $\frac{7}{8}$
Trans Natl. Communications	5 $\frac{1}{4}$	4	3 $\frac{1}{2}$

\*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

## Rascals to Visit U.K. in December

NEW YORK — The Rascals, Atlantic artists, will visit England in December. The group, Atlantic artists, will visit England in December. The group, recently awarded a platinum disk for sales in excess of \$2 million for their album "Time Peace—The Rascals Greatest Hits," will fly to London on Dec. 7, following a concert with

Dionne Warwick, at Felt Forum N. Y.

The group's British itinerary includes the taping of a guest spot on the "Tom Jones Show" in London during the week of Dec. 8. The Rascals will also make a concert appearance at London's Lyceum, before flying to Paris for television engagements. The Rascals new album will be released in January.

## Gulf Pacific Builds \$600G 16-Track Unit in Calif.

LOS ANGELES — Gulf Pacific Industries, independent record production company, is building a 16-track studio in Hollywood.

Work will start in 30 days on a \$600,000 complex, outfitted with two 16-track studios with dubbing and mastering facilities.

Walter Andrus, president of Gulf Pacific, is designing the studio, which will open in six months. The studio will have two in-house engineers, who will present workshop sessions on the various phases of the operation.

The studio will be leased out for custom work, said Mickey

Shapiro, Gulf Pacific partner, with an eye toward independent producers. Gulf Pacific will use the new studio for some of its 21 groups it records for 10 record companies under an Ampex tape agreement.

The new recording facility will use both Ampex, and Scully equipment, plus equipment innovated by Andrus. The Gulf Pacific executive also designed and built the company's 8-track recording facility in Houston in 1965.

The Houston facility, the largest 8-track recording studio in that city, has been used by the 100-piece Houston Symphony Orchestra, Fever Tree, Johnny Winters, Lightnin' Hopkins and T-Bone Walker.

## Vegetables in New Grounds —Commercials

MIAMI — The Underground Vegetables, a music production company based here, has expanded its operations to include film and videotape production of television commercials for the music industry. The expanded operation will also handle all facets of television advertising from the commercial concept creation to TV time buying and placement.

Bill McCann, Miami producer for the firm, disclosed that several companies have asked his company for "far-out" TV commercial storyboards with youth appeal, and that the firm's animation department is developing visual sales stimuli.

The Group, as the Underground Vegetables calls itself, previously limited production to Video Music, a type of promotional film. Bruce Meintjies, the company's director, said the difference between Video Music and other films distributed to TV bandstand and other programs is in the use of the plot.

"A Video Music film clip visually tells a story which is often inspired by the lyrics of the record being promoted," he said. He further explained that the distribution network for Video Music now includes college and university campuses, in addition to over 280 TV markets. We also begun research on distribution into commercial movie theaters," he added.

## 'Waxie Maxie' To Go Public

WASHINGTON — Max Silverman's Quality Music Stores has filed a registration statement with the Security and Exchange Commission for a public offering of 100,000 shares of stock at \$3.00 per share. Wachtel & Co., of this city, will be the underwriter.

Silverman, known nationally as "Waxie Maxie," expanded from one soul record shop in 1963 to five in-depth stores currently.

Two additional stores are projected for early 1970. The capital raised by this offering is to be used in expansion here.

## A&R MEN POP RECORD PRODUCERS

Major multi-label record company has attractive positions available on West Coast (L.A. or Frisco).

If you have a history of success in the recording studio as a producer of pop records, or expertise in selecting artists and placing them for recording with proper independent producers—we would like to hear from you. These positions carry an executive's salary plus an override leading to substantial earnings.

Mail resume indicating current salary to:

**BARNABY P. SMITH**

125 Park Ave.  
New York, N. Y. 10017

## EXECUTIVES WANTED

Large Prestigious Record Company.  
 Positions Open for Executives In All Areas.  
 Including Marketing, Sales, Administration,  
 Finance, Business Affairs.  
 Outstanding Salaries and Stock Options.

Send Resumes.  
 Must Have College Degrees,  
 MBA's Especially Desired.

Box 752  
 Billboard  
 165 West 46th Street  
 New York, New York

# The Smash follow up to **THE LION SLEEPS TONIGHT** (1961)

## **The Tokens** present **SHE LET'S HER HAIR DOWN** (EARLY IN THE MORNING) **BDA 151** (1969)

In the eight years since the tokens recorded "The Lion Sleeps Tonight" they have had many hits. But now, with the release of their new single, they capture all of the rock and roll magic of their first hit.

The sound is the same: the depth of harmony and melodic intensity that helped the Tokens coin the vocal magic that eventually stretched from the Beachboys to the Beatles.

So listen, to the Tokens, the lion is awake now and the roar will be heard all the way up the charts. "She Lets Her Hair Down" by the Tokens . . . they sound like they love you, because they do.



**Buddah Records, The Sound Promotion & Marketing Company.**

Buddah Records is a subsidiary of Viewlex, Inc. Printed in U.S.A.

## LEISURE TIME TIPS

by: Larry Finley

November 17th to December 15th has been designated TONY MOTTOLA MONTH by ENOCH LIGHT, the illustrious president of PROJECT 3 RECORDS.

Enoch's Promotion Department has been setting up special TONY MOTTOLA Promotions, including radio spots and newspaper tie-ins throughout the country with these promotions.

NAL is joining the TONY MOTTOLA MONTH by featuring five of TONY MOTTOLA'S latest albums that are available on NAL cassettes. The cassettes include the latest PROJECT 3 release, which is TONY MOTTOLA: "THE TONY TOUCH—THE BEST OF TONY MOTTOLA," as well as "TONY MOTTOLA JOINS THE GUITAR UNDERGROUND"; TONY MOTTOLA: "WARM, WILD AND WONDERFUL"; TONY MOTTOLA: "LUSH, LATIN AND LOVELY"; TONY MOTTOLA: "ROME OGGI (ROME TODAY)."

TONY MOTTOLA is one of America's most consistent best-selling artists and is considered among professionals throughout the world as the world's finest and most popular guitarist. His PROJECT 3 cassettes are deemed to be the very finest quality available and offer the utmost in stereo reproduction.

PROJECT 3 cassettes are among the best sellers in the NAL catalogue. In addition to TONY MOTTOLA, other PROJECT 3 cassettes available from NAL are Bobby Hackett, Pearl Bailey, 21 Trombones, The World's Greatest Jazz Band with Yank Lawson and Bob Haggart, plus the "master" himself, ENOCH LIGHT and some of his fabulous recordings with the BRASS MENAGERIE, with the GLITTERING GUITARS, and another with the ENOCH LIGHT SINGERS.

NAL cassettes faithfully capture the fine quality recordings that have made ENOCH LIGHT "tops" in his field.

If you would like to celebrate TONY MOTTOLA MONTH with NAL PROJECT 3 cassettes and would like to know the name of your nearest distributor, please contact NORTH AMERICAN LEISURE CORPORATION (NAL), 1776 Broadway, New York, New York 10019, or call us collect (212) 265-3340.

### NATL TAPE TO EXPAND ITS DISTRIBUTOR

SAN FRANCISCO — National Tape Distributors will convert its locally based Melody Sales record distributorship into a full tape and record rack jobber in January.

The Al Bramy-Tony Valero company, one of the city's pure distributors, will move to larger quarters to meet its new NTD responsibility.

An additional staff will be hired to service rack accounts with tape and record product. The Bay Area is already serviced by a number of rack firms, including Pic-A-Tune, Music West, Transcontinental, Norcal, Best Records Racks and Central Valley Record Racks.

# Tape CARtridge

## Classical Upsurge Is Proving 'Sleeper' for Cassette Mart

By BRUCE WEBER

to put its best contemporary foot forward.

Instead of "stuffy" or "high-brow" approaches to classical tape merchandising, the company is planning to market classical tapes in a more "down-to-earth" contemporary way.

Fred Dumont, classical national sales manager, Brad Engel, classical merchandising manager, and Hal Rothberg, special products merchandising director, are fiddling around with contemporary approaches to woo young listeners to classical tapes.

Dumont says that an "Ivory Tower" approach in advertising classical music is passe. "Now

that we have a new 'Fountain of Youth' interested in classical music on cassette, we must strive to clear the cobwebs out of our classical promotions and merchandising techniques," he said.

#### Fresh Ideas

Fresh merchandising ideas Capitol is considering for its classical line includes radio airplay on non-classical outlets, aiming packaging at young people, establishing a market for cassette titles on college and high school campuses, winning over rack merchandisers and distributors, combining tape-hardware promotions, and tape giveaways on TV shows.

Jim Frye of Deutsche Grammophon/Polydor agrees: He feels the fastest-growing area of cassette sales is classical recordings. "For the first time," says Frye, "we're even realizing profit in chamber music."

DGG is finding that classical releases generally do three times as well in the months following their releases as cassettes than they did in the same number of months following their original release on records.

All at Capitol see a classical resurgence because of cassettes. "We're about two years away from a classical cassette sales explosion," said Dumont.

Not everything released on disks is also available on tape, but a greater and greater proportion of new recordings is being made available, some of it simultaneously with the record release.

In its biggest classical tape release to date, Capitol issued 35 titles in September on cassette, 8-track and reel, in the Angel and Melodiya/Angel series.

#### Complete Operas

Although repertoire is confined to opera highlights, Capitol is planning to release complete operas on cassettes. If its a three-LP opera, said Rothberg, we'll release a three-cassette package in a de luxe manner, and may even include the libretto.

Classical tapes, so far, have been restricted to catalog material ("it gives us a chance to dust off our classical catalog," offers Dumont). However, plans

(Continued on page 80)

## WB Testing Own Graphic Pkg

By ELIOT TIEGEL

LOS ANGELES — Warner Bros. is using the full length of a 4 x 12-inch box for specially designed artwork for select 8-track cartridges. The company is experimenting with 8-track tapes packaged in their own individually designed graphic outer cases.

"We have reworked our album artwork and designed it for a tape package," explains marketing vice president Joel

Friedman. "We decided to take the expensive way of determining the value of the tape box."

WB's decision to come up with a graphic package designed to stimulate impulse sales of 8-track tapes, is based on the sundry varieties of long boxes which its distributor racks are using. "They've all said their business is astronomical as a result of using the tape box." WB's own art department laid

out the graphic approach for the 8-track long boxes.

There are 10 titles in the experimental packaging program which will run through the new year. These include Arlo Guthrie, Joni Mitchell, the "Easy Rider" soundtrack, the First Edition, the Association, Dean Martin, Jimi Hendrix, Jetro Tull, Peter, Paul and Mary and the Sinatra Family's Christmas album.

The front of the box is four-color artwork which appeared on the LP cover. The typo is large for cartridge cases, and there is title identification on all four sides. The back cover has title and producer credits in large type. Outside suppliers are manufacturing the long boxes for WB which is offering them at no cost to distributors.

Distributors may if they wish, purchase the 10 tapes without the long box, Friedman points out. "We recognize some dealer accounts are not tooled up for the tape box and cannot use it." WB is skin-wrapping the graphic long box as well as skin wrapping the regular 8-track case, so a customer receives a salable item regardless of which way he chooses to buy his merchandise.

The distinction for the 8-track tapes, Friedman emphasizes, is to achieve an individual look for each tape just the way covers obtain that effect for albums.

## GRT Eyes Own Pkg—Ties Donut, Long Box

LOS ANGELES — GRT is studying its own cartridge package, a combination of Capitol's foam donut and the 4 x 12 long box. The company is awaiting field reports from its distributors to this form of tape holder, reports Tom Bonetti, GRT's marketing director.

GRT has taken the styrofoam donut—which was never accepted by the industry—and placed a variation of it in the 4 x 12-inch cardboard box. The cartridge sits in the plastic donut.

GRT would like to get into mass production of its hybrid package by January. The company favors the 4 x 12 box over the 3 x 12, which several companies have been using for

cassettes. The one-third difference in size does affect pilferage, Bonetti believes.

GRT has been testing the 3 x 12 box in its two company-owned retail stores in Los Altos, Calif., and Houston. As expected boxes placed in a dump display were stolen.

Bonetti feels the foam donut idea may have been ahead of its time. He calls it a "great merchandising tool," which is tougher to steal and affords greater space for graphics.

Capitol's foam donut, invented by Gris Beucler, involved a cartridge placed in the center of a large plastic case. GRT is the first tape duplicator to pick up the foam donut idea and modify it for a 4 x 12 cardboard outer case.

## Barclay Enters a Tape Rights Deal With AST

NEW YORK—Ampex Stereo Tapes (AST) and the Barclay Record Co. have signed an agreement giving AST full manufacturing and distribution rights to the Barclay Records line. The contract includes tape rights to all four configurations in the United States, and AST will begin distribution on a nationwide level early in 1970.

In another major project, AST will release this month six new opera packages including four major operas by prominent artists. This move follows closely on the heels of its first opera program on cassette, "La Traviata" by Verdi.

Among the operas which will be released on the Ampex/London label are, "La Boheme," with Renata Tebaldi; "Tosca," with Birgit Nilsson, Franco Corelli and Dietrich Fischer-Dieskau; "Daughter of the Regiment," with Joan Sutherland; and "Pagliacci" with James McCracken. Each of the opera program packages will contain two cassettes and a returnable post card, good for a libretto outlining the taped performances.

Ampex vice president and general manager of AST, Don Hall, said that the success of

(Continued on page 18)

## STEREODYNE SETTING UP TAPE RACK IN TORONTO

NEW YORK—Stereodyne is establishing a tape rack in Toronto as an adjunct company to the duplicating facility already operating there.

The tape rack marks the first step into music distribution for Stereodyne, a subsidiary of U.S. Smelting, which plans to get more involved in the record and tape fields.

In fact, in Canada Stereodyne already is a licensee for a number of record labels and also distributes a number of hardware lines including Lear Jet.

Domestically, Ed Jacobsen, chairman of Stereodyne's board of directors, and a key executive with the parent company, has held talks with both MGM Records and Paramount Records for a possible sale. In both instances the negotiations were never completed for a number of reasons.

Stereodyne is not only looking to buy a record company but also plans to buy into the rack jobbing fraternity and has been scrutinizing key racks which have not been swallowed up by publicly held companies over the past two years.

# 1950's

# ROCK & ROLL REVIVAL

THE SHOW OF THE DECADE IS AVAILABLE  
IMMEDIATELY FOR YOUR AREA

The Show That Grossed

## \$43,000

at New York's Madison Square Garden  
With These RAVE REVIEWS

"Bill Haley and his Comets, who produced 15 years ago what is generally considered the first rock 'n' roll record, played exactly the same music here Saturday night and received a standing ovation. . . . The very-well-run show was the boldest example thus far of the revival of old rock 'n' roll."

MIKE JAHN, THE NEW YORK TIMES

"Haley and the Comets played as if they had just stepped out of a '50s Time Machine. . . . Nostalgia was rolling all around the auditorium. . . . Haley received an emotional standing ovation by both houses (second house it lasted for eight and a half minutes) and was visibly moved by it all. Most of the outburst centered on 'Shake, Rattle and Roll' and 'Rock Around the Clock'—both 1954 hits for the group and two titles that carried rock 'n' roll to all frontiers."

BILLBOARD

"Surprises are about the last thing you'd expect in an evening of old rock stars, yet the '1950's Rock & Roll Revival' last Saturday night was full of them. Dipping way back, the concert was really far out in a Warholian sense. It had that quality of artistic experience of provoking personal revelations through juggled perspectives. Besides which, a really sharp time was had by all."

VILLAGE VOICE

"As much a revival for the audience as it was for the performers. As demonstrated by shouts of 'Remember the Brooklyn Fox,' many present were the original crowds of the 1950's and early 1960's."

IAN DOVE, VARIETY

"Rock 'n' Roll, the kids music that ambled awkwardly and reluctantly into respectability behind the style-setting artistry of the Beatles, bared its raucous roots in Madison Square Garden's Felt Forum last night. . . . there were several reminders during the evening that rock 'n' roll was no longer the music solely for juveniles, as it was when these performers were topping the charts."

THE SUNDAY NEWS

"The show proved so successful that Richard Nader is going to package it and take it around the country, giving everyone a chance to see the fifties come alive again. It may be for only a few moments but it's nice to look back."

BRUCE HARRIS, CASH BOX

"For Bill Haley a thrilling comeback, an eight minute standing ovation."

ROLLING STONE

We are now accepting Tour Dates  
featuring the Best Acts of the 50's

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DIRTY WHITE BUCKS • SUBMARINE RACES  
STAYING COOL • 3D • MADE IN THE SHADE  
FORTY LASHES WITH A WET NOODLE • FOX  
TAILS • CHURCHKEYS • CAPTAIN VIDEO AND  
BUFFALO BOB • RECORD HOPS • THE LINDY  
MAKING OUT • PASSION PIT • MUD FLAPS  
PEGGED PANTS • NO HOT • FAKED OUT  
BEDROOM EYES • RE • APE  
SNOW JOB • DUALS • NOODLE  
SHORT S • BOB  
FOX • KEYS  
FO • SEL  
ENGINEER • FO  
HICKEYS • SEL  
CAPT • OS  
BUF • ES  
STA • TH  
TH • D  
F • NG  
B • IT  
H • BOOTS  
MA • LINDY  
DIRTY WHITE • SUBMARINE RACES  
PEGGED PAN • BEDROOM EYES  
PASSION PIT • DAVIDSONS  
THE SHADE



# 1950's

# ROCK & ROLL REVIVAL

SATURDAY OCTOBER 18 / FELT FORUM / 7:00 & 10:00

**CHUCK BERRY** **THE PLATTERS**  
**BILL HALEY AND THE COMETS**

"FIRST NEW YORK APPEARANCE IN 8 YEARS!"  
**COASTERS / SHIRELLES / JIMMY CLANTON**  
AND SPECIAL ATTRACTION **SHA-NA-NA**

The talent advertised in this advertisement  
were the attractions that performed to an  
S.R.O. SELLOUT

EXECUTIVE PRODUCER, RICHARD NADER

## MUSIC PRODUCTION CONSULTANTS, INC:

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President

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# Cassette Recording Corporation

41-34 27th Street/Long Island City/New York/11101/212 937-3344  
A SUBSIDIARY OF NATIONAL RECORDING STUDIOS, INC.

The largest studio complex in the East will now, through this new subsidiary, serve the music industry from studio to cassette/cartridge duplicating.

## BELL & HOWELL 'NEW' COMPANY

LOS ANGELES — Bell & Howell has phased out the Greentree Electronics name and is now calling its tape manufacturing firm the Bell & Howell Magnetic Tape Co.

Bell & Howell will continue to sell its American brand of blank reel and cassette tape, said Sasch Rubinstein, the company's stereo tape division national sales manager.

The B&H logo will start appearing on other products including bulk tape hubs for duplicators. "It's like a change of company," Rubinstein said. B&H's financial backing has enabled the company to expand its physical plant in Costa Mesa and concentrate on building a name for itself as a major supplier to the industry and public of tape products.

## Tape CARtridge

# Holiday Season Will Be Decorated With Budget Tapes; RCA in Parade

By BRUCE WEBER

LOS ANGELES—If you're wondering what the tape industry has in store for consumers during the last two months of the year, try this: budget tapes—a lot of budget tapes.

While much of the talk these days is about price increases on tape, RCA has joined the budget parade by introducing two 8-track lines at \$4.95.

People really did things with budget records. And what they did sent sales and profits of record companies soaring.

Most record companies expect the same thing to happen to budget tapes. Some of the economic effects of budget tape will become apparent during the Christmas buying season, and long after.

The dictionary calls exuber-

ance "an overflowing supply" and "abounding in good spirits." Record companies and several tape duplicators already in budget tapes, both 8 track and cassette, are "abounding in good spirits" with an "overflowing supply" of budget tapes.

### Significant Sales

They feel budget tapes next year will account for a significant sales figure. Ed Welker, NRCA tape merchandising manager, calls it "something for the pocketbook of youth." Tom Bonetti, GRT marketing director, says, "We can expect a growing market in budget lines."

Jerry Geller, Scepter tape director, agrees: "There's an untapped market for good budget material."

Harry Kelly, Mercury's tape product manager, feels there is a tremendous need for budget product because of "low-priced playback equipment now in the marketplace."

RCA's entry in budget tapes,

although it's only 8-track, underlines the potential of budget-priced repertoire.

(Many other companies already involved in budget tapes are in both 8-track and cassette.)

RCA is offering a Variety 8 line of pop product and a Victrola line of classical material. (Billboard, Nov. 1.)

The label previously released 8-track budget tapes on its Camden label at \$4.95. The two additional budget lines will have no effect on Camden, with all budget lines receiving its own distinctive repertoires, said Welker.

Initial product on Victrola is 10 titles, while Variety, also releasing 10 titles, features eight selections per cartridge.

"With the price of players steadily declining, what had been the 8-track 'carriage trade' is now everyone at all age levels giving us a broad-based consumer market," said Welker.

## Plug Portable Cassette For Auto After-Market

LOS ANGELES — Portable cassette units are a natural for the auto after-market, according to Ed Mason, president of Belair Enterprises, manufacturer of 8-track and cassette portable stereo units.

With an increasing interest by Detroit in auto cassettes as optional equipment, Mason feels there is a growing market for portable stereo models.

"Portables eliminate two headaches at the consumer level," said Mason. "It eliminates installation and theft. At the retail level, it allows locations to sell portable cassette units for autos without getting involved in installation headaches."

Belair markets two stereo portable cassette units: Model 504 is a playback/recorder with detachable speakers and AM/

FM radio, while Model 502 is a playback/recorder with detachable speakers and two microphones.

"An added feature to many portable cassette units, at least ours, is the capability of turning them into home units," said Mason.

"Sales of the two units are extremely high," said Rod Pierce, Belair marketing vice president. "With the upsurge in cassette equipment," he said, "we're beginning to feel the boom in portable cassette equipment."

Pierce feels that when an automatic reversible cassette is readily available, the boom in auto cassettes will reach a new sales mark.

Mason doesn't see the demise of 8-track, nor does he see an 8-track sales dip. "Our 8-track stereo portables are doing very well."

## Cassette, Accessory Tie Just Beginning: Dyer

NEW YORK — The trend in combining portable cassette units with accessory items is just beginning, feels Harvey Dyer, president of Peerless Telerad, a hardware manufacturer.

Peerless will introduce portable cassette units with radios in January, and several new 8-track units with accessory features. One 8-track unit will include a changer at \$199 and another 8-track auto unit will have an AM/FM stereo radio at \$99.95.

In addition, the company plans to introduce a second 8-track portable to supplement the PSP-444, a portable with detachable speakers, built-in AC, program selector and a telescopic antenna for a FM cartridge tuner.

In April Dyer will show a cassette home unit at \$249.95.

With business ahead about 25-35 percent over last year, Dyer believes sales could be more than 50 percent ahead if he didn't have equipment shortages. "We just can't get enough units from Japan," he said. "Our factories are oversold and it's

extremely difficult to get delivery on certain models." Peerless uses four factories to produce its 8-track and cassette hardware.

Dyer is moving high-end units, rather than "the cheapies," including an 8-track stereo music center with FM/AM/FM multiplex (HSP-25) at \$149.95 and a 8-track stereo music center with FM/AM/FM multiplex (HSP-7) at \$179.95.

Two cassette recorders also are doing well: the CIR-400 with radio at \$59.95 and CR-FM-450 with FM radio and telescopic rod antenna at \$69.95.

Dyer feels his 8-track portable (PSP-444) will be a major seller next year when he is able to get more merchandise from Japan. "Slow or no delivery hurts our portable market sales," he said. "But we're gearing up for a major thrust in portables in 1970."

Peerless continues to enjoy sales success by marketing its line through mass merchandiser including Heilicher Bros. and ABC Record & Tape Sales Corp. in Chicago and Des Moines.

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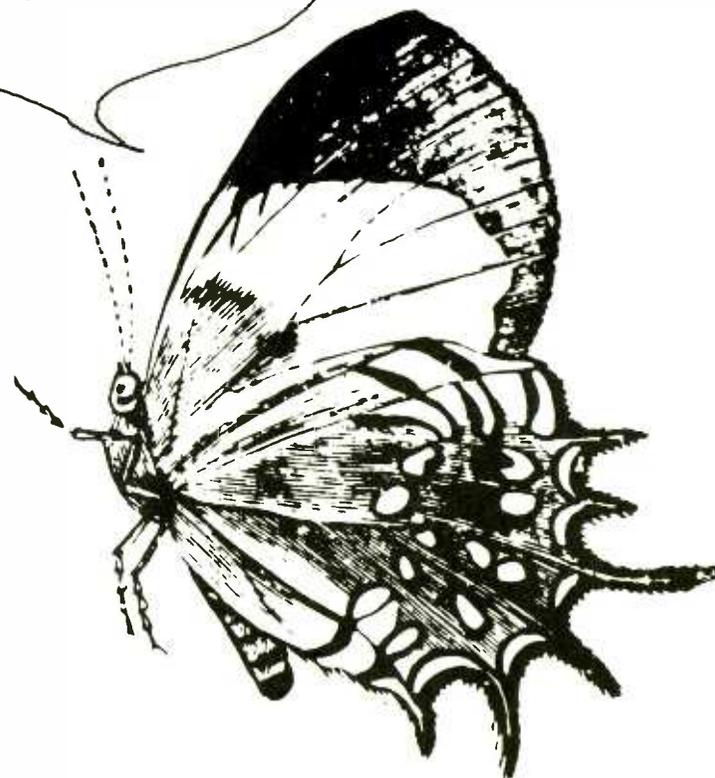
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B/W My Very Own Angel PR-45 1370



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are hatching at  
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Project 3  
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## Tape Happenings

The Magnetic Tape Duplicating building, 7925 Santa Monica Blvd., Los Angeles, has been purchased for more than \$215,000 by Custom Fidelity Co., a custom record production and manufacturing company. Dave Berkus, Custom president, said the 11,600-square-foot former tape facility will be remodeled for custom record production, and will have a demonstration recording studio for the sale and service of professional audio equipment. . . . RCA is releasing 15 Elvis Presley cassette titles. . . . Matsushita is introducing an 8-track, 8-channel background-music cassette player which can play continuously for eight hours. The unit is being considered for export. . . . Pioneer is offering a 4-track stereo tape deck (T-600) with automatic tape reverse for playback and record at \$299.95.

Ampex is releasing 11 different tapes (4 and 8-track, cassette and reel) from eight different independent producers, including three from Flying Dutchman Productions. The tape release includes "Clique" by the Clique from Gulf Pacific Industries; "Mind Odyssey by the Aggregation from Lee Hazlewood Industries; "Witchcraft" by Coven from Dunwich Productions; "Bobby Goldsboro Songbook" by the Camelot Strings from Unicorn Productions; "Fanny Hill" by the Oven and Frank Thomas from Canyon Records; "Changes" from Nocturne Records; "Tears on My Pillow" by Johnny Tillotson from Amos Productions; "The Pretty People" by a group of the same name from Crestview Record Co., and "Soulful Brass No. 2" by Steve Allen, "The Real Boss of the Blues" by Big Joe Turner and "Come and Stick Your Head In" by Spontaneous Combustion, all three from Flying Dutchman Productions. . . . Consolidated Merchandising Co., a division of U.S. Industries, is moving its Los Angeles location to Beverly Hills. The company handles Webcor and Viscount products. The new 50,000-square-foot facility includes executive offices, sales offices and warehouse. . . . Atlas-Rand is introducing two cassette recorders with radios. Model 850-AM with AM radio lists at \$69.95 and model 860FM with AM/FM radio lists at \$79.95. . . . Ampex is releasing its cassette catalog of more than 1,500 selections. The booklet also has an illustrated ex-

(Continued on page 17)

# Motown's Package for Cassettes Drawing Dealers' Squawk Box

LOS ANGELES — Motown's newly released 3 x 12-inch long box for cassettes is causing squawks among some dealers who don't want to sell cassettes in a new packaging form.

"At present there isn't that much interest in the 3 x 12 box," reports Bob Gerstlauer, United Tape's general manager.

United, as an all encompassing tape distributor, handles Motown product and last week was unloading cartons of Motown product in thin blue and white boxes.

"It's a problem of fixtures," Gerstlauer said. "Some accounts don't have the space to take another fixture. Some have cabinets built into the walls and they don't want to get involved in spending money to develop new cabinetry."

Gerstlauer says not only is he hearing this comment from electronic and hifi stores, but his salesmen are bringing back similar comments from record store owners.

### Shrink Wrap

What can United do if its customers don't want Motown cassettes in a 3 x 12 box? "As the supplier we will have to turn around and pull the cassettes out of the box and shrink-wrap them," Gerstlauer answers. The executive adds that the Motown tape, in its blue plastic holder with a cardboard sleeve, does not look impressive if it is shrink-wrapped. It is this dark blue half case with a cardboard

sleeve that goes into the 3 x 12 box.

Motown is the first company providing product in a 3 x 12 box. Some stores claim the size isn't a major deterrent to pilferage, Gerstlauer adds. Stores which are already selling cassettes in glass cases don't necessarily want to get involved in another system, he continues.

Some stores say they just don't have the room for another fixture system. One account said it was cutting its order in half because of the 3 x 12 box. Another said it would not buy any tapes at this time.

If United has to break out the cassettes from the long

boxes, the tapes become an "unsalable item," in Gerstlauer's opinion, because of the repackaging step which United has to undertake.

From a distributors' standpoint, the 3 x 12 box comes under criticism for another reason: the inner sleeves carry the catalog number, and it is possible for this number not to show through clearly in a small window in the long box. Thus there are problems for the distributor in number identification and inventory control. The Motown box only allows for a catalog number to be seen in this one small window at the top of the outer box.

## Gift Guide Giving Lib/UA Salesmen a New Sales Tool

LOS ANGELES — Liberty/UA salesmen are using the company's new cartridge and cassette gift guide as a sales/merchandising tool.

Earl Horwitz, Liberty/UA tape general manager, reported salesmen are utilizing the consumer-oriented catalog as a checklist for inventory purposes, and to learn what Liberty/UA tapes are available in retail locations.

The guide, which is pre-packed (100 booklets per box) in a purple and orange counter

browser, also is being used as an "order-taker" by salesmen.

The catalog, which Horwitz plans to release quarterly, lists Liberty/UA's complete library of 8-track, cassette, 4-track and twin-pack titles. It was developed by Horwitz and designed by Dick Hendler, merchandising and advertising creative director.

Horwitz calls the catalog a 365-day consumer guide. It lists more than 40 tape-giving days, including birthdays, anniversaries, weddings and special occasions.



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The Circuit Court of the City of St. Louis, Missouri found that Custom Music Corporation, 471 N. Seventh Street, St. Louis, Missouri, and its affiliates were not at fault in the sale of certain unlicensed tapes.

The Court further found that CMC, a major Midwest retailer with twenty stores in three states, sold some of the unlicensed tapes but without knowledge that said recordings were unlicensed. CMC consented to cease selling any such tapes.

The ruling arose from an action brought by Capitol Records against Robert Schultz doing business as National Recording Company. The Court found that Schultz and National Recording Company had been actively engaged in the pirating and selling of unlicensed tapes. The court action resulted in eliminating Schultz as a duplicator of unlicensed tapes.

A spokesman for Capitol indicated that during the entire proceeding Custom Music Corporation was completely co-operative in aiding the cessation of the unlicensed duplication of the tapes by Schultz and National Recording Company.

Alan Kohn  
471 N. Seventh Street  
St. Louis, Missouri  
Attorney for Capitol

Richard D. Fitzgibbon  
408 Olive Street  
St. Louis, Missouri  
Attorney for Custom Music Corporation



is very much a dynamic part of the music industry . . . Watch future issues of Billboard for new, exciting developments from Custom Music Corporation and its subsidiaries, CMC Records and Tapes, CMC Stereo Centers and Allied Tape Corporation.

# Tape-Linked Companies Getting Bullish Look From Brokerage

• Continued from page 1

Stockbrokers are looking at the three for two reasons: each is growing at an annual rate of more than 20 percent internally, and each are making efforts to take advantage of distribution strengths to diversify, such as the movement into record production and the manufacture of instruments.

### Earnings Estimates

Its per-share earnings estimates for the three concerns are as follows: Handleman, \$1.30 in the year ending in April 1970, up from \$1.02 a year earlier, adjusted for a four-for-three stock split; Pickwick International, \$1.85 in the April 1970 year, up from fiscal 1969's \$1.40; Transcontinental Investing, 80 cents in 1969, ex-

cluding all capital gains, up from 1968's 55 cents on the same basis.

Robert K. Lifton, Transcontinental president, predicts another year of rising sales and earnings in 1970, with net climbing to \$1.45 to \$1.50 a share on volume of approximately \$150 million.

He sees growth in several areas: rising income from tape-record distribution, record producing operations and rack jobbing.

Loeb-Rhoades reported:

"Handleman has the highest quality in the sense that its very vigorous growth has been almost entirely from internal sources. Pickwick has gained its present size partially as a result of acquisitions. Transconti-

ental offers less participation for the investor seeking representation in this field because its music business was obtained solely by acquisition and it is involved in a number of other fields."

### Services 6,000 Outlets

Handleman, the second largest rack jobber of tapes and records in the U.S., is serving about 6,000 outlets, up from 4,400 two years ago. Its largest customer, said a Loeb-Rhoades reports, is Kresge, which accounts for a little more than 20 percent of sales.

Transcontinental has assembled a number of companies doing more than \$100 million of volume, while Pickwick, through the purchase of Heili-

(Continued on page 18)

# Fedco Selling Formula Adds Up To Excitement for Young People

LOS ANGELES — If you want to make it selling tape hardware in Southern California, take a tip from Fedco: tune into the teen and young adult market.

Fedco, a membership only discount chain, offers a variety of equipment in a wide price range but gears its in-store promotions at the young set.

Because of the en masse teen appeal of both home and auto hardware, home electronics sales have been on the upswing at Fedco.

"Whether the teen or young adult wears far-out clothes or is a 'square,'" said a Fedco salesman, "today's mod mob wants recorders. It's avant-garde."

Fedco offers Craig, Belair, Norelco, Crown, Aiwa, Admiral, Midland, Concord, Toshiba, Soundtech, Lloyd's, among others, with prerecorded cassettes, 8-track and blank cassette tapes as an additional lure.

### Price Draws

Though price is a big drawing card at Fedco, it is not the only consideration at the department store's San Fernando Valley outlet. Many of the store's teen and young adult customers come from middle-income communities.

The store's success is in good measure due to its unabashed efforts to appeal to young people with an image that mirrors the excitement young people find in life without getting complicated.

"Portables, like the Belair units, are big sellers," said a Fedco buyer. "Young people are able to take the Belair units to the beach, athletic contests, in the car or even on boats. It's our best seller in the portable line."

Fedco offers the 8-track Belair (CRH 401) on sale at \$88.87. The store's regular price on the unit is \$103.81.

Other best selling units at Fedco are Crown's auto unit with two speakers at \$68.87, Aiwa's cassette recorder at \$44.87, Midland's low-end cassette unit at \$25.87 and several Craig home models.

### Reaching Pays off

Talking to young people on their terms has paid off for Fedco. It doesn't overplay the market; it doesn't bother to

"sell up" customers to more expensive units, nor does it have a problem with returns.

"The price is right," said one salesman, "and parents, with an eye on the household budget, realize an inexpensive but quality sounding portable, like the Belair, goes a long way in delighting teen-agers."

Craig's attractiveness in home units and Concord's fine sound also is proving to be good sellers, said the salesman. "We do a big business in Craig units."

But portability is the prime mover at Fedco: "Southern California is a portable, mobile market. It doesn't matter what the product, a portable will move," said one Fedco buyer. "That's the reason for our great success with Belair."

With car-bound commuters

jamming Southern California's highway complexes and the younger generation constantly on the move—to school, to parties, to recreation, to part-time jobs—portables are everywhere.

The emphasis on youth at Fedco is not taken at the expense of the "other" generation. "Our merchandise is aimed at every consumer," said the buyer. "We pitch 'em all."

"The tape market here has included and affected most people one way or another," said the buyer. "Portables in particular and other models in general are part of the climate, part of the scenery; in the hands of business executives, super-marketing housewives, conservative bankers and, of course, young people."

# Heaviest Ever Promotion To Back Craig Product

LOS ANGELES—Craig has launched its heaviest dealer support promotion.

Advertising and sales promotion expenditures for November and December will exceed Craig's total 1968 budget. It represents an overall 75 percent increase this year.

The Christmas season promotion utilizes regional radio spots, magazines, contests, network and independent TV game shows and product promotions.

Advertising will appear in Life, Playboy and Motor Trend, promoting all its cassette and 8-track units. In Motor Trend, Craig will emphasize its 8-track player (model 3119) with FM radio. A stack-loading stereo cassette deck receives promotional attention in Playboy, while Life will carry the entire line.

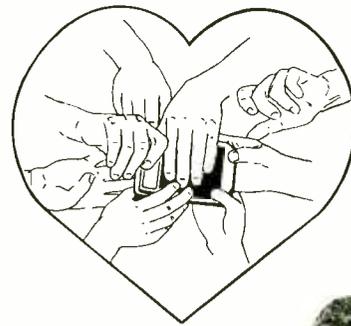
The company will promote its car units, cassette recorders, AM/FM radio-cassette combinations and portable cassette players on regional radio in 16 markets. The 60-second product spots have 10-second dealer tags. In addition, Craig has scheduled a 12-day Christmas spot radio promotion keyed to markets in New York, Miami, Cleveland, St. Louis, Denver, Los Angeles, San Francisco and San Diego.

Craig, a participant in 12 network and independent TV game shows, will increase promotion on TV during December. It will give away 100 units during the month. Product giveaways are geared for NBC's "Concentration," "Let's Make a Deal," "Eye Guess" and "Hollywood Squares"; ABC's "Dating Game," "Newlywed Game," "Dreamhouse" and Dick Clark shows, and syndicated "Truth or Consequences," "PDQ" and the "Steve Allen Show."

## Tape Happenings

• Continued from page 16

planation of the cassette format. . . . Craig is moving to a new 134,000-square-foot facility in Compton, Calif., in April, thus consolidating operations of three divisions now scattered throughout five Los Angeles locations. The new plant will house Craig's products, distribution and educational/industrial divisions. . . . Califone/Roberts is offering its tape recorder component system (model 1730) at \$296. The unit can be operated horizontally or vertically.



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## Merc Bows Budget Titles

CHICAGO — Mercury Records is introducing a budget line of 8-track and cassette titles from its economy Wing LP line at \$4.95.

In addition, the label is of-

fering budget 8-track twin-packs at \$6.95.

Initial budget offering in January will consist of 25 titles on both 8-track and cassette and two twin-packs, said Harry

Kelly, tape product manager. The first release will be followed on a regular basis by additional budget issues.

Cassettes will be packaged in 3x12 long boxes, while 8-track will be marketed in 4x12 boxes.

Titles include product by  
(Continued on page 80)

## Barclay & AST in Tape Rights Deal

• Continued from page 12

the "La Traviata" prompted the move to release the new operas, and added that his company will continue to prepare them

in cassette formats for its growing tape library.

Commenting on the AST/Barclay Record agreement, Hall revealed that the Barclay library comprises many prominent recording artists with a complete repertoire of classical and ethnic music.

Jean Fernandez, Barclay's U.S. representative, said the contract also gives AST all tape rights to future albums. Some of the top names on the Barclay label now available to AST under the new agreement, include Jacques Brel and Leo Ferre, and female singer Dalida, as well as the popular Jean Bouchety Orchestra, and the label's own Eddie Barclay orchestra.

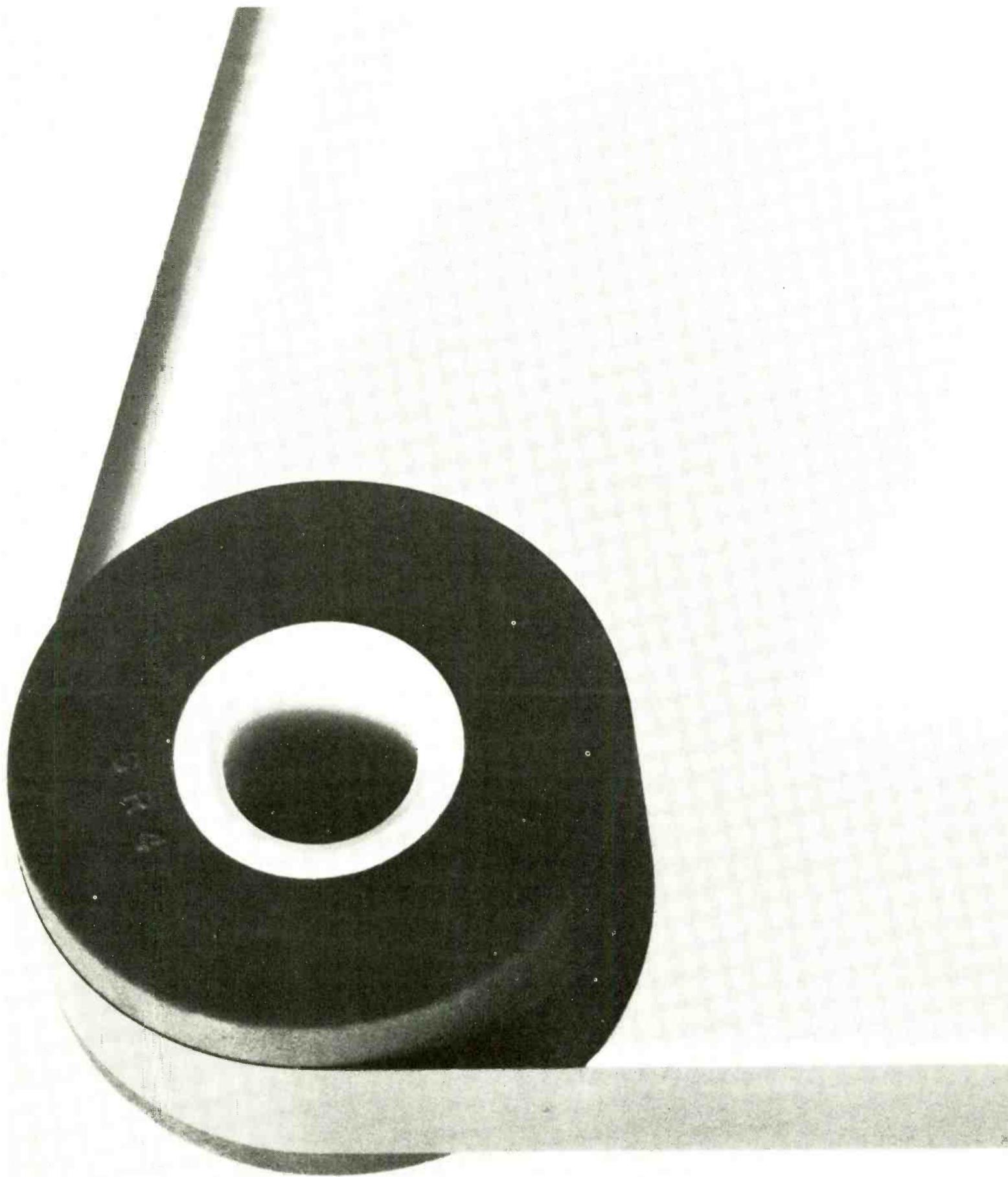
## Tape-Linked Co.

• Continued from page 17

cher and National Merchandisers has developed a significant position.

Pickwick's basic strategy in addition to acquiring musical instrument companies and one or two more big racks will be to focus on obtaining music to market through its distribution network, said the report.

While it is clear that in a relatively short period Transcontinental has become the largest factor in the industry, it is unclear whether they will be able to translate the volume into significant profit margins because of the nature of some of the businesses acquired, the report said.



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# BEST SELLING Billboard Tape Cartridges

## 8-TRACK

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	ARBEY ROAD Beatles, Apple	5
2	2	GREEN RIVER Creedence Clearwater Revival, Fantasy	10
3	3	BLOOD, SWEAT & TEARS Columbia	26
4	4	BLIND FAITH Atco	13
5	5	THROUGH THE PAST DARKLY (Big Hits, Vol. II) Rolling Stones, London	9
6	8	JOHNNY CASH AT SAN QUENTIN Columbia	16
7	6	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	26
8	11	CROSBY/STILLS/NASH Atco	13
9	—	LED ZEPPELIN II Atlantic	1
10	13	HAIR Original Cast, RCA Victor	26
11	14	HOT BUTTERED SOUL Isaac Hayes, Enterprise	9
12	10	BEST OF THE CREAM Atco	16
13	—	SANTANA Columbia	2
14	—	I GOT DEM OL' KOZMIC BLUES AGAIN, MAMA Janis Joplin, Columbia	1
15	12	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	26
16	18	BEST OF THE BEE GEES Atco	10
17	15	GLEN CAMPBELL "LIVE" Capitol	5
18	16	THIS IS TOM JONES Parrot	7
19	9	SMASH HITS Jimi Hendrix Experience, Reprise	12
20	7	LED ZEPPELIN Atlantic	26

## CASSETTE

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	ABBEY ROAD Beatles, Apple	4
2	2	BLOOD, SWEAT & TEARS Columbia	11
3	6	JOHNNY CASH AT SAN QUENTIN Columbia	9
4	3	GREEN RIVER Creedence Clearwater Revival, Fantasy	10
5	5	BLIND FAITH Atco	10
6	4	THIS IS TOM JONES Parrot	17
7	9	NASHVILLE SKYLINE Bob Dylan, Columbia	6
8	11	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	25
9	10	BEST OF THE CREAM Atco	14
10	14	CROSBY, STILLS & NASH Atco	6
11	7	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	26
12	12	HAIR Original Cast, RCA Victor	18
13	8	THROUGH THE PAST DARKLY (Big Hits, Vol. II) Rolling Stones, London	7
14	15	SANTANA Columbia	2
15	—	TOUCH OF GOLD Johnny Rivers, Liberty	15

## 4-TRACK

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	GREEN RIVER Creedence Clearwater Revival, Fantasy	10
2	2	ABBEY ROAD Beatles, Apple	4
3	4	BLIND FAITH Atco	9
4	6	BEST OF THE CREAM Atco	12
5	9	JOHNNY CASH AT SAN QUENTIN Columbia	15
6	7	THROUGH THE PAST DARKLY (Big Hits, Vol. II) Rolling Stones, London	5
7	3	BLOOD, SWEAT & TEARS Columbia	24
8	5	LED ZEPPELIN Atlantic	12
9	—	LED ZEPPELIN II Atlantic	1
10	8	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	21

Billboard SPECIAL SURVEY For Week Ending 11/22/69

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Holds 30 Cassettes

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## Indigo Is Now Black Prince

LOS ANGELES—The West Coast-based Indigo Records has been changed to Black Prince Records. Black Prince is an affiliate label of Shelby Singleton Productions, Nashville. Warren Lanier, general manager, is launching a promotion tour to establish artist Randolph Walker and the new label's first release—"There's a D.J. in Your Town" by Samson & Delilah and the Boss City People. Part of the promotion tour will involve locating a female soul singer who will be billed as Black Princess of Soul.

## Mahalia to Sing National Anthem

LOS ANGELES — Mahalia Jackson has been chosen by the National Veteran's Administration to perform the "Star Spangled Banner" Tuesday (11) at Veteran's Day ceremonies. Miss Jackson is the first performer chosen to sing solo at the Arlington National Cemetery on the solemn tribute to the nation's war dead. H.B. Barnum will conduct the musical aggregation backing her. He recently arranged the music for the renowned gospel singer's first top 40 oriented album for Columbia.

## Stones 'Stone' Coast Fans

OAKLAND — The Rolling Stones put on a rocking good show at the Coliseum here Nov. 9, but more because of who they were than what they did. Hindered by electrical problems and hampered by lack of familiarity of the concert circuit, the Stones nevertheless got the audience literally dancing in the aisles.

Mick Jagger strode onstage nearly half an hour late. He was dressed in tight black pants, form-fitting long-sleeved black shirt and was wearing a top hat with an old glory decor. Around his neck flared a fire engine scarf that flowed to his sides. He flashed the peace sign as he stepped to the microphone and nearly 10,000 people came alive.

Leaping into "Jumpin' Jack Flash," Jagger was a gas, but Keith Richards' guitar failed and the next two numbers featured Jagger seated and singing to Richards' acoustic accompaniment.

Behind and above the stage was a huge screen upon which a TV closeup of Jagger was projected simultaneously with his movements—a device paid

for by Bill Graham—who presented the concert so that people in the far reaches could get a better look at the performers. The Stones had been pre-



ENGELBERT HUMPERDINCK, Parrot Records artist, embraces WNEW's Gertie Katzman at party after his opening at the Americana's Royal Box in New York.

ceded by Ike & Tina Turner, who sang and danced to some sweet soul music that ranged from Otis Redding's "I've Been Loving You Too Long" to the Beatles' "Come Together." Ike and Tina were part of the Stones' tour package that also features veteran bluesman B.B. King and British singer Terry Reid.

This was the Stones' second concert in a tour which started in Los Angeles the night before. Taking 65 percent of the gross, they got \$81,000 for two shows here. At a press conference before they went on, Jagger said there was "a possibility" of a live LP resulting from the three-week tour that will take them to 12 cities.

During the 75-minute first show they did 15 songs including four new ones, the best of which was "Midnight Rambler." But when the initial excitement of seeing the group was a bit, Jagger called for the house lights and as much as invited the audience to come near the stage. By the time they were into "Satisfaction," the aisles were filled with people surging toward the stage. When the press got too much for dancing, girls climbed onto their boyfriend's shoulders and during "Honky Tonk Women," everyone waved and cheered. At the first strains of "Street Fighting Man," that ended the set, V's were flashed and clenched fists were raised throughout the crowd.

It was a show that had been eagerly awaited. Mick Taylor, the Stone's new rhythm guitarist, proved a wonder, though Jagger's theatrics became trite at times to an audience much older than the teeny boppers

## Signings

Frankie Avalon signed to Amos, with Jimmy Bowen producing his first single, "Star." . . . Karen Kelly to Capitol's Nashville roster. . . . The Ranger Flying Circus to Dunhill. . . . Harvey Price and Dan Walsh to Trousdale Music as writers. They wrote the Grassroot's current hit, "Heaven Knows." . . . Delores Hall, formerly with the Los Angeles cast of "Hair," to SmoBros Talent and SmoBros Records. . . . The Candy Store to TA Records. . . . Jerry Ross signed to produce the Happenings for Jubilee. . . . Faron Young signed a long-term contract with Webb Pierce's SESAC publishing firm, Wandering Acres Music. . . . Joey Levine and Artie Resnick to produce Chris Montez's records for Oracle. . . . Producer Alan Lorber has set Illustration, an 11-member French-Canadian-American group, with Janus Records. . . . Vanguard has signed the Detroit group, Third Power. . . . Mercury signed a production agreement with Brandon Harris and Russ Hamm. . . . The Parker Sisters to Audio Fidelity Records.

who flocked to see him in 1966. But it was the Rolling Stones in concert at last—and the 20,000 who attended the two shows got some satisfaction.

In Los Angeles the group played two shows at the Forum, promoted by Concert Associates. The 7 p.m. show started late and the 11 p.m. show started two hours later. Crowds milled around outside the Forum waiting to get in and the streets leading to the arena and its parking lot were a sea of blinking lights. The second show which broke well after 5 a.m. did not attract a full house. People gave up after waiting past midnight and went home. **GEOFFREY LINK**

## Mahalia Jackson Is Still Gospel Queen

NEW YORK — Despite the years, and many have slipped by since the Mahalia Jackson legend was first spawned, the Queen of Gospel remains as formidable an entertainer as ever. This fact was indisputably proven — Nov. 8 — when she stole the spotlight from an impressive array of leading gospel acts and key public figures at the "Salute to Black Women," held at Lincoln Center's Philharmonic Hall.

Elegant in flowing pink robes, Miss Jackson turned in a short but scintillating performance which revealed to the sizable audience the wealth of talent and personality behind the legend. The Columbia Records artist's renditions of "I Thank God for Everything" and "God Is Standing By" electrified the audience and created an atmosphere of beauty, warmth and security.

The show, sponsored by the Mahalia Jackson Foundation,

also featured Willa Dorsey, a singer with a classical approach to the medium, doing the Black National Anthem; Rev. Cleotha Robinson, a dynamic baritone doing a swinging, boogie-woogie version of such gospel standards as, "Hard Rain" and "Treated So Bad," the Amazing Grace, the Wakening Echoes, Listen My Brother, Albertina Walker of the Caravans and the DER Chorus Ensemble.

Guest appearances were made by Afro-folk singer Miriam Makeba, who sang six numbers; Mrs. Coretta King, Mrs. Rosa Parks, Cassius Mohammed Ali Clay, and Mrs. Jessie Jackson.

Proceeds, which included \$2,500 each from the Pepsi-Cola and Green Stamp companies, as well as an undisclosed amount from Gov. Nelson Rockefeller, will go to the Mahalia Jackson Fund, which offers free college educations to underprivileged children.

**RADCLIFFE JOE**

## Scaffold Climbs New Scale As 'Serious Comedians'

NEW YORK — Bell Records' Scaffold, a Liverpool group and part of the poetry scene that paralleled the pop music outburst, became known in Britain for a No. 1 hit, "Thank U Very Much." This was followed by another, "Lily The Pink" and they currently have "Gin Gan Goolie" in the U.K. chart.

But their appearance, for two weeks, at the Bitter End shows another equally valid side of their talents. No singing, but a seriously comic parade of material, part poetry and part surrealism. Splinters of Pinter cross with British music hall routines, the obvious and unreal are juxtaposed.

Surprisingly, the local references (for instance who knew at the Bitter End that Josef

Locke was an obscure tax-locked Irish tenor) do not mar the flow of Scaffold's material. It is an intelligently different style of comedy than usually presented in the folk cabarets. Perhaps a couple of their songs would have provided contrast—they have an excellent "Batman-Robin" song that has appeal for U.S. audiences.

Columbia's Tom Rush presented his collection of songs taken from all over the charts with the possible exception of Easy Listening. Folk material, gentle protest, the Coasters' hits and Bo Diddley — all were merged into peaceful coexistence with each other. He is interesting in presenting the neglected Bo Diddley material and at his best with Diddley's sinister "Who Do You Love." **IAN DOVE**

## Clarke-Bolland Fest Toppers

PRAGUE — A magnificent performance by the Kenny Clarke-Francy Bolland Band, which brought the audience to their feet in a roaring ovation, provided a triumphant finale to the 6th International Jazz Festival here.

Other highlights of the festival, which was opened in impressive style by the Duke Ellington Orchestra, were sets by the Oscar Peterson Trio and by the British Rock-jazz group, Colosseum, whose massive amplification, though a little strong for jazz fans, was wildly acclaimed by the younger elements of the audience.

Other visting groups included the Jazz Octet of the Bavarian Radio, Munich, the multinational Dave Pike set, which also offered a jazz-rock mixture, and the striking Carsten Meinert Quartet from Copenhagen whose performance was ac-

## Pitney on Promotion Tour for Single

NEW YORK—Gene Pitney, Musicor artist, is on a promotion tour in behalf of his current single, "She Lets Her Hair Down (Early in the Morning)." His itinerary calls for stops in the East, Midwest and Coast. Art Talmadge, Musicor president, is accompanying Pitney on the first leg of his tour.

panied by a light show with projection of color slides.

Czechoslovakia was represented by two traditional bands—the Traditional Studio, Prague, with singer Eva Olmerova and the Traditional Club, Bratislava—the Vaclav Zahradnik Big Band, with American trombonist Slide Hampton as guest soloist; Karel Velebny's SH Quintet and the Jiri Linha vocal group, singing jazz arrangements of works by 18th century Bohemian composers.

Gustav Brom's Orchestra performed Jaromir Hnilicka's "Jazz Mass in E Flat" during a Roman Catholic service which was well attended as the four jazz concerts. Each concert was completely sold out several weeks before the festival opened. Total attendance was 15,000.

The festival was attended by jazz writers and impresarios from a dozen countries and the Carsten Meinert group and the Zahradnik big band received offers to appear in other European jazz festivals.

The German MPS label will be releasing the Brom orchestra's jazz mass recording. Following the success of the festival, the organizers are promoting a series of jazz concerts featuring the Prague Radio Orchestra under Kamil Hala and guest

(Continued on page 26)

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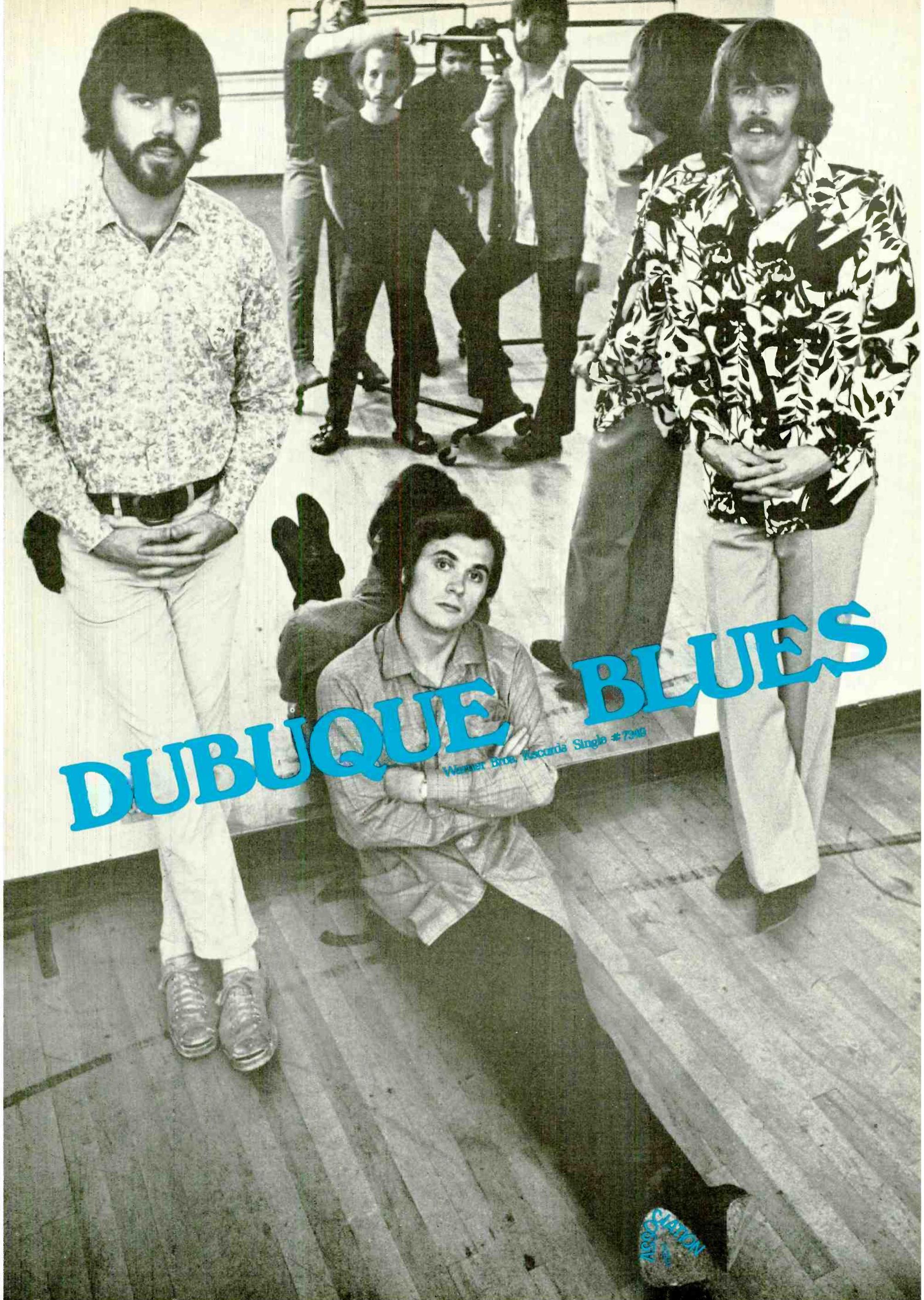
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**From The Music Capitals of the World**

**DOMESTIC**

**CHICAGO**

The Kinetic Playground, the city's leading rock emporium, was damaged by a fire on Nov. 7 and was expected to be closed for at least a month, a spokesman said. It was not determined whether acts booked for the month would be cancelled or moved to another location. Among the major acts booked were Jefferson Airplane and Jethro Tull. . . . Roberta Flack and her trio per-

formed on Nov. 12 at a cocktail party sponsored by Atlantic Records and TDA Allstate Tapes. . . . Appearing at the Playboy Club Penthouse is vocalist Shirley Ammonds and the Joe Iaco Trio. . . . Fontana Records is planning to kick off Nana Mouskouri's nationwide tour here on Saturday (22).

The Rush Over is featuring Walter Scott and the Cheaters from St. Louis, in an indefinite engagement. . . . Lally's night-

club and show lounge has switched to a no-liquor policy. Appearing there is Baby Huey and the Babysitters. . . . Earl (Fatha) Hines is in the midst of a three-week engagement at the London House. . . . Singer Lois Walden is appearing at Mr. Kelly's. . . . Dick Jenson opened Nov 9 for a limited engagement at the Palmer House.

Due in for concerts sponsored by 22nd Century Productions soon are Glenn Yarborough, the Band, Three Dog Night, the Turtles, Janis Joplin, Chicago (CTA) and the Moody Blues. . . . Brother Jack McDuff has just completed an engagement at the Jazzville Club. . . . Chicago Sounds Records is pushing a new record, "Just the Two of Us," by local girls Barbara and Gwen.

**GEORGE KNEMEYER**

**LAS VEGAS**

Capitol recording artists Tony Sandler and Ralph Young made a triumphant return home when they opened their first big showroom headline stint at the Flamingo Hotel. . . . Los Angeles baseball star Maury Wills and his group, the Glades, opened at the El Cortez Hotel in downtown Las Vegas. The Glades feature a banjo medley. . . . Atco recording star Cornell Gunther and the Coasters will make their debuts at Caesars Palace. The group will bring their All-Star Big Beat Band to the Roman Theatre.

**TOM WILSON**

**LOS ANGELES**

Adler-Phillips Enterprises is now housed at 427 N. Canon Drive, Beverly Hills. Involved are Lou Adler's Ode Records, John Phillips' Warlock label plus their music publishing companies. . . . Mel Shayne has reopened his personal management firm and formed Emis Music, with Johnny Tillotson and Nick Paulini signed as writers. . . . Harpers Bizarre will record an 11-minute interpretation of "Anything Goes" for the film "The Boys in the Band." . . . Capitol has established incentive awards for district sales managers and division managers. Marvin Beisel, West Coast division manager, won the first division plaque, with district sales awards going to Larry Menetre of Atlanta and Tom Takayoshi of Detroit. . . . Canopy Music has obtained U.S. recording and publishing rights to the first, second and fifth place songs in the recent Brazilian Music Festival.

Aldo Distributors has moved to 10965 Bluffs Drive in Studio City, thus becoming the industry's only distributor in the San Fernando Valley. . . . David Dortori, executive producer of "Bonanza," has formed two music publishing companies, Open-Dor and Good Time Music. Joe Rubin has joined the firm as general manager. Open-Dor will publish material from "Bonanza" plus another Dortori show, "The High Chaparral." . . . Paul Anka, the Friends of Distinction and Jennifer headline Disneyland's three-day Thanksgiving revue. . . . Matt Monro makes his film debut in a dramatic role in "The Devil's Harvest."

Tom Takayoshi, newly named director of independent labels at Capitol, will head a national seven-man promotion team tailored to performing independent label promotions. Labels under his direction include Apple, Zapple, 1-2-3, Harvest, Hand, Colossal, Tower, Crazy Horse, Burdette, Showtown and Uptown. . . . Mickey Kapp observed the launch of Apollo 12 at the invitation of the astronauts, for whom he prepared a special taped programming service. The music was designed to wake the moon shot crew up and features many Capitol artists. . . . The Advancement, a new Philips act, played a concert at Loyola University here. **ELIOT TIEGEL**

**MEMPHIS**

Sun International Studios is attempting to develop a new "Memphis Country Sound" with two artists, Jerry Dyke and country disk jockey Charlie Freeman. Engineers of the new sound are Knox Phillips and Jerry Phillips, son of Sam Phillips, who is credited with creating the present "Memphis Sound" in the 1950s with Elvis Presley, Jerry Lee Lewis, Johnny Cash and many other artists. . . . Charlie Chalmers has been working with Wilson Pickett and the Soul Survivors for Atlantic. Chalmers put on strings and horns at Sun International. Knox Phillips is working on an album for the Gentrys for release on Sun International, distributed by Shelby S. Singleton's organization in Nashville.

Monument's Tony Joe White is producing the Eric Quincy Tate Group at Sounds of Memphis Studios for Atlantic, through his own Swamp Music Production Co. The Eric Quincy Tate Group, for-

(Continued on page 24)

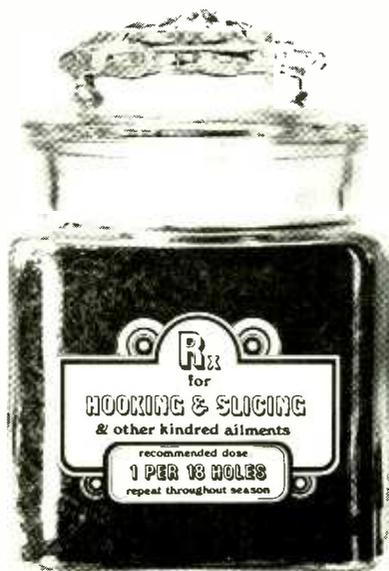
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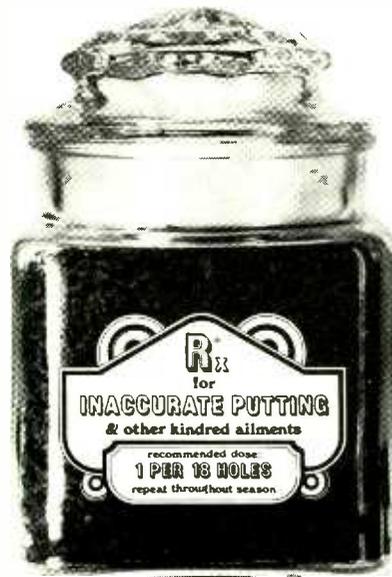
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## GUTHRIE GOING GREAT

STOCKBRIDGE, MASS.—“Alice’s Restaurant” and “Runnin’ Down the Road,” both by Arlo Guthrie, are the hottest selling Reprise albums, according to the latest sales reports. “Alice’s Restaurant” has sold more than half a million copies, winning a gold disc several months ago. “Runnin’,” released last September, is over 100,000 in the albums-sold department.

Arlo himself, a culture hero and now a movie star since his debut in the film “Alice’s Restaurant,” has been the subject of sundry national magazine articles, including a lengthy *Time* Mag description of his wedding and an even lengthier description of Arlo and the filming of “Alice” in *Newsweek*.

Attaboy, kid...

## Sherman to Oust Shrimpton?

NEW YORK — Warner-Reprise National Sales Manager, Dick Sherman, was recently offered a lucrative modeling contract with John Robert Powerful Modeling Agency. Agency execs caught Sherman’s au naturel pose



for the “Leavin’ on a Jet Plane” single (above); if Sherman signs, says Powerful prexy Loomis Corpus, he’ll replace English model Jean Shrimpton in the Care-Less Shampoo and Buff Body Balm campaigns.

## GRATEFUL DEAD RE-ENLIST

FORT BURBANK—Lovable San Francisco mop tops, the Grateful Dead, have re-enlisted for another hitch with the Warner Bros. Records Happy Family, continuing their long, mutually rewarding, artistically satisfying and emotionally stimu-

## KINKS GET RAVE REVIEWS



SAN FRANCISCO—Rock paper *Rolling Stone* devoted most of one page in their November 1 issue to a glowing—nay, glittery—review of “Arthur,” Reprise’s latest neoepic from the Kinks. Greil Marcus, who’s in charge of all album reviews there, wrote that “. . . ‘Arthur’ is by all odds the best British album of 1969.”

## FLEETWOOD MAC BREAKOUT

WEST COAST — “Then Play On,” first Reprise LP by top English group Fleetwood Mac, is currently racking up impressive sales in Los Angeles and San Francisco.

Although Fleetwood has been a steady resident of the English album and single

This modest praise was preceded by Mike Daly’s review (no, *Rolling Stone* doesn’t usually review one album twice, but exceptions are made for exceptionals). Mr. Daly wrote that “. . . [Arthur] is a masterpiece on every level.”

Now in the middle of their first cross-country American tour, the English Kinks have garnered equally pleasant acclaim in New York, Detroit and Boston. Their Chicago appearance was cancelled, the result of an accident which injured the hands of lead Kink Ray Davies. However, the marvels of modern medicine have put Ray back on the road so the group can sustain their assault on critical sensibilities through Cincinnati, Los Angeles, and San Francisco—where they will no doubt share tea and crumpets with Messrs. Daly and Marcus.

charts, this western regional breakout marks their first big sales impact in the U.S.

The group arrives in New York in late November to begin their third stateside visit and second major tour . . . an example of perfect timing and sly English cunning.

## TERRY WILLIAMS EMERGES FROM FIRST EDITION

BURBANK — Terry Williams, guitarist with the chart-topping First Edition, has recorded a solo single, “Baby Without You,” written by former First Edition-ite Mike Settle and released by Reprise November 5.

Originally a studio guitarist for innumerable Hollywood recording sessions, Terry dropped the guitar for a brief fling in the glamorous distribution and promotion departments of Warner Bros. Records, which drove him straight back to the guitar and the New Christy Minstrels. There he met several musicians and singers who later forsook the Minstrels to

become the First Edition.

Although Terry is a singer/guitarist/songwriter for the group (at least two of his songs have been featured on each of the three 1st Edition albums), “Baby Without You” is his first effort as a solo performer.

## Dubuque Blues Forced Out

BLUES, IOWA — “Dubuque Blues,” a track from “The Association,” Warners top-selling album by the Association, has been released as a single to meet demands of a vociferously appreciative public, here and in other places like New York.

The song is a pensive but not sad reflection of by-gone times in nostalgic towns, delivered with typical Association finesse and vocal clarity.

lating relationship.

The fourth Grateful Dead album, released November 10, is a double record set, recorded in numerous ballrooms across the land and appropriately titled “Live Dead.” The album features a marathon version of “Turn

on Your Love Light,” which Pigpen wails with copious soul, thereby quashing rumors of his secret death and subsequent replacement by the winner of Warner’s “Pigpen Look Alike Contest” (his likeness hasn’t been selected yet, anyway).



## JETHRO TULL TOUR

MADISON, N.J.—England’s top-rated Jethro Tull will begin their third U.S. tour on November 14 here at Drew University, thereby becoming the first English group NOT to start a na-

tional tour at the Fillmore East.

After Madison, Tull marches on, cutting the proverbial and musical swath through San Francisco, Santa Monica, Detroit, Philadelphia, Syracuse, and then Fillmore East, followed by similar swaths in Amherst, Massachusetts, and three unsuspecting Texas towns—Houston, San Antonio, and Austin.

## DEITY HITS WITH HUDSON BAY SOUND

HUDSON BAY—Sales for the first album by the Masked Marauders are expected to set an all-time high for Deity Records, according to the company’s president, Solomon Penthaus.

“The increased logistical capability which has resulted from our distribution agreement with Reprise Records, coupled with mammoth interest on the part of consumers, looks like it will send this album far beyond our wildest projections,” Penthaus said.

“We may, in fact, be well on our way to establishing the ‘Hudson Bay Sound’ as an important force within the industry,” added Penthaus, citing the fact that two record trade papers had “picked” the first single from the Masked Marauders—“Cow Pie.”

The single, which has already broken in several outlying markets, appears to be developing into a gargantuan hit, and advance orders for “The Masked Marauders” album have deluged Deity’s small office staff.

“Our secretaries and clerks are working round-the-clock on double shifts and we have had to call our international promotion director back from his Quebec vacation to keep up with demand for this marvelous album,” Penthaus said.

The grey-haired naturalist also hinted that Deity may be going public soon with its first stock issue.

## WITCH’S WILES WOW L.A.

LOS ANGELES — Louise Huebner — Los Angeles County’s very own Official Witch—celebrated Halloween in traditional witchy fashion, casting spells and intoning occult incantations. In untraditional fashion she shared her rituals with the listeners of several Los Angeles radio stations.

A widely read columnist and authoress (“The Power of Witchcraft,” Nash Publishing), Louise is now a recording artist; her first album, “Seduction Through Witchcraft,” released November 10 by Warner Bros. Records, continues her one-woman campaign for sexual sorcery. (She once cast a spell at the Hollywood Bowl to increase sexual vitality for lucky L.A. County residents). Computer dating services are reportedly escalating their advertising programs to combat Louise’s pervasive persuasion.

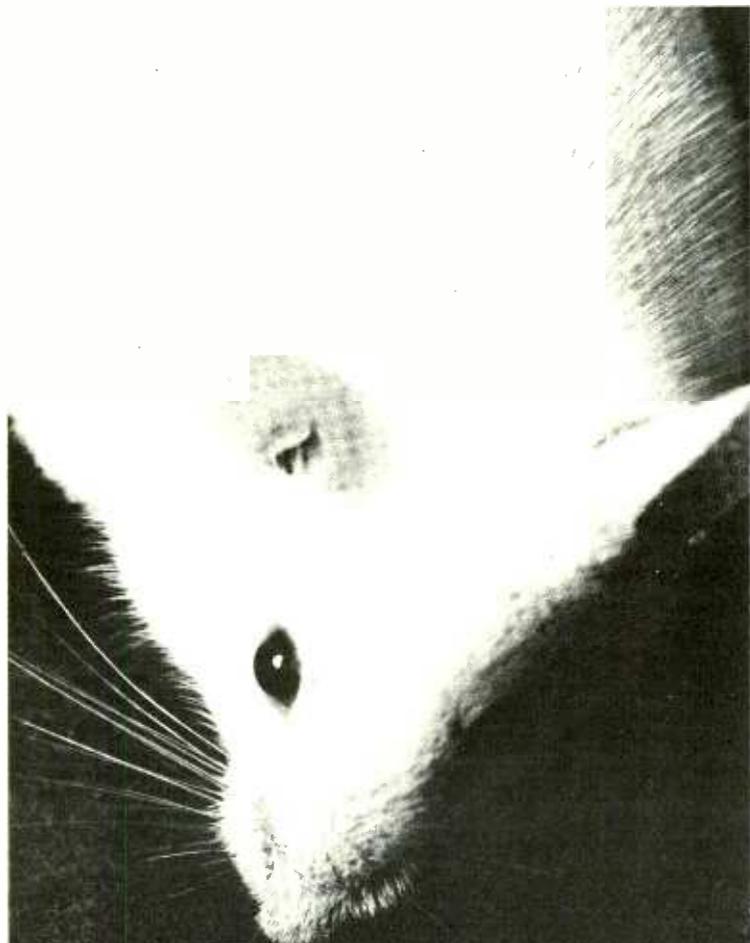
There is no truth to the rumor that Louise Huebner is really the editor of *Cosmopolitan* magazine.

## From The Music Capitals of the World

### DOMESTIC

● *Continued from page 23*  
merly of Corpus Christi, Tex., is composed of **Tommy Carlisle**, guitar; **Don McCormick**, drums;

**David Cantonwine**, electric bass, and **Joe Rogers**, organ. . . . **Tommy Cogbill**, producer at American Recording Studios, will produce



Phoenix has discovered The Mouse. The Age of Eclecticism is here.

Keep listening to this page . . .

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is not  
to be missed.



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until January.

an album on the **Box-Tops** and another on **Angelene Butler** for Coburt's Records of Los Angeles. **Chips Moman** produced a song on the **Blossoms**. **Rick Hall**, president of Fame Record Co. of Memphis and Muscle Shoals, Ala., is preparing albums on the **Trademarks**, **Candi Stanton** and **Brothers Unlimited** for release in January. Fame is distributed by Capitol Records. **Mickie Buckins**, Hall's top assistant and engineer at Muscle Shoals, will move to Memphis in early January to take over the engineering duties of the Fame studio.

**Jerry Masters**, producer at Lyn-Lou Studios, has completed a single on the **Soul Transplant** of Ripley, Tenn., and **Charlie Hines** of Memphis. **Larry Rogers**, manager of Lyn-Lou, will produce an album on the **Bill Black Combo** for Columbia. The Black Combo, created by the late Bill Black, former bass player with **Elvis Presley**, will play for two weeks at the Party, one of Memphis' top clubs. The Bill Black Combo will be followed at the Party by **Travis Wommack** and the **Nightland** group. Blues singer **Brenda Patterson**, who records for Epic, will play at the West Palm Beach, Fla., festival Friday (28) to Nov. 30. The **Red Bone Indian Group** will play behind Miss Patterson. Red Bone is a new group signed by Epic, and handled by **Bettye Berger**, president of Continental Artists in Memphis.

**Ray Harris**, manager of Hi Record Studios, has produced a single on **Charlie Tuttle** for Hi. It was written by **Carl Smith** and **Renee Kirk**. . . . The **Spirit** will perform at Ellis Auditorium Saturday (22). The rock-jazz group from California will be supported by **Hope and Village Sound**. . . . **Jim Stewart**, president of Stax/Volt; **Wesley Rose**, president of Hickory Records, **Tommy Cogbill** and Hi's **Willie Mitchell** are working on a membership drive for a National Academy of Recording Arts and Sciences chapter for Memphis.

JAMES D. KINGSLEY

### NEW YORK

**Joel Grey** has taped the "Tom Jones Show" for airing over ABC-TV on Dec. 11. He records for Columbia. . . . **Richie Havens**, folk star with his own Stonehenge label, will narrate a ballet of "Peter and the Wolf" at the First Annual "Celebration of the Arts for Children" on weekends till the end of the month. The fest will be presented at City Center of Music and Drama. . . . **Dave Van Ronk**, MGM artist, and **David Blues**, Warner Bros. folk singer, star at Bryn Mawr's Point Club, Thursday-Sunday (20-23). . . . A&M's **Procol Harum** set for six-week U.S. tour next February. The group has signed with the International Famous Agency for representation. The **Grateful Dead** and folk-rock duo **Seals & Crofts** have also signed with the firm. . . . Producer **Alan Lorber** has placed **Illustration**, 11-member rock group, with Janus Records. . . . Producer **Herb Bernstein** recorded **Toni Wine** in Muscle Shoals, Ala. . . . **Marlene Ver Planck** has recorded spots for Coty and Avon.

The Record Plant has booked sessions for **Maxine Brown**, **Jimi Hendrix** and **Buddy Miles**. . . . Singer **Michael Allen** will entertain at Boston University's centennial dinner at the Waldorf-Astoria on Nov. 14. . . . **Nate Sasso** composed, conducted and arranged the score for United Artists' "The Way We Live Now" picture, which will premiere here in January. He's 20 years old. . . . Peer-Southern's "Earl Scruggs & the Five String Banjo" book has gone into its second printing. A softcover version sells for \$10.95. . . . Composer-performer **Gershon Kingsley**, Moog authority, will present a concert at Carnegie Hall on Jan. 30 under the auspices of **Sol Hurok**. The concert will be recorded by Audio Fidelity. . . . **Ex-Ikette**, **P.P. Arnold**, now with Atlantic, will join the upcoming **Delaney & Bonnie** tour of Europe.

Comedian **Pat Cooper**, United Artists Records artist, into the  
(Continued on page 57)

## Miriam Makeba Makes A Triumphant Return

NEW YORK — South African-born folk singer Miriam Makeba emerged from a three-year hiatus in Guinea to appear at the Philharmonic Hall, Lincoln Center, Nov. 7. It was her first major American concert since 1967. It was a triumphant comeback for the Xosa tribeswoman whose only public appearances since her return to Africa have been in Europe and on her native continent.

Playing to a sellout and highly appreciative audience, Miss Makeba produced a two-hour potpourri of songs and dances that brought together the cultures of several different lands including Africa, Brazil and the United States.

Although billed to appear as a solo act, Miss Makeba took the precaution, like a true professional, not to overexpose herself to her audience, instead she turned the show into an interesting and entertaining variety act which spotlighted her back-up chorus line, her teenage daughter, Bongi, a couple of solo acts on guitar and ac-

cordion by her Brazilian-born music director, and some really creditable choreography by her dancers.

Creating a perfect blend of old and new, passive and aggressive, happy and sad, Miss Makeba's expanded repertoire still includes those delightful little folk songs, with their fairy-tale qualities, of the Zulu, Xosa, Sotho and other tribes in whose tongues she sings with equal fluency and ease.

Miss Makeba has, in addition to a tremendous vocal range, a lot of talent and the ability to use it wisely, a startling degree of sex-appeal, which, coupled with her other talents, turns her into a special kind of performer.

Her bill of fare included, in addition to a number of folk songs and chants of Africa and Brazil, Bob Dylan's "I Shall Be Released," "Where Are You Going," by Hugh Masekela, "When I Have Passed On" by her former bassist, William Salter, and of course, the ever-popular "Pata Pata," and the South African "Click Song."

RADCLIFFE JOE

### CLUB REVIEW

## Humperdinck Suave, Sexy & Solid at the Royal Box

NEW YORK — Riding on a wave of Parrot label hits that began in 1967, Engelbert Humperdinck opened at The Royal Box of the Americana Nov. 5 to a pre-sold audience. It was a gala event and the anticipation of a close-up view of the smooth and suave sex symbol gave the room an electric air.

Humperdinck knows the power he has over his audience, especially the females, and he uses it to the hilt. Unlike his compatriot Tom Jones, also a Parrot artist, who stirs the girls with his animalistic performance, Humperdinck gets in his libido licks with a more polished approach. His accent is on ro-

mance through the big ballad form, and his voice is big enough to support the mood and hit home.

In the 50-minute songalong are his big disk clicks like "Release Me," "Man Without Love" and "The Way It Used to Be," some Latino-styled items and some flavorsome rhythmic numbers. The package is well-paced and delivered with top impact.

Lee Evans's house orchestra gives Humperdinck bountiful support with help from the singer's own conductor, Arthur Greenslade and guitarists Micky Green and Robin MacDonald, and drummer Peter Kircher.

MIKE GROSS

## LaRosa Turns Experience Into Solid Performance

NEW YORK — Crewe Records recording artist Julius LaRosa drew heavily on his two greatest attributes—his tremendous experience as an entertainer, and his magnetic physical appeal—to turn out a performance that was very well received by the small audience which heard him at the Persian Room Oct. 6.

LaRosa, who has been in the entertainment business for longer than he can remember, is a formidable singer who knows his song. He has managed, in his long career, to combine the talents of such maestros as Frank Sinatra, Tony Bennett and Steve Lawrence, to produce an act that is professional, if not original.

His resonant voice climbs to the top of the vocal scale and explodes with richness on tunes like "For Once in My Life," "Sweet Carolina" and "My Tree." But if he is good on the sensuous, pulsating ballads, he is even better on the dreamy, nostalgic numbers like the oldie from his first album, "Any Where I Wander," and other ro-

mantic tunes like, "Didn't We," "The Last Time I Heard From Shirley" and "A Night Like This."

Credit must also go to the arrangements of his songs which were undoubtedly done by an expert who knew the singer and his style. The 16-piece Persian Room orchestra, joined by LaRosa's own quartet, also supplied flawless backup music for a really dedicated entertainer who may well achieve the showbusiness comeback he seeks.

RADCLIFFE JOE

## Cash Concert In N.Y. Dec. 5

NEW YORK—Johnny Cash will appear in concert at Madison Square Garden Dec. 5. The concert will be presented under the joint auspices of Cash and station WJRZ, Hackensack, N.J.

The show will also feature the Carter Family, the Statler Brothers, Carl Perkins, Doug Kershaw, the Tennessee Three and Tommy Cash.



# WEDDING ALBUM

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# The Many Faces of Rock 'n' Roll Show Their Hands at Fillmore E.

NEW YORK — The Nov. 8 concert at the Fillmore East was not only a glorious evening's entertainment, but a fascinating lesson in contrasts. Although all three acts on the bill shared a fundamental musical structure based on rock 'n' roll, the emphasis was different in each, so that they seemed almost to be working in three different media.

The show opened with Humble Pie, a four-man English group which includes Steve Marriott, formerly of the Small Faces, and Peter Frampton, who won a large following as a member of the Herd. The group was visibly nervous as it faced its first Fillmore audience; Marriott, particularly, was visibly upset at the crowd's inattentiveness. However, the group still gave an enjoyable show, displaying that appealing naivete that can still be found in some English groups, much as they may try to sound as sophisticated as the West Coast underground. Humble Pie does not have much in the way of musicianship, though Peter Frampton is a pretty good lead guitarist; but they all know how to get the most out of what they have. Their arrangements were simple but well thought-out, and the group proved that though they may never lead the avant garde, they are a competent band that knows how to communicate the fun they have with their music.

Following Humble Pie were the Butterfield Blues Band, the highly respected Elektra recording group. For most of the set the group did not live up to either its name or its reputation. They played very little blues, concentrating on jazz and rock numbers that were uniformly dull. The band's technical excellence seemed to be no asset. All the members, particularly tenor sax player Gene Dinwiddie, attacked complex jazz riffs with an ease that amounted to boredom and detracted from the excitement of the music. Only during their two blues numbers did the band stand out as a dynamic, compelling unit. Paul Butterfield is a very ordinary blues singer, but an outstanding blues harmonica player. Alternating between electric and unamplified harmonica, Butterfield produced a wide range of emotions and musical textures. He and lead guitarist Ralph Walsh were the focal points of the group.

The Joshua Light Show displayed a subtle sensitivity to Butterfield's music by projecting scenes of a city during one of the blues pieces. Butterfield's brand of blues is essentially urban and modern. It is the offspring of the great blues tradition of Muddy Waters' generation, but is not an integral part of it. The influence of rock and jazz and the modern city make Butterfield's blues a highly individual form of music, quite distinct from that of his teachers.

The final act on the bill was Santana. There is very little that can be said about their set except that it was perfect. The

group performed several songs from their Columbia album, including their recent single "Jingo." Their music is heavy rock that builds in excitement almost mercilessly throughout each piece. The unity and cooperation within this six-man group surpasses even the best of their predecessors. Their music does not sound like the blending of six elements, but the branching of different instrumental and vocal sounds from the huge, indissoluble unit that is the group; as if the six men were living to a synchronized heartbeat. No one musician stands out, because the cooperation is so complete that when any one of them takes a solo, it feels as if the energy of the rest of the group has flowed into him, so that everybody is still performing even when some of them are silent.

Santana made every other underground rock group look as if it ought to go home and practice, and had a half-entranced, half-awed audience dancing in the aisles by the end of their set.

NANCY ERLICH

## Cash in Money In Ohio Date

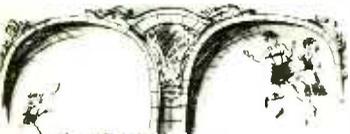
CLEVELAND—"Hey, June, will you man the lights for me, honey?" Johnny Cash asked his wife backstage just before his cue Nov. 9.

Then the tall, broad-shouldered Columbia artist strode out to the Public Hall stage and quickly took charge with "Big River."

More than 9,000 packed the auditorium, although the booking agent had not contacted either major newspaper for coverage. WSLR radio, Akron, co-sponsored the concert.

Cash's deep rough voice came over especially well in "Folsom Prison Blues" and "I Walk the Line." The crowd clapped before he could start his charter "A Boy Named Sue." But Cash swung easily from his country two-million seller, "Ring of Fire" to "The Ballad of Ira Hayes" and the religious "He Turned the Water Into Wine."

The finale was a poignant "Were You There When They Crucified the Lord" with the Carter Family, singer-guitarist Carl Perkins, the Statler Brothers and Cash's brother, Tommy, 29, all in the act. It was the first time here in years that middle-aged women rushed the stage. JANE SCOTT



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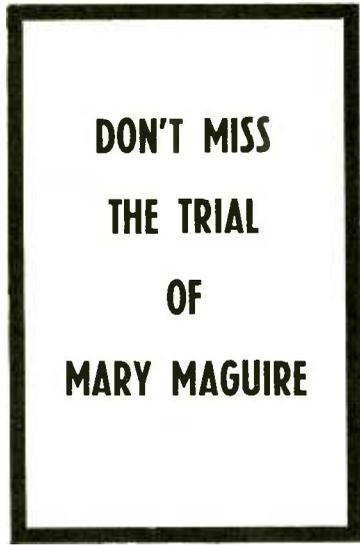
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## Jazz Musicians Open Nightclub

NEW YORK—The Jazz Musicians Association, founded in 1967 as a self-help program for jazz musicians by John Lewis and Ron Jefferson, opened the Record Box, a nightclub, located in the East Village, Nov. 15. At the opening were Horace Silver, Richie Havens, Jackie McLean, among others. The Record Box will carry all types of music, but will spotlight new talent recorded on the JMA label.



HUGO MONTENEGRO, second from left, and Rocco Laginestra, second from right, executive vice president of RCA Records, hold Montenegro's gold album award for "The Good, the Bad and the Ugly," recently certified by the RIAA. They're flanked by Harry Jenkins, left, RCA Division vice president, record operations, and Gerald Purcell, Montenegro's manager.

## Loussier Puts Bach in a Jazzy Concert Groove

NEW YORK—J. S. Bach has had many attempts by others, over the years, to change his music from swing bands to synthesizers. He seems to survive it all. Jacques Loussier is one of the more logical of the Bach adjusters—he observed in 1959 that the composer's work was close in approach to the work of a jazz musician, added bass and drums to his own piano and was ready to go.

Loussier made his Philharmonic Hall debut Nov. 11 with fellow Frenchmen, Pierre Michelot, bass, and Christian Garros drums, at the start of his second U.S. college and university tour.

## Clarke-Bolland

• Continued from page 20

stars from abroad. The first concert will be held Monday (24) and will feature the American gospel group, Stars of Faith. Negotiations are in progress to book the Ronnie Scott Band for a future concert in the series.

LUBOMIR DORUZKA

Some of the treatments perhaps are reminiscent of the Modern Jazz Quartet, and sometimes the rhythm section is just an addition rather than a part, but on the whole, Loussier's experiment works. Highspot was the "Italian Concerto" although a sustained bass solo from Michelot on "Prelude No. 1" brought much applause for the London Records group.

IAN DOVE

## Stock Offer Made By All Tech Ind.

HIALEAH, Fla.—All Tech Industries here, manufacturers of coin-operated leisure equipment, electronic equipment and chemical equipment, has offered a combination of securities through First California Co. underwriters. Offered at 100 percent are \$1.5 of 9 percent convertible debentures, 100,000 common shares and warrants to purchase another 50,000 shares.

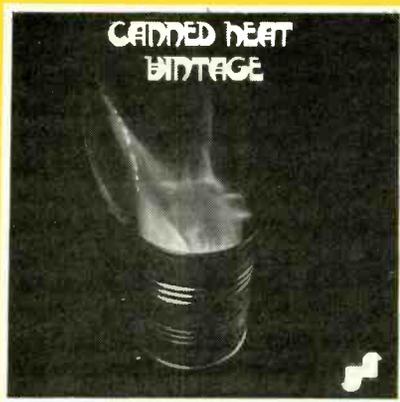
# JANUS

WHERE A NEW  
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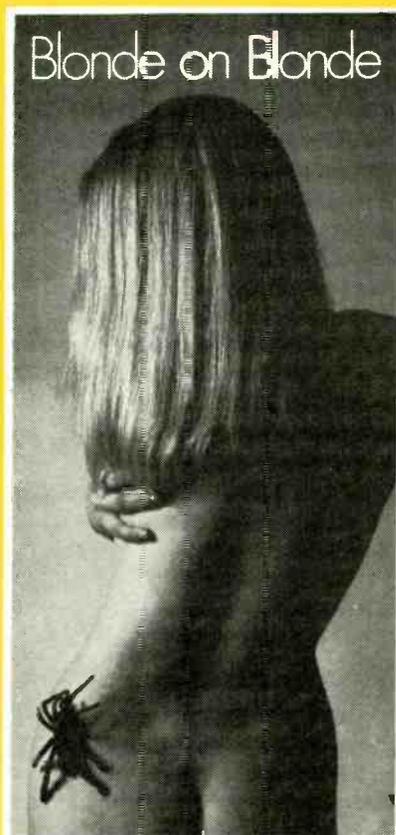
JEFFERSON

JLS-3006



CANNED HEAT/VINTAGE

JLS-3009



BLONDE ON BLONDE/  
CONTRASTS

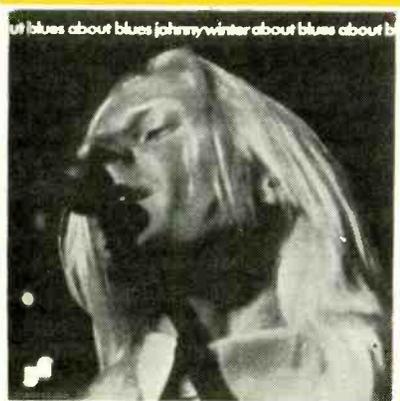
JLS-3003



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JOHNNY WINTER/  
ABOUT BLUES

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When the Janus Label was conceived we set our sights on a program of building something entirely new for today's record market . . . the kind of product which would spark a contemporary legend. Now that legend begins with the heaviest albums ever offered by a new record company—



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# Radio-TV programming

## WFAA Forgets Past To Concentrate on the Modern

By CLAUDE HALL

DALLAS — WFAA, 50,000-watt station owned by the Dallas Morning News, has updated its format almost to rock. It's among the nation's "old line" middle-of-the-road stations who've found it necessary in the past few years to modernize. WFAA's playlist indicates it's the most modern of all. Charlie Van, program director, said, "We're as contemporary as we can get without losing our MOR image." Mike Shapiro is general manager; Denson Walker is station manager.

By contemporary, he means that the station is playing "Sugar, Sugar" by the Archies, "Wedding Bell Blues" by the Fifth Dimension, "I'm Gonna Make You Mine" by Lou Christie; "Take a Letter, Maria" by R.B. Graves; "Rossvell & Ira Lee" by Tony Joe White; and "Don't it Make You Wanna Go Home" by Joe South; along with the Byrds, Lou Rawls, Nilsson, the Beatles, and Elvis Presley. Buck Owens with "Big in Vegas" and Andy Williams with "A Woman's Way" are also on the playlist.

WFAA has been on the air since 1922. It splits its 50,000-watt frequency with WBAP in Fort Worth, broadcasting on 5,000 watts 12 hours and on 50,000 watts 12 hours. The reason for the format change, which virtually puts it in competition with KLIF, is that "we found if we didn't play a record by the Fifth Dimension, Ray Conniff would come up with the same song sooner or later. And we'd play Conniff's version. So, all we were really doing was avoiding the hits. After a survey of the Dallas listening audience showed that 95 percent of them wanted to

hear the hits, we felt we had to adjust," Van said.

### 5 Groups of Singles

Programming now revolves around five groups of singles, a variety of LP cuts, and a Hot Clock. Group One includes uptempo Top 40 type records. Group Two features medium or slow Top 40 records. Group Three features standards that are uptempo, like records by Andy Williams and Dean Martin. Group Four features medium or slow standards. Group Five features country tunes with a pop flavor. According to the Hot Clock used by WFAA, deejays come out of the top-of-the-hour news with a Group One record back-an-

nounced. Then an LP cut, an oldie, a choice (left to the deejay) of Group One or Two, then a Group Three or Four, an LP cut, a Group Four record, and then an instrumental to go up to the half-hour news, if necessary, although Van likes to head for the news with a vocal if there's time.

Next comes Group One, LP or Group Four, Group Five, oldie, Group Two or Three or Four, LP cut, then a Group One or Four or Five, and an instrumental, into the hour news.

### Kent the Screener

Music director George Kent screens all music, pulling about 20-25 sides that Van selects

(Continued on page 32)



WMC-FM PRODUCTION manager Mike Powell, left, receives a plaque from Phil Rault, promotion and advertising manager for Hotline Records, Memphis, distributor of Jubilee Records. The FM station was one of the first in the country to play and report action on "Good Morning, Starshine" by Oliver.

## 2 Stations in Quadraphonic Music Display

SAN FRANCISCO—Metro-media station KSAN-FM and Pacific Broadcasting's KPFA-FM in Berkeley will present a three to four-hour special Monday (16) to demonstrate the new quadraphonic home music systems, announced Willis Duff, general manager of KSAN-FM.

This will be the first full-scale demonstration of 4-track sound on the West Coast, Duff said. KSAN-FM will carry the two right channels and KPFA will handle the two left channels. There will also be a special hookup to broadcast the show at the Family Dog.

Don Bukla, who invented the "QF" concept, is helping produce the show. The special will feature demonstration effects devised by Bukla, a wide variety of pop music and music of several local groups, as well as an electronic composition by Morton Subotnik. Boston and New York stations have also experimented with 4-channel broadcasting in the past month.

## Previn Hosts New Series

NEW YORK—Andre Previn will host a new series featuring conversation and music about the music world on WQXR here. The Wednesday night series, "At Home With Andre Previn," will cover such topics as "The Swingle Singers Meet Mahler," "Critics Criticized," and "A Visit With a Noted Israeli Violinist—Itzaak Perlman." The informal programs will cover a variety of music and topics. Previn conducts the London Symphony.

## KYAK Ups Power

ANCHORAGE — K Y A K, country music station here, has increased its power to 25,000 watts, according to station manager Robert Fleming. The station started out two years ago as a 5,000-watt daytime station. It now operates on an unlimited broadcast schedule.

day and 10,000 watts at night. Too, we've always been a little puzzled that no major station here went country music. There's room for one.

"The experience Storer had with WCJW-FM in Cleveland was gratifying. We got familiar with country music and grew to like it.

"Too, we've seen the resistance to country music fall on Madison Avenue. The people who've been successful in country music the past couple of years have really done a fantastic job in selling it to national advertisers.

"But switching WJBK has been a careful, long-considered thing. We took a close look at the station the first of the year and decided "not yet." During the summer, country music was considered again. We just now

(Continued on page 32)

## WJBK Going Country

### Traditionists, Too

DETROIT — Storer Broadcasting will switch WJBK, 50,000-watt Top 40 operation here, to country music on or before Jan. 1, according to new general manager Joseph T. Conway and Charles Renwick, Storer regional program director.

The station only recently went to a Top 40 format under program director Mike Scott, who'd taken KCBQ in San Diego to success.

Renwick said he hopes to hold the entire air personality staff and the programming people together for the change in format. "There isn't one guy on this station that I wouldn't want with us. WJBK has assembled an excellent staff of professional personalities and programming people."

Renwick said he would work closely with the new format.

It will be a contemporary country music station, but will not ignore traditional artists such as Kitty Wells and Ernest Tubb. And, although the playlist will be quite a lot shorter than that featured on WCJW-FM in Cleveland which is managed by Renwick, it will be flexible. "In Cleveland, we have a very large playlist because the station is automated. With live personalities, I think it's advisable to tighten the playlist." From the outset, however, WJBK will be playing the current hit singles . . . anywhere up to 60 on the list each week.

"We've been talking about changing WJBK to a country music format for two years," Renwick said. "We just recently resolved the signal problems that the station had and now broadcast 50,000 watts in the

## Poor Country Distribution Scored

PHOENIX—The problem of poor record distribution of country music singles is a handicap to country music stations, feels KRDS program director Bob Pond. "There's a lot of good stuff coming out today. But most record departments will not stock anything but Billboard's top 20 selling country singles.

"True, I am not in business to sell records. But when I first took over as program director

of KRDS, I called record stores every week. Then I found out some were way too slow. Some stores were stocking singles that had been hits several months ago.

"The big problem is that I feel we alienate many listeners when they are not able to buy the records we play." So, Pond set out to find a friendly soul at a local record distributor. That was Mrs. Jackie Elgas of Smash Record Distributors in Phoenix, one of the southwest's leading one-stops. Smash serves accounts throughout Arizona, plus clients in New Mexico, Las Vegas, and Calif. She specializes in service. Jukebox operators often spend up to two hours just listening to new records for their locations in Smash headquarters. Most important of all, Mrs. Elgas is a country music fan. "And she told me," Pond said, "that if one of our listeners can't find a country single anywhere else, to send them to her."

KRDS keys on the country music single. New records are back-announced until they make the station's playlist of 52 records. Besides the playlist, KRDS plays 20-50 singles that have not yet made the chart. Pond believes in a maximum of music, and a minimum of talk from such personalities as Gary Rich-

ards, Mike Angelo, Don Michaels, and John Barry.

Pond got his start in radio on KYOR in Blythe, Calif. He has worked on KPHO in Phoenix part time, KRIZ and KRUX in Phoenix and KPRO in Riverside, Calif. The formats include Top 40 and middle-of-the-road. He credits Al Taylor, program director of KXIV in Phoenix, with teaching him to get a lot of information to the listener in a brief time.

## WPLO-FM Beginning Full-Album Program

ATLANTA — WPLO-FM, progressive rock station here, has begun playing full albums, reports operations manager Ed Shane. In some cases, Shane is announcing the albums a day or two in advance. In other cases, the albums are being aired without warning. A Led Zeppelin new album was preannounced for several days because "this LP is an important one in the rock field and we felt that as many people as possible would want to hear it. We had already been playing several cuts from the LP because I had been given

a tape of several of the tracks."

The reason for programming full albums is "that most of our listeners buy albums rather than singles. If you buy an album, you don't just listen to one track, you want to hear it all, especially now that album artists are tying all their material together instead of offering a collection of non-related songs."

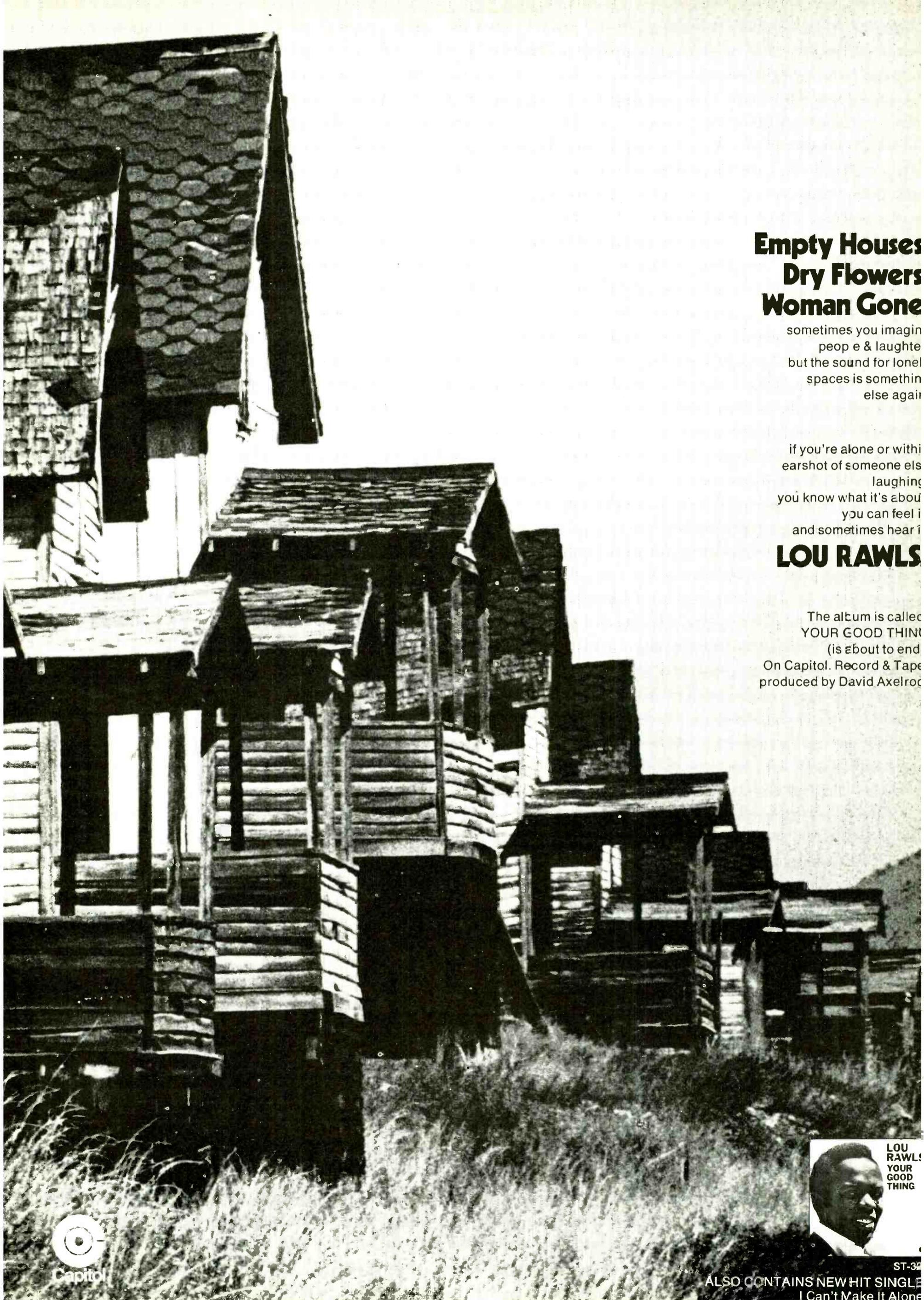
Because WPLO-FM is automated with cartridge carousels, Shane and his staff has to override the automation system and play the albums live. But the station feels it's worth it.

## WSMS-TV Will Bow Teen Show

FORT LAUDERDALE, Fla. — WSMS-TV, channel 51 here, will launch a new daily hour teen dance show Monday (17) called "The Wyler Works." Bill Wyler will host the 5:30 p.m. Monday-Friday show. The show is being produced by ADCO Productions. Teen-agers are allowed in free. Artists exposed on the first week of shows will include Glen Campbell, Bobby Vee, Al Wilson and Bobby Womack.



KNBR MORNING AIR personality Frank Dill and RCA Records artist Ed Ames, in sunshades, perform a remote broadcast from Enrico's Coffee House in San Francisco . . . to a rather pleasant live audience.



# Empty Houses Dry Flowers Woman Gone

sometimes you imagin  
peop e & laughte  
but the sound for lonel  
spaces is somethin  
else again

if you're alone or withi  
earshot of someone els  
laughing  
you know what it's abou  
you can feel i  
and sometimes hear i

**LOU RAWLS**

The album is called  
**YOUR GOOD THING**  
(is about to end  
On Capitol. Record & Tape  
produced by David Axelrod



**LOU  
RAWLS  
YOUR  
GOOD  
THING**

ST-32  
ALSO CONTAINS NEW HIT SINGLE  
I Can't Make It Alone

# Letters To The Editor

Yes, I agree with your S.O.S. campaign, but there is one factor that has been overlooked—RECORD SERVICE. First a little background on WLKE to help you fully understand.

WLKE has Wisconsin's most effective radiated signal. We are right contemporary. Outside Milwaukee, we reach more people than any other station in the state. So, tell me why I have to constantly call promotion men and distributors and even then to no service of any mention. Examples? Sure! Dunhill is hot with Three Dog Night—I was three weeks late getting "Eli's Coming." That should not be. I still do not have the new Clearwater single, but I have called twice and both times it was "Right away, you'll have it." Our Motown service is nonexistent.

Records that have been on the Hot 100 chart for up to seven weeks, I still do not have. You want to save the singles and I want to play the hits, but we can't do either without record service.

Now, I'm not saying that all companies are guilty, because we are getting some great service from Capitol, MGM, RCA and others, but I still am playing the Blood, Sweat and Tears song off the album (three calls on that one!).

So, once again, I agree—"save our singles"—but let us have singles to save. I'm sure my dilemma is shared by others and I sincerely hope we can remedy the situation.

Mike E. Stevens  
Music director  
WLKE  
Waupun, Wis.

Regarding your campaign to "Save Our Singles," I think you are making your pitch to save the singles industry, if it is worth saving, to the wrong people.

It is not disk jockeys who have killed the singles industry, it is the record industry itself. In the "Good Old Days," when singles were selling strong, an artist had to have two or three hits before a record company would gamble on an album by him. If a buyer wanted that hit record he had to buy the single; it could be three-to-six months if ever, before an album would come out with the hit on it.

Today, an album comes out first, then a hit is picked and a single released. Usually, if the single is successful, and if that album has anything else of merit on it, another single will come out of it. Why should anyone spend two bucks for a couple of singles when he can get the whole album for so little more? He is guaranteed the record will be in stereo, and almost always of better quality than the single.

Singles are of such poor quality that we recently started putting all our records on cartridges. If records wear out faster for disk jockeys, I'm sure they wear out just as fast on a home record player.

It is record men who are responsible for stocking local retail stores, but in many instances, we have records that are big request items and could be real movers that are not even stocked in local stores. These are records that based on the strength of requests alone, are on our Top 40 survey sheet that goes out to record men and distributors.

If the singles industry is worth

saving, don't tell the radio stations, tell it to the record industry, it's their baby. If they are interested, they'll save their own singles. Maybe the singles industry is becoming a burden on record companies, maybe more money can be made from albums, I don't know, but apparently the only people interested in saving singles are you, Mr. Hall, and a few program directors at stations who have poor record service and are looking for a way to improve it.

Donny Brook  
Program director  
WSGA  
Savannah, Ga.

There's been so much commotion about record service, especially concerning small market stations, that wouldn't it be wise for Billboard to hold some kind of forum on the subject. Spokesmen for small market stations, college stations, major city stations, plus record companies and their distributors, might be able to bring out some of the problems for both sides and maybe solve something. As it stands now, most of the solutions concern only individual stations. Besides, after working in commercial radio for a year and a half, I realize a distributor has some problems which I feel most music directors are unaware of. There seems to be very little understanding between most stations and their source of records.

Jim Wiljanen  
WKAR  
Michigan State University  
East Lansing, Mich.

I'm with you in your attempt to keep the 45 alive. We here at WGII program mostly MOR except during my 6-10 p.m. slot, when we shoot for the youngsters and rock very hard. I use absolutely no LP's except some of the special oldies records.

I feel that although there are many fine albums, any of which could be filled with potential hits, the single is still the package for music aimed at young people. While youngsters have more money now than ever before, they don't have enough to buy every album with their favorite song.

Without thinking of the consumer, it's obvious that we as air personalities, music directors and program directors have a much easier time auditioning singles, and they are less expensive to replace. The single is the most practical package for us, and I'm with you on your campaign.

Lee Davis  
WGII  
Galesburg, Ill.

In response to a letter to the editor in Billboard, Nov. 1, 1969, written by Del Roberts of WEBC in Duluth, Minn.

I couldn't disagree more with his comments. The "long hairs" he refers to are closing the music generation gap by producing music. Early rock with just a couple guitar chords, a simple drum beat and a terrible lead vocal with simple lyrics gave many of the older generation Excedrin headaches.

Now groups like Blood, Sweat & Tears; the Beatles, Chicago Transit Authority and many others have everyone listening to "Top 40" stations. We at

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Now Robert W. Morgan of KHJ in Los Angeles is trying to claim I don't exist. I DO exist. It's Ted Atkins who doesn't exist. . . . WAEW, Crossville, Tenn. 38555, needs records. I don't know what kind. . . . Bob Harper, former production manager of WSAI, Cincinnati, is the new program director of the station. . . . Tom Allen, program manager at WITL in Lansing, Mich., has exited to become an air personality with WIL, country station in St. Louis. Ron Kramer is the new WITL program director. . . . Andy Tannen, freshman at the University of Wisconsin in Madison, has joined the staff of campus station WSSR and is doing a progressive rock show. Tannen's dad is a former disk jockey, but the music he used to play was just a touch different.

★ ★ ★

Alan Lott of Marnel Record Distributors, and Steve Hollis of Paramount Record Distributors, both in Philadelphia, threw a party the other day for deejays in the Philadelphia area. I got an invitation, too, and I really wanted to go. Keep me in mind, if you guys will, for the next one. . . . David H. Crame, former program director of KLAC in Los Angeles, has been named program director of KGO in San Francisco. . . . Lee Davis is now at WGIL in Galesburg, Ill.; he'd been with WLPO in LaSalle, Ill. Rest of WGIL staff includes program director Bill Rogers, Steve Taylor, Rex Wilder, Eddie Gale and Mike White.

★ ★ ★

Stephen N. Phaneuf, chairman of the national convention committee of the Intercollegiate Broadcasting System, informs me that the CONVO 31 convention of college radio students will be April 3-5 at the La Salle Hotel in Chicago. The IBS is setting aside 15 hours for exhibitions this coming year. All (Continued on page 64)

WYRE call our station "Maryland's Beautiful Music Station." We play strictly Billboard's top hits on the Hot 100 and we really know that this is beautiful music.

Also, Mr. Roberts, I would invite any of the current popular musicians to my house for dinner. These people are true artists and the heck with what they look like.

If Top 40 radio is to survive we must have open minds and think ahead, not look to the past.

Ron Rondo  
Program director  
WYRE  
Annapolis, Md.

It was interesting reading the comments from Del Roberts, WEBC, Duluth, Minn. I think Del's problem is that the MOR stations are stealing his audience. I salute the recording industry for the new concepts in directing rock n' roll artists into a more-adult vein. Bubblegummers aren't the only ones who enjoy radio.

Since almost all of the national time buyers are buying the 18-49 age group, it is absolutely imperative for middle-of-the-road stations to program a younger sound. We are able to do this with such artists as Blood, Sweat and Tears, Creedence Clearwater, the Beatles, Sly & the Family Stone, etc. Like it or not, MOR stations have to attract the 25-35 age group in order to keep making the almighty dollar. In Riverside/San Bernardino our median ages are women 26 and men 24.

Del Roberts could buy a boat (Continued on page 34)

# Selling Sounds

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

WEEK OF 12-16 NOV.

## ARDENT RECORDINGS, INC., Tenn.—324-5368

- Atlantic Records has purchased distribution rights for Charles Capri's latest effort on Mighty Sam. The session was done at Ardent.

## SOUNDVIEW STUDIOS, N.Y.—516-724-9361

- November 10, 1969, Recording AESOP'S FABLES. Producer and engineer Bob Gallo.
- November 11, 1969, Recording MUSIC BOCHS. No label affiliation. Producer Bob Gallo.
- November 12, 1969, Recording MUD IN YOUR EYE. Production company Louis Lofredo Associates.
- November 13, 1969, Recording THE SMUBBS. Label affiliate Monument Records. Completing second album.
- November 14, 1969, Recording AESOP'S FABLES. Produced by Bob Gallo for Louis Lofredo Associates.
- November 15, 1969, Recording MUD IN YOUR EYE. Producer and engineer Bob Gallo. Production company Louis Lofredo Associates.

## DAWN PRODUCTIONS, Maryland

- Dawn Productions completed voice tracks on a new single by Joey Welz and the New Century Singers which was released this week by Palmer Record Company of Detroit. The titles are: "I'll Remember Our Summer Love" b/w "What Did She Wear." The deck was produced at the Record Factory, Washington, D. C., by Ray Vernon and was arranged by Steve Engel.
- Dawn Productions has just completed the editing and stereo rechanneling of two L.P.'s entitled "Vintage Ballads to Remember Her By" by Joey Welz and "Rock Revival" by the Joey Welz Bluze Revival. They will be released this month by Palmer Records. Voice tracks were produced at the Record Factory in Washington, D. C., by Ray Vernon and the technical preparation was engineered by Dave Smith at Accent Sound Studios in Baltimore, Md.
- Joey Welz did one side of a yet unnamed album of contemporary instrumentals on organ. Sides cut were Proud Mary, Bad Moon Rising, Suspicious Minds, Hey Jude, and Going Up the Country. Session was comprised of Shorty Horton on bass, John Peters on drums (formerly with the Magic Rain on Jamie), Joey Welz, organ. Welz also cut a new "Rumble."
- Voice tracks were completed for the next Joey Welz single due out on Palmer Records around the first of the year entitled: "A Rose and a Baby Ruth" b/w "We Should Be in Love" written by Doug Wray & Prod. by Ray Vernon at the Record Factory, Washington, D. C.

## BROADWAY RECORD INC., N.Y. (FRAN WHITE reporting)

- WPIX held two sessions for their News Cast on the Moog. The producer was Bob Margouloff and the engineer was Pat Jaques, it was for TV and the announcer was Dave Marsh.

## UNITED RECORDING AND PRODUCTIONS, ALA.—595-0757

- Recorded Mary Alice McCall for several days, the producer was Cleveland Eaton of the Ramsey Lewis Trio.
- Production of an R&B album for Lemon Records—Bob Grove was the producer.
- Production of a country/folk rock/R&B, album for Lemon Records, the producer was Larry Bryan.
- Overdubbing and remixing for new Sam Dees album on Lo-Lo.
- Recorded a comedy and party album for Smar-T Records.
- Demo tapes for "The Jammer Kids," of Bill Lowery Talent.

## SEAR ELECTRONIC MUSIC PRODUCTIONS, N.Y.—247-1900

- Walter Sear of Sear Electronic Music Productions announces the appointment of Miss Laurie Ahlrich as head of Production and Sales. Miss Ahlrich comes to Sear Electronic Music Productions from Grey Advertising where she has been a Television Commercial Producer for the past five years. Prior to joining Grey Advertising, Miss Ahlrich was assistant Women's Editor of The New York Herald Tribune.

## CLB ENTERPRISES, Michigan—313-242-7942 (Thomas M. Conner reporting)

- Week of October 19, 1969  
Recorded several cuts by Andy Cohen and Marc Chover for—The Detroit Folk Scene—Volume 1—An album which is scheduled for December release on our CLB Archives label. Producer—Tom Conner—Tunes included "States Boro Blues" and "Wild About My Lovin'," by Chover and "Love Song," an original composition by Andy Cohen.

(Continued on page 34)



DISCUSSING NEW AVENUES in radio and records are staff members of the Connecticut School of Broadcasting in Hartford. From left, Jay Edwards of WINF, Hartford; Jim Jeffrey; Joey Reynolds of WIBG in Philadelphia; Bertha Porter, musicologist formerly with WDRG in Hartford; school president Dick Robinson of WDRG, and Ken Griffin of WDRG.



no more bubble gum, baby,  
it's marshmallow all the way.

# MARSHMALLOW WAY "GOOD DAY" #50611

b/w "MUSIC, MUSIC"



produced by Billy Carl and Reid Whitelaw  
for Whitelaw & Carl Productions, Inc.

United Artists Records   
Entertainment From  
Transamerica Corporation

## Programming Aids

Programming guidelines from key, pacesetter radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

### HOT 100

**Wilmington, Del. (WAMS), Jay Brooks, Music Director, Personality**

**BP:** "Walking Around on Teardrops," Jerry Butler. **BLFP:** "Venus." **BH:** "I Want You Back," Jackson Five. **BLFH:** "Kool and the Gang," Kool and the Gang.

**Albany, N. Y. (WSUA), Keith Mann, Music Director, Personality**

**BP:** "Walkin' in the Rain," Jay and the Americans, United Artists. **BLFP:** "See Ruby Fall," Johnny Cash, Columbia. **BH:** "Fortunate Son," CCR, Fantasy. **BLFH:** "Time Machine," Grand Funk Railroad, Capitol.

**Bangor, Maine (WGUY)**

**Karen Knowles, Music Director**  
**BP:** "Walkin' in the Rain," Jay and the American, U.A. **BLFP:** "Dolphins," Cashman, Pistilli and West, Capitol. **BH:** "Someday We'll Be Together," Supremes, Motown. **BLFH:** "Could I," Bread, Elektra.

**Danville, Ill. (WITY)**

**Lee Patrick, Music Director, Personality**  
**BP:** "Cold Turkey," Plastic Ono Band, Apple. **BLFP:** "Jennifer Tomkins," Street People, Musicor. **BH:** "Kiss Him Goodbye," Steam, Fontana. **BLFH:** "Undun," Guess Who, RCA.

**De Kalb, Ill. (WLBK)**

**Jerry Halasz, Music Director, Personality**  
**BP:** "Suspicious Minds," Elvis Presley, RCA. **BLFP:** "Someday We'll Be Together," Supremes, Motown. **BH:** "Na Na Hey Hey," Steam, Fontana. **BLFH:** "Aren't We the Lucky Ones," Vic Dana, Liberty.

**Dover, N. H. (WTSN)**

**Sandy MacDonald, Music Director**  
**BP:** "Holly Holy," Neil Diamond, UNI. **BLFP:** "Kozmic Blues," Janis Joplin, Columbia. **BH:** "Undun," Guess Who, RCA. **BLFH:** "Take a Letter Maria," R. B. Greaves, Atco.

**Hanover, N. H. (WDCR)**

**Paul Gambaccini, Station Manager**  
**BP:** "Whole Lotta Love," Led Zeppelin, Atlantic. **BLFP:** "Midnight Cowboy," Ferrante and Teicher, UA. **BH:** "Eli's Coming," 3 Dog Night, Dunhill. **BLFH:** "Undun," Guess Who, RCA.

**Indianola, Iowa (KBAB)**

**Ron O'Brian, Music Director**  
**BP:** "Whole Lotta Love," Led Zeppelin, Atlantic. **BLFP:** "Cowboy Convention," Ohio Express, Buddah. **BH:** "Whole Lotta Love," Led Zeppelin, Atlantic. **BLFH:** "Cold Turkey," Plastic Ono Band, Apple.

**Ithaca, N. Y. (WVBR-FM Stereo)**

**George Hiller, Music Director, Personality**  
**BP:** "Love in Vain," Rolling Stones, London. **BLFP:** "Kozmic Blues," Janis Joplin, Columbia. **BH:** "Je T'Aime . . . Moi Non Plus," Birkin and Gainsbourg, Fontana. **BLFH:** "Delta Lady," Joe Cocker, A & M.

**Lewiston, Maine (WLAM), Bob Ouellette, Music Director, Personality**

**BP:** "Jam Up, Jelly Tight," Tommy Roe, ABC-Paramount. **BLFP:** "Floating Down the River," Cascades, UNI. **BH:** "Happy," Paul Anka, RCA Victor. **BLFH:** "Brand New Me," Dusty Springfield, Atlantic.

**Los Angeles, Calif. (KXLU)**

**Edward J. O'Dwyer, Music Director**  
**BP:** "White Bird," Beautiful Day, Columbia. **BLFP:** "Victoria," Kinks, Reprise. **BH:** "Mr. Turnkey," Zager and Evans, RCA. **BLFH:** "I'm Tired," Savoy Brown, Parrot.

**Middletown, N. Y. (WALL)**

**Larry Berger, Program Director**  
**BP:** "Time and Love," Laura Nyro, Columbia. **BLFP:** "Turn, Turn, Turn," Judy Collins, Elektra. **BH:** "Suspicious Minds," Elvis Presley, RCA. **BLFH:** "The Jet Song," the Groop, Bell.

**Pittston, Pa. (WPTS)**

**Rick Shannon, Personality**  
**BP:** "Victoria," Kinks, WB-7 Arts. **BLFP:** "I Gotta Have You," Horatio, Event. **BH:** "Holly Holy," Neil Diamond, UNI. **BLFH:** "Sweet Laura Lee," Garrett Scott, Mercury.

**San Antonio, Tex. (KTSA)**

**Kahn Hamon, Program Director**  
**BP:** "Raindrops Keep Falling," B. J. Thomas, Scepter. **BLFP:** "Voodoo Woman," Simon Stokes, Elektra. **BH:** "Leavin' on a Jet Plane," Peter, Paul and Mary, WB.

**Sayre, Pa. (WATS)**

**Lee Potter, Music Director**  
**BP:** "Cowboy Convention," Ohio Express, Buddah. **BLFP:** "Mirror Man," Snappers, Imperial. **BH:** "Raindrops Fallin' on My Head," B. J. Thomas,

Scepter. **BLFH:** "Sunlight," Youngbloods, RCA.

**Troy, N. Y. (WTRY), Mike Mitchell**

**BP:** "When We Get Married," 1910 Fruitgum Co., Buddah. **BLFP:** "Something Is Wrong," Gary Lewis and Playboys, Liberty. **BH:** "Going in Circles," Friends of Distinction, RCA. **BLFH:** "Undun," Guess Who, RCA.

**West Long Branch, N. J. (WMCJ Radio)**

**Michael R. Sidoric, Program Director, Personality**  
**BP:** "And When I Die," Blood, Sweat and Tears, Columbia. **BLFP:** "Volunteers," Jefferson Airplane, RCA. **BH:** "We Love You, Call Collect," Art Linkletter, Capitol. **BLFH:** "Up on Cripple Creek" (from LP), the Band, Capitol.

**Wichita, Kan. (KEYN AM & Stereo FM)**

**Greg Dean, Program Director**  
**BP:** "Jesamine," Shannon, Heritage. **BLFP:** "Beginnings," Chicago, Columbia. **BH:** "Take a Letter Maria," R. B. Greaves, Atco. **BLFH:** "Cherry Hill Park," B. J. Royal, Columbia.

**Willoughby, Ohio (WELW)**

**Chris Quinn, Music Director**  
**BP:** "I'll Hold Out My Hand," Clique, White Whale. **BLFP:** "Wanted: Lover," James Govan, Fam. **BH:** "Kiss Him Goodbye," Steam, Fontana. **BLFH:** "Cupid," John Nash, Jad.

### COLLEGE

**Annapolis, Md. (WRNV), Bruce R. Harrison, Program Director, Personality**

**BP:** "Swinging Tight," Bill Deal and Rhondells, Heritage. **BLFP:** "Heartbreaker," Led Zeppelin.

**Bethlehem, Pa. (WLVR)**

**A. James Cameron, Program Director**  
**BP:** "Ballad of Easy Rider," Byrds, Columbia. **BLFP:** "Get Ready," Rare Earth, Rare Earth. **BH:** "Jingo," Santana, Columbia. **BLFH:** "Try," Janis Joplin, Columbia.

**Boston, Mass. (WCSB)**

**Robert Nichols Jr., Program Director**  
**BP:** "I'll Hold Out My Hand," the Clique, White Whale. **BLFP:** "My Balloon Is Going," Archie Bell and the Drells, Atlantic. **BH:** "Someday We'll Be Together," Diana Ross and the Supremes. **BLFH:** "Someone to Treat Me (the Way You Use to)," De Vons. King.

**Bronx, N. Y. (WHCB), Harris Semegram, Station Manager, Personality**

**BP:** "I Am the Noise in Your Head," Griffin, Bell. **BLFP:** "Bombay Calling," It's a Beautiful Day, Columbia. **BH:** "Going in Circles," Friends of Distinction, RCA. **BLFH:** "Shangri-La," Kinks, WB 7A.

**Brooklyn, N. Y. (WBCB)**

**Lenny Bronstein, Music Director**  
**BP:** "Beginnings," Chicago, Columbia. **BLFP:** "Holy Moly," Quicksilver Messenger Service, Capitol. **BH:** "Jingo," Santana, Columbia. **BLFH:** "Cold Turkey," Plastic Ono Band, Capitol.

**Brookville, N. Y. (WCWP), Steve Ellis, Program Director, Personality**

**BP:** "Someday We'll Be Together," Diana Ross and the Supremes, Motown. **BLFP:** "Purple Haze," Jimi Hendrix, Reprise. **BH:** "Undun," Guess Who, RCA. **BLFH:** "Try," Janis Joplin, Columbia.

**Champaign, Ill. (WPGU)**

**Rick Sallinger, Program Director**  
**BP:** "Evil Woman," Crow, Amaret. **BLFP:** "She's So Heavy," Beatles, Apple. **BH:** "Sunday Morning Coming Down," Ray Stevens, Monument. **BLFH:** "Soft Parade," Doors, Elektra.

**Chicago, Ill. (WLUC), Kevin Killian**

**BP:** "Rainmaker," Cryan Shames, Columbia. **BLFP:** "St. Louis," Easybeats, Rare Earth. **BH:** "Holly Holy," Neil Diamond, UNI. **BLFH:** "Na Na Hey Hey Kiss Him Goodbye," Steam, Fontana.

**Cincinnati, Ohio (WFIB)**

**Rob Hegel, Music Director**  
**BP:** "Beautiful People," Melanie, Buddah. **BLFP:** "Whole Lotta Love," Led Zeppelin, Atlantic. **BH:** "Undun," Guess Who, RCA. **BLFH:** "Whole Lotta Love," Led Zeppelin, Atlantic.

**Collegeville, Minn. (KSJU)**

**P. M. Rother, Program Director**  
**BP:** "Tonight I'll Be Staying With You," Bob Dylan, Columbia. **BLFP:** "Cherry Hill," Billy Joe Royal, Columbia. **BH:** "Barabajagal," Donovan, Epic. **BLFH:** "Trudi," Donovan, Epic.

**Dallas, Tex. (KSMU), Lee Michaels, Program/Music Director**

**BP:** "Eleanor Rigby," Aretha Franklin, Atlantic. **BLFP:** "Bluesbusters," Pacific Gas & Electric, Columbia. **BLFH:** "Golden Slumbers/Carry That Weight," Trash, Apple.

**De Kalb, Ill. (WNIU-AM)**

**Curt Stalheim, Music Director**  
**BP:** "Fill the World With Love," Richard Harris, Dunhill. **BLFP:** "Victoria," Arthur and the Kinks, Reprise. **BH:** "Fortunate Son," Creedence Clearwater Revival, Fantasy. **BLFH:** "Here Comes the Sun," Abbey Road, Beatles, Apple.

**Durham, N. H. (WUNH)**

**John Graham, Music Director**  
**BP:** "Sunday Morning," Oliver, Crewe. **BLFP:** "Hitchcock Railway," Joe Cocker, A&M. **BH:** "Early in the Morning," Vanity Fair, Page One. **BLFH:** "Whole Lotta Love," Led Zeppelin, Atco.

**Evanson, Ill. (WNUR)**

**Dave Loebel, Music Director**  
**BP:** "Je T'Aime . . . Moi Non Plus," Birkin and Gainsbourg, Fontana. **BLFP:** "Canadian Railroad Trilogy," Gordon Lightfoot. **BLFH:** "Melancholy Baby," Parker and Gillespie.

**Ithaca, N. Y. (WICB)**

**Ron Kobosko, Music Director**  
**BP:** "Kozmic Blues," Janis Joplin, Columbia. **BLFP:** "Pack Up Your Sorrows," Judy Collins, Elektra. **BH:** "Sometimes in Winter," Blood, Sweat and Tears, Columbia. **BLFH:** "My Beautiful People," Melanie, Columbia.

**Lewisburg, Pa. (WVBU)**

**Robert Reisacher, Music Director**  
**BP:** "I Guess the Lord Must Be in NYC," Nilsson. **BLFP:** "Never Tell Your Mother She's Out of Tune," Jack Bruce. **BH:** "Come Together/Something," Beatles. **BLFH:** "Glass Onion," Arif Mardin.

**Lubbock, Tex. (KTXI), Jim Finch, Program/Music Director**

**BP:** "Leaving on a Jet Plane," Peter, Paul and Mary, WB 7A. **BLFP:** "Don't Let Nobody Turn Your Around," Steve Miller Band, Capitol. **BH:** "Roosevelt and Ira Lee," Tony Joe White, Monument. **BLFH:** "Take a Letter Maria," R. B. Greaves, Atco.

**Macomb, Ill. (WWKS), Tim McCartney**

**BP:** "Something," Beatles. **BLFP:** "Good Times, Bad Times," Led Zeppelin. **BH:** "And When I Die," Blood, Sweat and Tears. **BLFH:** "Good Bye Columbus," Association.

**New York, N. Y. (WYUR), Gary K. Cohen, Music Director, Personality**

**BP:** "She's Got Love," Thomas and Richard Frost. **BLFP:** "When We Get Married," 1910 Fruitgum Co., Buddah. **BH:** "Swinging Tight," Bill Deal and Rhondells, Heritage. **BLFH:** "Tracy," Cufflinks.

**Oswego, N. Y. (WOCR)**

**John E. Krauss, Program Director**  
**BP:** "Holly Holy," Neil Diamond, UNI. **BLFP:** "Oh Me, Oh My," Lulu, Atco. **BH:** "Je T'Aime . . . Moi Non Plus," J. Birkin and S. Gainsbourg, Fontana. **BLFH:** "Mind, Body and Soul," Flaming Ember, Hot Wax.

**Potsdam, N. Y. (WNTC)**

**Ralph Curcio, Program Director**  
**BP:** "Fortunate Son," C. C. Revival, Fantasy. **BLFP:** "Beginnings," Chicago, Columbia. **BH:** "And When I Die," Blood, Sweat and Tears, Columbia. **BLFH:** "Stone Free," Jimi Hendrix, Reprise.

**Riverside, Calif. (KUCR)**

**Robert Ferrone, Music Director**  
**BP:** "Cold Turkey," Plastic Ono Band, Apple. **BLFP:** "Walk On Water," Bloodwyn Pig, A&M. **BH:** "Volunteers," Jefferson Airplane, RCA. **BLFH:** "I Can't Get No Nookie," Masked Marauders.

**Pittsburgh, Pa. (WPQH)**

**Rick Cohen, Music Director**  
**BP:** "Someday We'll Be Together," Supremes, Motown. **BLFP:** "Kiss Him Goodbye," Steam, Fontana. **BH:** "Heart Breaker," Led Zeppelin, Atlantic. **BLFH:** "Beginnings," Chicago Transit Authority, Columbia.

**Queens, N. Y. (WQMC), Ed Weiner, Asst. Program Director, Personality**

**BP:** "I Guess the Lord Must Be in N.Y.C.," Nilsson. **BLFP:** "I'm Tried," Savoy Brown. **BH:** "Smile a Little Smile for Me," Flying Machine. **BLFH:** "Leaving on a Jet Plane," Peter, Paul and Mary.

**Shippensburg, Pa. (WSYC)**

**Ron Anderson, Music Director**  
**BP:** "Friendship Train," Gladys Knight, Soul. **BLFP:** "I'll Bet You," Funkadelic, Westbound. **BH:** "Baby I'm for Real," Originals, Soul. **BLFH:** "She's Got Love," Thomas and Richard Frost, Imperial.

**Springfield, Mass. (WAIC)**

**William J. D. Anthes, Program Director**  
**BP:** "Viva Bobby Joe," Equals, President. **BLFP:** "The Legend of the Titanic," Jaimie Brockett, Oracle.

### EASY LISTENING

**Atlanta, Ga. (WSB Radio)**

**Chris Fortson, Music Librarian**  
**BP:** "Goin' Out of My Head," Frank Sinatra, Reprise. **BLFP:** "Alice's Restaurant," Enoch Light/Malcolm Boddys, Project 3. **BH:** "Fancy," Bobbie Gentry, Capitol. **BLFH:** "Dolphins," Cashman, Pistilli & West, Capitol.

**Bay City, Mich. (WBCM)**

**BP:** "Gather Ye Rosebuds While Ye May," Marilyn Maye, RCA. **BLFP:** "Wanderin' Star," Lee Marvin, BH. **BLFH:** "Tomorrow Is First Day of Rest of My Life," Lana Cantrell, RCA. **BLFH:** "Juanita," Lonnie Donegan.

**Burney, Calif. (KAVA), Judy Camou, Music Director, Personality**

**BP:** "On Days Like These," Rouvaun, RCA. **BLFP:** "Dancin' Out of My Heart," Joe Golden, PRI. **BH:** "Happy," Paul Anka, RCA. **BLFH:** "Montego Bay," Burl Ives, Col.

**Midland, Mich. (WMDN), Ralph W. Ricks, Music Director, Personality**

**BP:** "Free," The Pearty Gate, Decca. **BLFP:** "Holly Holy," Neil Diamond, Uni. **BH:** "Midnight Cowboy," Ferrante & Teicher, United Artists. **BLFH:** "Jimmy," Marilyn Maye, RCA.

**Portland, Ore. (KPOJ)**

**BP:** "Forget to Remember," Frank Sinatra. **BLFP:** "MacArthur Park," Tony Bennett. **BH:** "Leaving on a Jet Plane," Peter, Paul & Mary. **BLFH:** "Groovy Grubworm," Harlow Wilcox & Oakies.

**San Francisco, Calif. (KNBR)**

**Mike Button**  
**BP:** "Women's Way," Andy Williams, Col. **BLFP:** "Brand New Me," Dusty Springfield, Atlantic. **BH:** "Someday Will Be Together," Diana Ross and the Supremes. **BLFH:** "Baby, Baby," David Houston, Epic.

**Savannah, Ga. (WSGA), Jerry Rogers**

**BP:** "She Sets Her Hair Down," Gene Pitney, Musicor. **BLFP:** "I'm Tired," Savoy Brown, Parrot. **BH:** "Hold Me," Baskerville Hounds, Avco Embassy. **BLFH:** "Midnight Cowboy," Ferrante & Teicher, UA.

**South Lake Tahoe, Calif. (KTHO-AM-FM)**

**Bill Kingman, Program Director**  
**BP:** "Forget to Remember," Frank Sinatra, Reprise. **BLFP:** "Dolphins," Cashman, Pistilli & West, Capitol. **BH:** "Leaving on a Jet Plane," Peter, Paul & Mary, WB-7. **BLFH:** "Where Do I Go," Julius La Rosa, Crewe.

**Springdale, Ark. (KSPR), Dave Sturm**

**BP:** "Holly Holy," Neil Diamond, UNI. **BLFP:** "Midnight Cowboy," Johnny Mathis, Col. **BH:** "And When I Die," Blood, Sweat & Tears, Col. **BLFH:** "Raindrops Keep Falling," B.J. Thomas, Scepter.

**Springfield, Mass. (WSPR)**

**Budd Clain, Program Director**  
**BP:** "For the Love of Him," Bobbi Martin. **BLFP:** "Je T'Aime Moi Non Plus," Paul Mauriat. **BH:** "Jesamine," Shannon. **BLFH:** "Early in the Morning," Vanity Fare.

**Springfield, Mo. (KTTS)**

**Ray Shermer, Music Director**  
**BP:** "Happy," Paul Anka. **BLFP:** "Get Back," Paul Mauriat. **BH:** "You're the Sound of Love," Peppermint Rainbow. **BLFH:** "Jean," Lawrence Welk.

**Tulare, Calif. (KBOS-FM), Steve Behar, Music Director, Personality**

**BP:** "Love Will Find a Way," Jackie De Shannon, Imperial. **BLFP:** "Happy," Paul Anka, RCA. **BH:** "Blackbird," Bosso Rio, Blue Thumb. **BLFH:** "Ann," Al De Lory, Capitol.

**Valdese-Morganton, N. C. (WSVM)**

**Roy Cook, Personality**  
**BP:** "Sittin' on the Dock of the Bay," Dells, Cadet. **BLFP:** "Can't See You No More," Joe Tex, Dial. **BH:** "Backfield in Motion," Mel & Tim, Bamboo. **BLFH:** "Cherry Hill Park," Billy Joe Royal, Col.

**Waynesboro, Va. (WAYB)**

**Carolyn Bleam, Music Director**  
**BP:** "Raindrops Keep Falling on My Head," B.J. Thomas, Scepter. **BLFP:** "She's Still with Me," Dale Robertson, Liberty. **BH:** "Life's Carousel," E. Paul Evans, Ranwood. **BLFH:** "Love Will Find a Way," Jackie De Shannon, Imperial.

### SOUL

**Memphis, Tenn. (WDIA), Bill Thomas**

**BP:** "Backfield in Motion," Mel & Tim, Bamboo. **BLFP:** "Going in Circles," Friends of Distinction, RCA. **BH:** "I Can't See You No More," Joe Tex, Dial. **BLFH:** "The Greatest Love," Winstons, Metromedia.

### COUNTRY

**Ashland, Ky., & Huntington, W. Va. (WTCR), Mike Todd, Program Director, Personality**

**BP:** "Hello, I'm a Jukebox," George Kert, Mercury. **BLFP:** "Brown Eyed Handsome Man," Waylon Jennings, RCA. **BH:** "God Bless America Again," Bobby Bare, RCA. **BLFH:** "When You're Hot, You're Hot," Porter Wagoner, RCA.

**Burbank, Calif. (KBBQ), Corky Mayberry, Music Director, Personality**

**BP:** "A World Called You," David Rogers, Col. **BLFP:** "Why, Why, Why," Alice Joy, Stop. **BH:** "Fancy," Bobbie Gentry, Cap. **BLFH:** "Sister Beth," Scott Turner, Imperial.

**Chester, Pa. (WEEZ)**

**Bob White, Music Director, Personality**  
**BP:** "Ginger Is Gentle," Jim Ed Brown, RCA. **BLFP:** "This Song," Ray Pennington, Monument. **BH:** "Wings Upon Your Horns," Loretta Lynn, Decca. **BLFH:** "Nobody But You," Don Rich, Capitol.

**Cincinnati, Ohio (WUBE)**

**Bob Tiffin, Music Director, Personality**  
**BP:** "Maggie's Farm," Flatt & Scruggs, Columbia. **BLFP:** "Willie and the Hand Jive," Johnny Carver, IR. **BH:** "Ruben James," Kenny Rogers, Reprise. **BLFH:** "Take a Little Good Will Home," Goldsboro/Reeves, UA.

**Fairfield, Ohio (WCNW), Marv Wallace**

**BP:** "Wings Upon Your Horns," Loretta Lynn, Decca. **BLFP:** "This Ain't No Threat," Herbie Smith, Astro. **BH:** "Try a Little Kindness," Glen Campbell, Capitol. **BLFH:** "Maggie's Farm," Flatt & Scruggs, Col.

**Kansas City, Mo./Kans. (KCKN)**

**Hershal Orschwartz, Personality**  
**BP:** "Cold, Cold Heart," Redd Stewart, Hickory. **BLFP:** "Chairman of the Board," Red Sovine, Starday. **BH:** "Afraid of Losing You," Charley Pride, RCA. **BLFH:** "Papa Joe's Thing," P-J Music Box, ABC.

**Phoenix, Ariz. (KTUF), Bill Proctor, Music Director, Personality**

**BP:** "See Ruby Fall," Cash, Col. **BLFP:** "Lord Must Be in NYC," Nilsson, RCA. **BH:** "Haunted House," Compton Bros., Dot. **BLFH:** "Lodi," Buddy Alan, Capitol.

**Phoenix, Ariz. (KRDS)**

**Bob Pond, Program/Music Director**  
**BP:** "Gotta Get to Oklahoma," The Hagers, Capitol. **BLFP:** "I'm Walkin'," Dave Peel, Chart. **BH:** "To See My Angel Cry," Conway Twitty, Decca. **BLFH:** "Diggy Diggy Lo," Doug Kershaw, WR.

**Providence, R. I. (WHIM)**

**Kevin McCourt, Music Director**  
**BP:** "She Belongs to Me," Rick Nelson, Decca. **BLFP:** "She Belongs to Me," Rick Nelson, Decca. **BH:** "Patches," Broning Bryant, Dot. **BLFH:** "Patches," Broning Bryant, Dot.

# Ferrante & Teicher



Thanks to everyone for making  
**Midnight Cowboy** a hit single ...  
(United Artists 50554)

*Best wishes  
F+T*

Baldwin Pianos

United Artists Records

Orchestra Conductor—Nick Perito

Produced by—George Butler

Music Coordinator—Joe Malin

# Selling Sounds

• Continued from page 30

Completed recording music tracks for demo album by the Haymarket Riot. Tunes included "Michael," "Down a Country Road" and "Bumble Bees and Flowers," all composed by the team of Morales and Doe and published by Custer's Last Music Company (BMI)—Produced by Tom Conner.

• Week of October 26, 1969  
Recording several cuts by Charlie Latimer, Detroit Folk Artist for The Detroit Folk Scene—1970—Volume 1. Accompanied by Paul Bowles on acoustic guitar and Marc Chover on electric bass. Producer Tom Conner.

## MBA MUSIC INC., N.Y.—MU (Richie Simmon reporting)

- Experimental for Ivory Soap, the Agency was Compton Advertising, Inc., the producer was Alan Goldman, Martin Slattery, composer/arranger was JJ Johnson. There were two TV spots recorded at Media Sound.
- Chocks Vitamins, the agency was J. Walter Thompson, the produce was Tony Silano, composer/arranger was JJ Johnson. There were two TV spots recorded at Media Sound.
- Lasting Beauty Make-Up, agency was J. Walter Thompson, producer was Pat Walsh/Rhoda Cohen, composer was Andy Marsala and the arranger was JJ Johnson, there were two TV spots recorded at Media Sound.
- New York Life Insurance, the agency was Compton Advertising, Inc., the producer was Chance Dkilling, composer/arranger JJ Johnson. There were four TV spots recorded at MB Studio.
- Coming Up This Week:  
Brown Shoes, the Agency was Leo Burnett, NY the producer was Jim McAward.
- Cascade Dish Washing Detergent, the agency was Compton Advertising, Inc. the producer was Percy Hall.  
For MB Studio  
Recall Panty Hose, View Productions.
- Rand Employment Agency, produced by Barbara Simmons.
- Record Session for Score Productions.

## HENDERSON ADVERTISING, Greenville, S.C.

- Henderson Advertising has tagged David Lucas to compose and arrange the music for three TV spots, a 60, a 30 and a 20, for Jim Dandy Dog Chunks. Ed Rizzel produced for Henderson. Lucas has also written the music for three TV 30's for Florida Citrus through McCann Erickson. Gloria Gengo was Agency Producer. Lucas also did a demo for a series of local radio spots which was turned into a final for Vermont Bank & Trust Mastercharge, through the Andrew Curcio Agency in Boston. Andy Curcio was agency producer.
- David Lucas composed and arranged the music for new Faberge West TV spots, directed by Marty Goldman of Televideo. Agency was Nadler and Larimer.

## DUO/CREATICS INC., New York—212-838-4290

- Colgon Bouquet; a 30-second TV spot for Ketchum, Macleod & Grove Advertising. Pablo Ferro, of Pablo Ferro Films, did the shooting in Los Angeles and the completion in N.Y. Shep Meyers and Larry Rosen, using 12 string guitars and voice, wrote and produced the music track.
- I.G.A. Stores; three 30-second TV spots for George-Savan Advertising. Steve Vagnino was the agency producer and Jose Ferro of the Pablo Ferro Films directed the three spots. Shep Meyers and Larry Rosen wrote and produced the score. Meyers and Rosen wrote the new I.G.A. theme and then used this theme in scoring the three spots. Recorded at Media Sound, Harry Hirsch and Rick D'Orio engineers.
- Duro-Lite Bulbs; completed a 40-second TV spot in addition to the 60 and 30-second TV spots previously completed. Katz, Jacobs, Douglas is the agency, and Pablo Ferro Films is the film company. Meyers and Rosen wrote and produced the score for the "Light Is a Mood" campaign.
- Hemophilia Foundation; a sixty-second TV spot for Jerry Della Femina Advertising. Horn/Griner was the film company, and Jim Hanley of Jeff Dell Film Service did the editorial work. Meyers and Rosen used one organ note, sustained throughout the entire spot. The note, an "A" is faded in, and builds, in a gradual crescendo, to a tension filled triple forte. This approach is the simplest and yet the strongest. As Harry Hirsch of Media Sound said: "This is the most unselfish approach a music production company could make . . . it's a marriage of video and audio."
- Duo/Creatics has just moved their offices to 17 E. 48th St., N.Y.C.

What does  
MUSIC SCENE  
have in common  
with Spiro Agnew?



Nothing.

This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:

**RADIO-TV JOB MART**  
Billboard  
165 W. 46th St.  
New York, N. Y. 10036

## POSITIONS OPEN

Is your telephone a black plastic tomb, or a christmas tree? I'm looking for a first-ticket somebody that loves the job he does on the air—we're top 40 heavy personality, #1 in a 50,000-population market, you will need to know what it's like to turn on an audience. If you want a better chance to do just that, call me collect, Roger Alan Jones, WYCL, York, S. C. 803; 684-4242.

First phone personality for up-tempo MOR. Top rated in major Central California city. Must be great—not just an announcer! Work week—ends only, two six-hour shifts, and earn \$400 a month, union scale plus. Use the other five days to do your own thing, go to one of three nearby colleges, or commute to weekday work in nearby city. Opportunity to move west to beautiful setup if you're great! Send long, nonreturnable aircheck or MOR audition with resume and references to: Marv Allen, PD, KARM AM FM, P.O. Box 669, Fresno, Calif. 93721.

First tickets needed for KGA, 50,000-watt country station. Send resume and tape to program director, KGA, 714 Sprague Ave., Spokane, Wash. 99210. Pros call 509—RI 7-3140.

Top 40 air personality needed. Contact operations director Bob Hollands, WAMS, Box 3677, Wilmington, Del. 19807.

Major east coast radio group seeks experienced on air news personnel. Send resume and recent aircheck to Barry Gaston, Box 910, York, Pa.

Need news director for our new News Department, \$150 per five-day week plus talent, and expenses. Liberal completely paid benefit program. Want ambitious man who enjoys being the best. Write Billboard, Box #0189, 165 W. 46th St., N. Y. 10036.

## Letters To The Editor

• Continued from page 30

and sail to whatever country he wishes outside the continental United States and broadcast truly rock n' roll music (Beach Boys) until his short hair grows long and his beads fall to his bell-bottom trousers. The world now knows that you love old-fashioned rock n' roll even though times are changing in this mod, mod world.

Mitch Farrell  
Program director  
KPRO  
Riverside, Calif.

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156 Central Ave., Albany, N.Y. 12206

# RADIO-TV mart

Adult, mature-sounding personality wanted for Hot 100 format station in the southern part of scenic Vermont. One year's exp. minimum to work for this 5,000-watt (as of Sept. 15) daytimer. Must be good with news. Also interested in hearing from those seeking news director position which would include moderating a telephone talk program. Must have news exp. Brand-new air-conditioned studios, good benefits. Send tape (include news, DJ, commercials) to: Program director Ron Bastone, WCFR, Box 800, Springfield, Vt. 05156.

Soul personality with 1st ticket needed for leading southern soul station. Excellent working conditions among congenial personnel. Aircheck and resume to program director Avery Davis, KXOX, 6819 Cezanne St., Baton Rouge, La. Phone is 504—927-7060.

WENO, 5,000-watt country music station in the country music capital of the world, needs a smooth, polished professional personality with a first ticket. Excellent working conditions for a growing broadcasting chain; good, friendly staff. Contact program director Mac Curtis, WENO, Box 5236, Nashville, Tenn. 37115. Willing to listen to airchecks from small and medium market personalities.

For the first time in 3 years WDAK has daytime opening for a mature Top 40 D.J.—as present man moves to a sales position. Must be knowledgeable in production. Good pay and benefits at #1 station in Georgia's second market. Send resume, tape, and photo to Alan Boyd, P.D., WDAK, Box 1640, Columbus, Ga. 31902.

WPLO, modern country music station of the Plough Broadcasting system, is looking for a good, established, professional air personality who knows good radio and wants to settle down as part of a stable staff. Air checks and resumes to program director John Fox, WPLO, 805 Peachtree St., N.E., Atlanta, Ga. 30308.

Young creative British deejay seeks position with radio station or discotheque in U. S., preferably West Coast. Cool, cultured English voice. In-depth knowledge of British-American music. Excellent contacts in music field. For air check, photo, contact Geoff A. Jukes, 105 Victoria Rd., Wood Green, London N.22, England.

WRMA, 135 Commerce St., Montgomery, Ala., is searching for a good swinging soul personality. Airchecks to program director Steve Soul. Professionals may call 205—264-6440. Willing to listen to airchecks from everybody. Pay \$100 per week or more, depending on the man. Record hops in area can add to your income.

WAVZ occasionally loses a top-flight air personality to a major market. Now seeking a replacement for our latest loss. Air check and resume to program director or general manager Marvin Rosenblatt, 152 Temple St., New Haven, Conn. 06510. Professionals with three or more years of experience may call program director at 203—777-4761.

Our new station in Ohio will soon need first phone personalities who can do a smooth job with a Top 40 format. Only quality jocks need send a tape and resume—people who would like a high paid but low pressure professional climate type job. Contact Ed Pike, WCVL, Box 603, Crawfordsville, Ind. 47933.

10,000-watt station needs Top 40 jock who wants to be heard in Tulsa, Oklahoma City and Wichita. First ticket required. If you're good enough you won't stay with us long. Send tape and resume to Bill Miller, Operations Manager, KGGF, Coffeyville, Kan. 67337.

Denver market needs DJ rock or MOR. Send tape and resume to Ev Wren Program Consultants, 7075 W. Hampden, Denver, Colo. 80227.

Immediate opening for contemporary night personality in Burlington, Vt., market 120,000. Drake concept with personality plus late night progressive show. Must be into music and production minded. Top flight professional staff, new modern studios. Rush tape and resume plus salary requirements (no phone calls) to: Mark Young, Program Director, WDOT, 395 College St., Burlington, Vt. 05401.

## POSITIONS WANTED

Ready to change to West Coast or California Top 40 or Creative Contemporary station. 1st phone, married, heavy imaginative production. I know pop music better than anyone. Call (308) 432-4181, afternoons.

Young, energetic go-getter — tight board, lively show, strive for perfection; 2 years' experience Top 40. 3rd endorsed, broadcast school grad, single, draft deferred, not a floater, currently serving as M.D. of station in million + market. Looking for a station to grow with, prefer relocation in the East. Willing to work any shift, help with music. For tape and resume write Box #0193, Billboard Publications, 165 W. 46th St., N. Y. 10036.

For 15 years I have been an on-the-air personality and/or programmer for major stations (Chicago, Boston, Cleveland) and most recently with headquarters of a group. Major upheaval within company forces me to look elsewhere. I am the author of a well-known music control system and have recently perfected a format procedure which can put your M.O.R. or contemporary station in the ball game right now! Refer to ad when calling (401) 274-4700, (401) 423-0645, or write Billboard, Box #0194, 165 W. 46th St., N. Y. 10036.

Porky Chedwick, veteran radio personality, desires Top 40, soul, or progressive rock radio position in medium or large market. Vast lore in the music that has shaped this nation. Proven ability to attract and command a listening audience—once drew 6,000 to movie promotion. Veteran of more than 2,000 record hops. Willing to become involved in programming or music director duties, just as long as I can also do a radio show. Character references, further information available by writing Porky Chedwick, 1619 Edna St., Pittsburgh, Pa. 15219.

Young, creative, ambitious personality, experience. Selling Copywriting, News and Sports Coverage and Writing, some play-by-play. All music formats all times of day and night, except graveyard. Currently P.D., M.D., Prod. Mgr. 3 years in biz, Broadcast School grad, 3rd endorsed, 22, married, permanent, will relocate. Let's talk. Write James L. Schulz, 2219 S. 15th St., Sheboygan, Wis. 53081. Phone after 8 p.m. CDT: 414—458-4775.

Top 40 program director (DJ), winning personality, proven to hold ratings, induces perfection and cooperative work, knows music. 3rd class, employed now \$3,000 — married, married 27. (Specialize—new or changing to top 40.) Radio modeneering for the 70's in mind. (513) 631-5428.

If your station can challenge my mind, I'll be glad to send you a tape and resume. Four years of exp. first phone, tight board. Single, 24, draft exempt, and prefer up-tempo format. I have the desire to be the best and will. Call 309—797-3626.

Available Immediately: Top-notch "Pro" top 40 man. 10 years' experience, excellent references, age 25. Real strong on news and production, experienced in copy writing and sales. Good voice, strong personality, has "Major Market Sound." For tape and resume call (601) 483-5029.

Announcer with three years' experience with MOR station seeks employment at MOR station within the Southeastern U. S. Tape and info available upon request. Prefers small market. Contact: Randy Gallier, 3907 Angol Place, Jacksonville, Florida 32210, or call: (904) 771-2905.

Roger Lifeset. Married. College graduate in broadcasting. Two years' professional experience, plus college radio background. Seeking Top 40 or MOR position in medium market. For an air check call: 603—669-5986.

Six years' experience in radio with top ratings with knowledge and love of Top 40 and country music. Former member of Box Tops. Already given notice at WDOD in Chattanooga where I was program director (I just couldn't communicate with management there). If you'd like an air personality and/or program director with vast storehouse of promotion ideas and drive to carry them through, call 615—266-5117 or 615—875-2927 (home).

Now in the major top 10 markets, five figures will get you a 21-year-old Top 40 drake or contemporary personality, 1st phone strong on maintenance, construction, production, programming. Smooth, mature voice; draft exempt, top references. Phone (609) 562-6632 person to person for my local phone number.

Currently working Top 40. 5 years' experience as DJ. Seeking position in Country & Western or Top 40. Single, 24 years old, visa free, strong voice, good personality, good references. Write Billboard, Box #0192, 165 W. 46th St., N. Y. 10036.



*Sergio Mendes & Brasil '66*  
*Ye-Me-Le* • *Wichita Lineman*



# Musical Instruments

## Wisconsin Firm Combines Records and Instruments

By GEORGE KNEMEYER

GREEN BAY, Wis.—If floor space is available, more stores that deal in records should stock musical instruments. This formula has proved successful for 35 years at the Stiller Co. here, according to Bill Johnson, secretary of the store.

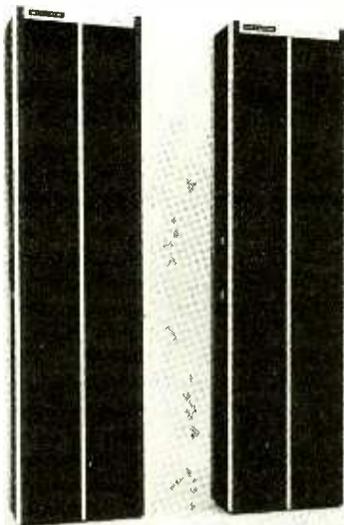
"Records and instruments go hand in hand. You almost have to have both to be truly successful," he said. The Stiller Co. deals primarily in band instruments and guitars. The company carries a complete stock of the Selmer company including clarinets, trombones, flutes, saxophones and trumpets.

The store, which also handles photo supplies, is geared to the young people's market, according to Johnson. As a result the store carries pop music records almost exclusively, although they will order other types of music. Johnson said the store doesn't

carry an abnormally large supply of musical instruments, but tries to keep "a representative supply on hand so we have what people ask for. We don't try to deal in volume." The floor space used for display of the instruments is about 20 feet by 60 feet.

The biggest sellers of the conventional band instruments for the store are clarinets and flutes, with trombones, trumpets and saxophones running close behind in sales. Student model guitars are also big sellers for the store according to Johnson. The store carries the main line of Harmony guitar and also some of the other brands. The store also deals in electric guitars, selling models of Fender, Gretsch, and Gibson. Johnson said he would estimate that the store earns about one-third of its revenue

(Continued on page 64)



THESE SPEAKER columns are also part of the VA302 Vocal Master Sound System. Each speaker utilizes two 10-inch speakers and four eight-inch speakers. Exterior surfaces of the speakers are finished with strong, nonscuffing vinyl for resistance to wear abuse. The suggested list price of the speaker columns and amp for the VA302 is \$1,095. Optional accessories, such as booster amps and onstage monitor system, are available.

## Wholesalers Pushing EDP

CHICAGO—Electronic data processing (EDP) will play an increasing role in wholesale/distributor operations during the 1970's, according to a recent survey of the National Association of Musical Merchandise Wholesalers (NAMMW). The wholesalers forecast a 100 percent increase in members using EDP during the next five years. This reflects the general use of EDP throughout the music industry with particular emphasis in the wholesale record industry where rack jobbers are ticketing merchandise with reorder tabs.

Almost one-third of the responding NAMMW members indicate they are already using EDP and intend to expand their existing applications, while more than half of the others are seriously weighing its benefits.

The need for automation has become increasingly evident to distributors. In the last 20 years the number of products the average distributor handles has increased from 2,000 to more than 15,000. The needs of dealers have become more complex, with special orders and rush deliveries now routine parts of doing business.

Most distributors using EDP feel the major advantages occur in time saved on routine tasks and in improved service to customers. None report significant cost reduction yet all agree that many operating costs have been stabilized. All respondents say that speed and accuracy in both shipments and invoices are the key advantages to customers. Automated inventory control makes order filling more efficient and much faster.

Invoices are also more accurate when prepared automatically and are mailed to the dealers earlier. Readily available orders and inventory and billing information provides distributors with greater knowledge of their sales and credit operations.

All distributors using data

processing agree that they are receiving information from their systems that helps them manage their businesses more efficiently. Timely knowledge of item velocity and changes used to analyze current, historical and seasonal trends permits better estimating of future requirements and in turn reduces stock outs and back orders.

Most of the distributors using data processing take advantage of all information and machinery on hand to automate their payroll operations, thus simplifying the computation of sales commissions, taxes, social security payments and annual withholding reports. This enables stabilization of costs in another area of the business.



THE ABOVE amplifier is part of a new sound system announced by Shure Brothers, Inc., called the VA302 Vocal Master, which is a system based on the VA300. The amp includes a true V.U. meter, low impedance, Cannon connector, microphone inputs that allow longer cable runs, and a microphone level output. The console also has additional inputs for use of remote reverb switches and echo voices.

## BEST SELLING Billboard Folios

ALL PORTABLE CHORD ORGAN/ALL ORGAN

Title—Publisher

BEST OF BROADWAY—All Organ (Plymouth)

EASY BEAT—All Organ (Warner Bros.—Seven Arts)

EASY DOES IT VOL. 2—Chord Organ (Warner Bros.—Seven Arts)

70 SUPER BLOCK BUSTERS FOR '70—All Organ (Hansen)

71 GIANT HITS OF TODAY—All Organ (Big 3)

21 POP FAVORITES—Chord Organ (Big 3)

YOUNG SOUNDS—Chord Organ (Hansen)

WITH MY LOVE—Chord Organ (Big 3)

## 14 New Books From Alfred

PORT WASHINGTON, N.Y.—A total of 14 new books for instrument teachers has been released by Alfred Music Co., Inc. Included in the series are six "Learn to Play" books for clarinet, trumpet, flute, saxophone, trombone and baritone. Also included is a preinstrument book called creating music; two piano books, one on the classic and one on Christmas carols; a book on organ Christmas carols, plus four books on drums, "Popular Rock Drummer," "Rockin' Bass Drum," "Drum Solos in Eighths" and "Drum Solos in Triplets."

## Organ Preview On Television

LOS ANGELES — The Thomas Organ Co. unveiled a new organ called the Triannon, which features three keyboards, on a recent segment of the Lawrence Welk show. The organ is being billed as the first spinet-console organ.

The third keyboard is the most distinctive feature of the Triannon, according to the company. Called the "orchestral keyboard," 10 instrumental percussion voices can be played at the touch of a tab. The 10 voices are piano, honky-tonk piano, harpsichord, grand harpsichord, banjo, lute, cimbalom, vibes, celesta and Swiss bells.

The middle and lower keyboards of the instrument each have 44 notes. There is also a 25 note pedalboard. The Triannon has a solid-state stereo sound system and is designed in Mediterranean oak.



MASON & RISCH, Canada's leading producer of fine quality pianos, displayed pianos at the annual Canadian National Exposition this summer.



The SIGN of great reading

What are the odds of finding a great new sound if you use Electro-Voice SRO speakers?

Better. Much better.

With Electro-Voice SRO/12 or SRO/15 speakers in your amp, you'll get cleaner sound than ever before. You'll also get wider dynamic range and uniform response in every octave.

That means you can do more things with your instrument at every volume, anywhere in your range. And because you get more sound out of every watt you put into an SRO speaker, it's like doubling the power of your amp.

Listen to new Electro-Voice SRO speakers at your E-V dealer. It's an odds-on bet you'll love them. Or write for all the facts. Today.



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THE MAMAS & THE PAPAS & STEPPENWOLF  
THREE DOG NIGHT & THE GRASSROOTS  
MAMA CASS AND SMITH  
WE PROUDLY PRESENT A WINNER



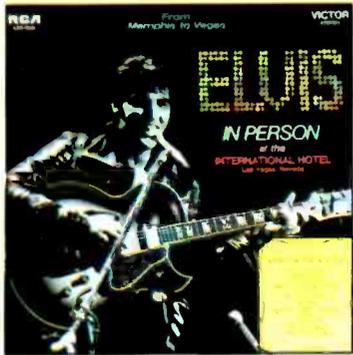
IF IT'S ON



BELIEVE IT!

# Billboard Album Reviews

NOVEMBER 22, 1969



**POP**  
**ELVIS PRESLEY**—From Memphis To Vegas/From Vegas To Memphis  
 RCA Victor LSP 6020 (S)

Presley took Vegas by storm this past summer and the electricity of his "live" performance is captured on one disk of this deluxe 2-record set! The gospel groups, the Imperials, and the Sweet Inspirations offer strong support to some of Presley's greatest performances, including his recent hits, "In the Ghetto" and "Suspicious Minds." The second disk, cut in Memphis, is equally a powerhouse.



**POP**  
**THE BEST OF TOMMY JAMES AND THE SHONDELLES**—  
 Roulette SR 42040 (S)

This hot sales package speaks for itself! Take the hits of James starting with "Hanky Panky," add nine other smash hits including the current "Ball of Fire," and watch the LP spiral the best selling charts.



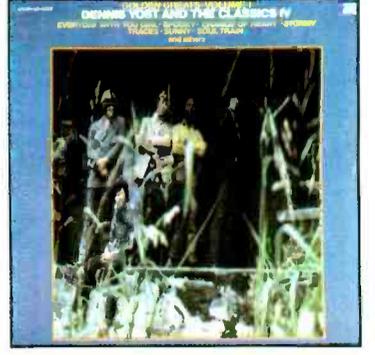
**POP**  
**DIANA ROSS AND THE SUPREMES AND THE TEMPTATIONS**—  
 On Broadway.  
 Motown MS 699 (S)

The soundtrack of their second TV special together, aired last week. Based upon the music of Broadway yesterday and today, the program is loaded with show stoppers that include the Temps medley from "Fiddler on the Roof," Diana Ross' "Leading Lady" medley and the finale of the current Broadway scene, with the emphasis on "Let the Sunshine In."



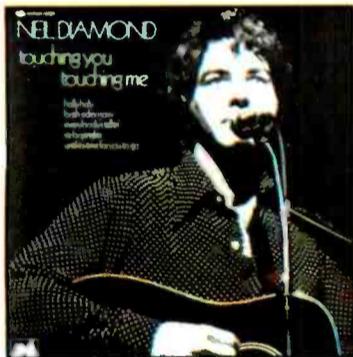
**POP**  
**SMOKEY ROBINSON AND THE MIRACLES**—  
 Four in Blue.  
 Tamla TS 297 (S)

Group comes on strong with a solid program of hits... past and current. Among the top performances are their treatments of "You've Lost That Lovin' Feelin'," "Hey Jude," "California Soul," and "My World Is Empty Without You." Will prove a big chart item.



**POP**  
**DENNIS YOST & CLASSICS IV**—  
 Golden Greats—Vol. 1.  
 Imperial LP 16000 (S)

Dennis Yost now takes billing along with the Classics IV but everything else about the group remains the same in this recap of their past hits. Among them are "Traces," "Spooky," "Stormy," "Everyday With You Girl" and "Change of Heart." Enough said!



**POP**  
**NEIL DIAMOND**—  
 Touching You Touching Me.  
 Universal City Records 73071 (S)

With his current singles smash "Holly Holy" included for additional sales impact, Diamond can't miss top chart activity with this dynamite package. His treatments of "Everybody's Talkin'," "Mr. Bo-Jangles," and "Until It's Time for You to Go" are superb. His own "Ain't No Way" and "Smokey Lady" are among standouts. A bow to producers Tom Catalano and Tommy Cogbill and arranger Lee Holdridge.



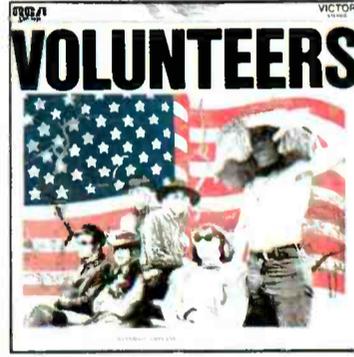
**POP**  
**LOU RAWLS**—  
 Your Good Thing.  
 Capitol ST 325 (S)

This new album by one of today's finest male vocalists is an enchanting work of art. He puts himself into every line of every song he sings, emerging as a soul singer in the very aesthetic sense of the word. Tunes recorded here include his big hit, "You Good Thing," and the old Billie Holiday standard, "I Wonder Where Our Love Has Gone," and Duke Ellington's "Just Squeeze Me."



**POP**  
**SOULFUL STRINGS**—  
 Spring Fever.  
 Cadet LPS 834 (S)

This hot chart-winning group is comprised of a unique set of musicians who have blended strings with percussion to produce a rich, original and exciting soul sound. The tunes, arranged and conducted by Richard Evans, are for the most part original, and appear to be written specially for the band. Here is an album that is fast-paced, rhythmic and certainly very soulful. A definite chart rider.



**POP**  
**JEFFERSON AIRPLANE**—  
 Volunteers.  
 RCA Victor LSP 4238 (S)

The Airplane takes off again, and joining Marty Balin, Gracie Slick & Co. on this flight are Nicky Hopkins, Crosby & Stills, and the Grateful Dead's Jerry Garcia. Gracie Slick's "Hey Fredrick" stars, along with the title tune, "Eskimo Blue Day" and "Song for All Seasons." Rock's revered forefathers of the psychedelic rage, the Airplane again takes to the space ways to confirm their instrumental excellence and lyrical dynamics.



**POP**  
**JACKIE GLEASON**—  
 Romeo and Juliet.  
 Capitol ST 398 (S)

Jackie Gleason has been on top of the "easy listening" field since he introduced his "Lovers Only" sound several years ago. It's a romantic sound that blends strings, horns, vibes and rhythm with a pervading solo trumpet. It's here again and brings added pleasure to such new hits as the title song, "Quentin's Theme," "This Guy's in Love with You" and "Didn't We."



**POP**  
**DANNY DAVIS AND THE NASHVILLE BRASS**—  
 Movin' On.  
 RCA Victor LSP 4232

Danny Davis really comes on strong in this most recent collection of country tunes treated to the infectious arrangements by his Nashville Brass, and he's sure to enjoy healthy sales and chart activity... both country and pop. Especially effective are his treatments of "Ring of Fire," "Ruby, Don't Take Your Love To Town" and "Wolverton Mountain."



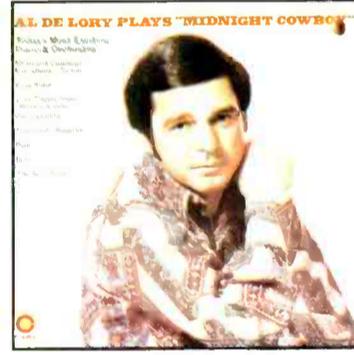
**POP**  
**THE ILLUSION**—Together  
 (As a Way of Life).  
 Steed ST 37005 (S)

Their first LP proved a solid sales item on the charts, and this follow up, including their recent "How Does It Feel," is sure to meet with the same success. The group is right in the groove with a top selection of rock items, such as "Bright Eyes," "Together" and an extended winner "Happy Days."



**POP**  
**NICE**—Everything as Nice as  
 Mother Makes It.  
 Immediate IMOCs 102 (S)

The hot British group should have no trouble breaking through the LP chart here with this potent package. This, their third LP, is the first released through the new Andrew Oldham independent distributor setup, and it features one side "live" in concert at N.Y.'s Fillmore East. Organist Keith Emerson stands out with "Rondo 69." The classical-jazz rouch to Tim Hardin's "Hang on to a Dream" is tasty and commercial.



**POP**  
**AL DE LORY PLAYS "MIDNIGHT COWBOY"**—  
 Capitol ST 394 (S)

Arranger-producer (of Glen Campbell and The Lettermen), DeLory has all the ingredients in this top film-oriented program to break through the LP chart with solid sales impact. His creative and sensitive arrangements are commercially appealing as well. Among the standouts are "Romeo and Juliet," "Everybody's Talkin'," and "Jean," and the number from "Easy Rider" entitled "I Was Not Born to Follow."



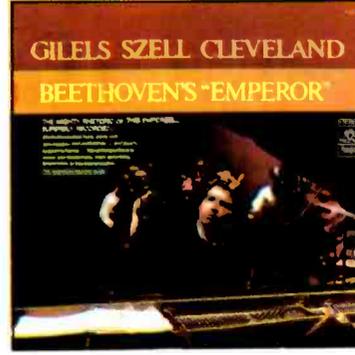
**POP**  
**THE FROST**—  
 Rock and Roll Music.  
 Vanguard VSD 6541 (S)

The Frost threatened to break loose with their first album, and the group's second barrage of hard 'n' heavy Detroit rock should boost the wild, bluesy foursome into hit territory. Dick Wagner on lead guitar and vocals also pens most of the group's material and rips up "Rock and Roll Music," "Help Me Baby" and the Barry Mann-Cynthia Weil tune "We Got to Get Out of This Place." Hard and furious, Frost add a lot of rock to Detroit's soul.



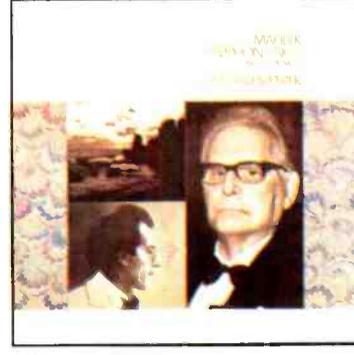
**POP**  
**HUMBLE PIE**—  
 As Safe as Yesterday Is.  
 Immediate IMOCs 101

Hot on the British chart and featuring their current single, "Natural Born Woman," the group comes up with a strong commercial package for the U.S. Their current concert tour of the States will enhance the sales of this LP with standout underground-oriented numbers including "Desperation," "Bang" and the title tune. Most material penned by Steve Marriott.



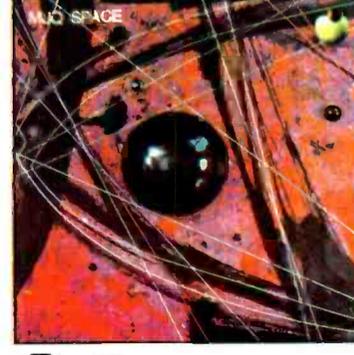
**CLASSICAL**  
**BEETHOVEN'S "EMPEROR"**—  
 Gilels/Cleveland Orch.  
 Angel S 36031 (S)

This is a masterful recording in all respects. Gilels' dramatic piano receives powerful backing from Szell's Cleveland and brings new majesty to the "Eroica." It's a superb offering for the Beethoven Centennial.



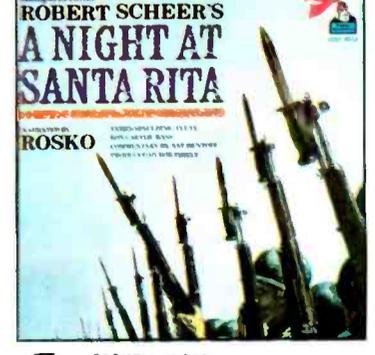
**CLASSICAL**  
**MAHLER: SYMPHONY No. 7**  
 "SONG OF THE NIGHT"—  
 New Philharmonia Orch.  
 (Klemperer).  
 Angel SB 3740 (S)

Klemperer's understanding of Mahler is well known, and here he adds still another laurel to his knowledge and skill in this fine interpretation of the composer. The spiritual, the mild, the pure, are all in tow in Klemperer's hands.



**JAZZ**  
**MODERN JAZZ QUARTET**—  
 Space.  
 Apple STAO 3360 (S)

The MJQ getting into the astrological bag with "Visitor From Venus" and "Visitor From Mars" although it is really just an excuse for four exceptional musicians to get into a couple of moody pieces. Perhaps the most commercial cut on the album, supervised incidentally by Peter Asher, is a fine treatment of the ballad, "Here's That Rainy Day."



**SPOKEN WORD**  
**ROSKO**—Robert Scheer's "A  
 Night at Santa Rita."  
 Flying Dutchman FDS 111

Nat Hentoff writes about Robert Scheer's account of his night in Santa Rita, the Alameda County (Calif.) prison farm: "I cannot conceive of a more important album than this being released this year and for the years ahead." Sheer, editor of Ramparts Magazine, describes through the voice of Rosko, top FM deejay, his shocking treatment by military authorities at Santa Rita.

**our first smash single  
now brings our first smash album**



MAXINE BROWN—"WE'LL CRY TOGETHER"—STEREO CU-6001

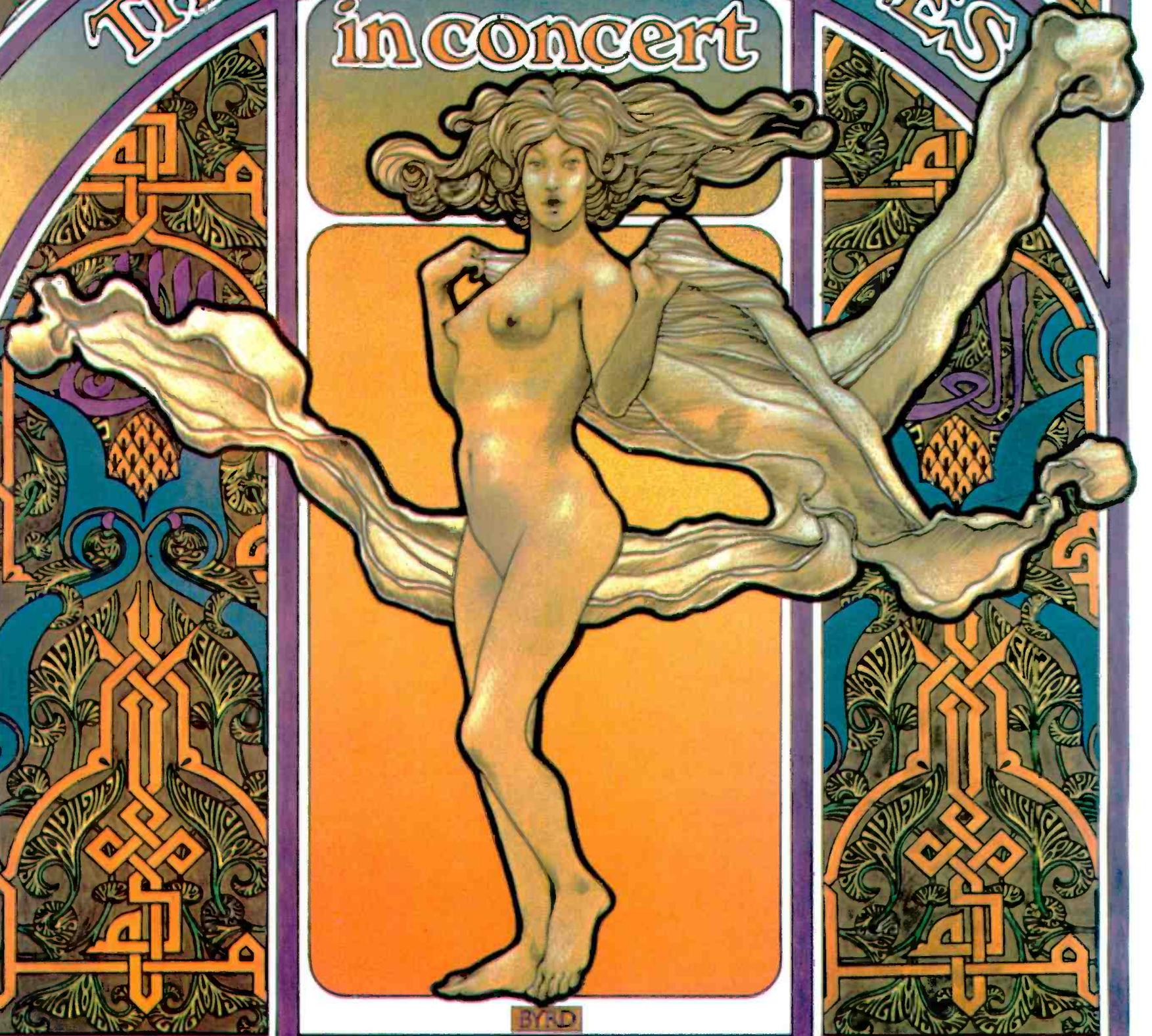


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A DIVISION OF COMMONWEALTH UNITED CORPORATION

THE ROLLING STONES  
in concert



Nov. 7 ..... Col. State Univ.  
Ft. Collins, Colorado

Nov. 8 ..... Forum  
Los Angeles, California

Nov. 9 ..... Oakland Coliseum  
Oakland, California

Nov. 10 ..... Sports Arena  
San Diego, California

Nov. 11 ..... Coliseum  
Phoenix, Arizona

Nov. 13 ..... Moddy Coliseum  
Dallas, Texas

Nov. 14 ..... Coliseum  
Auburn, Alabama

Nov. 15 ..... U. of Illinois  
Champaign, Ill.

Nov. 16 ..... Chicago International  
Amphi-Theater, Ill.

Nov. 20 ..... Forum  
Los Angeles, California

Nov. 24 ..... Olympia Stadium  
Detroit, Michigan

Nov. 25 ..... Spectrum  
Philadelphia, Pennsylvania

Nov. 26 ..... Baltimore Civic Center  
Baltimore, Maryland

Nov. 27 (Eve), 28 (Mat. & Eve) ..... Madison Sq. Garden  
New York, New York

Nov. 29 ..... Boston Garden  
Boston, Mass.

Nov. 30 ..... Palm Beach International Raceway  
Palm Beach, Florida

# ROLLING STONES LET IT BLEED



## THIS RECORD SHOULD BE PLAYED LOUD

LET IT BLEED  LOVE IN VAIN  MIDNIGHT RAMBLER  GIMMIE SHELTER  YOU GOT THE SILVER  
YOU CAN'T ALWAYS GET WHAT YOU WANT  LIVE WITH ME  MONKEY MAN  COUNTRY HONK

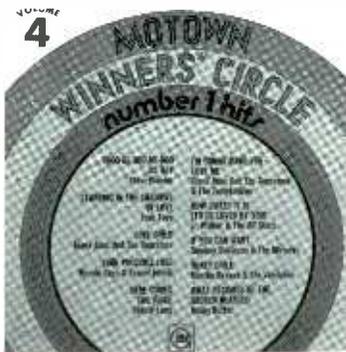
LONDON

NPS-4

Manufactured by Nanker Phelge Music Ltd. An ABKCO Record Company. Distributed by London Records, Inc.

# Billboard Album Reviews

NOVEMBER 22, 1969



**POP**  
**VARIOUS ARTISTS—**  
 Motown Winner's Circle—  
 No. 1 Hits, Vol. 4  
 Gordy GS 946

Here is yet another in the series of Motown's revival of pop hits past, and like its predecessors, it may well spark a chart-comeback of great oldies like the Supremes' "Love Child" and "I'm Gonna Make You Love Me," Marvin Gaye and Tammi Terrell's "Your Precious Love," and Stevie Wonder's "Shoo Be Doo Be Doo."



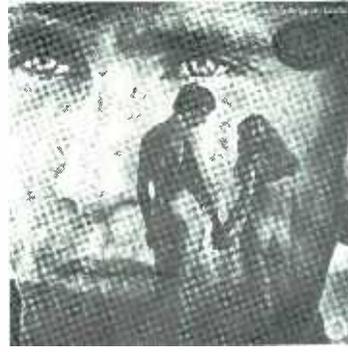
**POP**  
**MICHAEL RABON & THE**  
**FIVE AMERICANS—**  
 Now and Then.  
 Abnak ABST 2071 (S)

This 2-record set shows the development of Rabon & the Five Americans as a recording group. Their former top 40 style is represented in one LP by such oldie hits as "Virginia Girl" and "7:30 Guided Tour." Making use of current trends in rock music, lyrically, musically and instrumentally, the group exhibits their "now" sound with such highlights as a reworking of their "I See the Light" hit and their recent single "Ignite Woman."



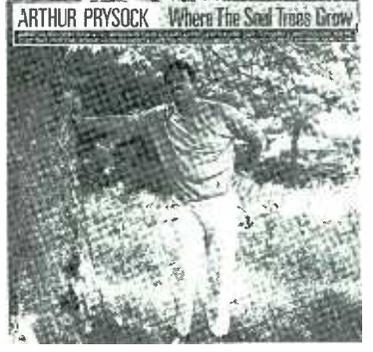
**POP**  
**SHA NA NA—**  
 Rock & Roll is Here to Stay!  
 Kama Sutra KSBS 2010 (S)

Sha Na Na, a twelve man group with a unique flair for faithfully re-creating the sound of the fifties, makes this an impressive debut on Kama Sutra. They offer smooth, updated treatments of some fifties' rock classics, such as "Little Girl of Mine," "Chantilly Lace" and "Book of Love," and should find many fans who will quickly welcome this venture into nostalgia.



**POP**  
**BILLY MEDLEY—**  
 Someone Is Standing Outside.  
 MGM SE 4640 (S)

In his latest LP, Medley injects some contemporary classics with his emotionally powerful voice. The arrangements by Bill Baker are beautifully simple and Medley's performances of "Yesterday," "Hey Jude," "Didn't We," "Blowin' in the Wind," and the title song are fluid and natural.



**POP**  
**ARTHUR PRYSOCK—**  
 Where the Soul Trees Grow.  
 King KSD 1066

Prysock moves to the King label and, in a program of contemporary and standard songs, demonstrates why he is one of the best singers around. In "I Love You, Yes I Do" and the title song of his performance is sensuous and soulful and his renderings of "Save Your Love For Me" and "I'll Be Around" are sensitive.



**POP**  
**THE EXQUISITE**  
**NANA MOUSKOURI—**  
 Fontana SRF 67608 (S)

The renowned international star makes a bid for sales and chart honors with one of her finest collections to date. She's showcased in a variety of languages; a French reading of Michel Legrand's "I Will Wait for You" (conducted by the composer), her Greek hit "Kathe Trello Pedi" and an appealing array of English hits including "Both Sides Now," "Feelin' Groovy" and a haunting "Last Rose of Summer." Her delicate voice is the perfect instrument to interpret the well-chosen selections.



**COUNTRY**  
**BILLIE JO SPEARS—**  
 Miss Sincerity.  
 Capitol ST 397 (S)

One of the most outstanding hit singles of the year—"Stepchild"—will lend especial impetus to sales of this album. The hit sound also sparkles on "Pittsburgh General," "Games People Play" and "Singing My Song" are also highlights. This is a very superb LP from Miss Billie Jo Spears.



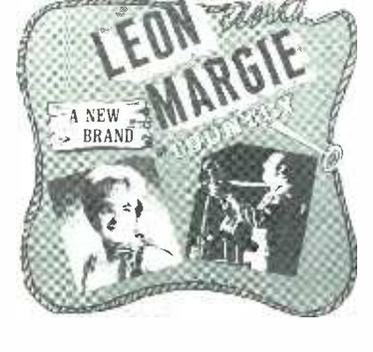
**COUNTRY**  
**BONNIE OWENS—**  
 Hi-Fi to Cry By.  
 Capitol ST 341 (S)

"My Hi-Fi to Cry By" keys this album, but Miss Owens also offers highly entertaining versions of "It Don't Take Much to Make Me Cry," "Philadelphia Lawyer," and "That Little Boy of Mine." Excellent entertainment here for everybody.



**COUNTRY**  
**ERNEST TUBB—**  
 Let's Turn Back the Years.  
 Decca DL 75114 (S)

Ernest Tubb has revamped some oldies of his own like "Blue Eyed Elaine" and "Our Baby's Book," then performs his versions of some older hits by Johnny Cash—"Give My Love to Rose"—and Hank Thompson—"Today." "Today" is the most outstanding cut on the LP, but Tubb never lets you down on any song; he's a great entertainer.



**COUNTRY**  
**LEON AND MARGIE—**  
 A New Brand of Country.  
 Ashley A 3695 (S)

Margie Singleton and Leon Ashley team up on "Hanging On," a tune that will please everyone, and others like "Love Me or Leave Me." Solo performances are Ashley's "Packin' and Un'ackin'," and Miss Singleton's "Pedal From a Rose."



**CLASSICAL**  
**ROMANZA—**  
 Christopher Parkening.  
 Angel SFO 36021 (S)

The musical depth of Christopher Parkening, his sensitive proings of all tonal facets of the guitar, immediately launch him to the peak of the greats. Villa-Lobos' "Etude No. 11," Tarraga's "Capricho Arabe," and "Rumores de la Caleta" are the outstanding works here. This man is due to become the world's foremost classical guitarist.



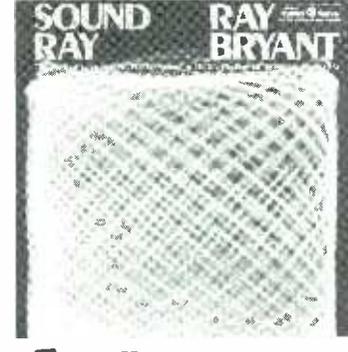
**CLASSICAL**  
**MASSENET: MANON—**  
 De los Angeles/Paris Opera-  
 Comique (Monteux).  
 Seraphim ID 6057 (M)

Originally recorded in 1956 and now part of the Great Recordings Series, this package is still in monaural, thus retaining its original sound flavor. A wise move, for Montoux's conducting, Miss de los Angeles' beautiful texture remains just as distinguished as when it was first issued.



**JAZZ**  
**BROTHER JACK McDUFF—**  
 Gin and Orange.  
 Cader LPS 831 (S)

It's McDuff with a tight sounding little group (two tenors, Bill Phipps and Cliff Jackson, show up well on the live tracks) that riffs and pops its way through eight tracks, some recorded in the studio and others at London House, Chicago, session this year. No heavy arrangements this time out for McDuff—just the organ player grooving on a set of swingers. Jazz playing that should spill over and appeal to a lot of soul and blues fans.



**JAZZ**  
**RAY BRYANT—**  
 Sound Ray.  
 Cadet LPS 830 (S)

Bryant is one of those jazz piano players with an appeal wider than the normal jazz market. He was also one of the first to play in the currently soulful style—this while still providing the backbone to hard jazz groups. A two handed player, Bryant goes through a well matched collection that includes "Scarborough Fair" and "Look of Love" but also some jazz standards—"L'il Darlin'," "Con Alma" and "Song for My Father" (which is Bryant's treatment of Horace Silver's jazz hit).



**SOUL**  
**DYKE & THE BLAZERS—**  
 Dyke's Greatest Hits.  
 Original Sound OSR 8877 (S)

Dyke & the Blazers jumped on the hit wagon with their "We Got More Soul" disk and clinched the spotlight with their current "Let a Woman Be a Woman" smash. Dyke (Arlester Christian) was a BMI award winner with his "Funky Broadway" composition, and leads the group on "The Wobble," "Uhh" and "My Brothers" and "My Sisters' Day is Comin'." Dyke's got more soul, Original Sound has Dyke, and the attractive package should set the group ablaze.



**SOUL**  
**MARLENA SHAW—**  
 The Spice of Life.  
 Cadet LPS 833 (S)

Marlena Shaw is undoubtedly one of the most exciting new talents on the scene today. Endowed with a rich, warm beautiful voice and the talent to exploit its seemingly limitless potential, Miss Shaw possesses a dynamism that is sure to propel her to the top rung of the musical ladder. Her inimitable treatment of tunes like "Woman of the Ghetto," "Stormy Monday," "Go Away Little Boy," and her own composition, "Liberation Conversation," are musical experiences which dispel any doubts about her talents.



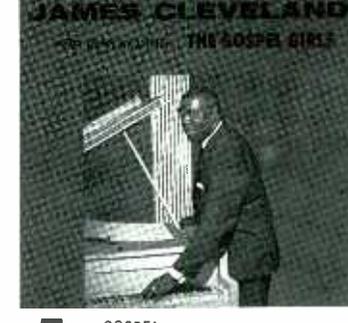
**FOLK**  
**SHEP—**Have U Gone Bald  
 Inside Your Head?  
 Vanguard VSD 6526 (S)

The newcomer has a potentially bright recording future, if this release is any indication. His own songs are versatile and expert and he sings them with a most amiable and delightful freshness. "The Cowboy" is a gutsy song that should appeal to FM programmers, while "Fickle Little Priscilla," with editing, could be a top 40 smash. A bouncy melody masks the cynical "Elmo" and "How Come You've Aged" evokes genuine sadness.



**FOLK**  
**DAVID ACKLES—**  
 Subway to the Country.  
 Elektra EKS 74060 (S)

Ackles' latest collection of commentaries and protests penetrate the senses gently but firmly. "Cabin in the Mountain" is the most commercial cut, an excellent variation on the Frankie and Johnny theme; "Candy Man," although unpleasant, is meaningful, and the title song is a touching paean to the fresh-aired, blue-skied, mother natured country.



**GOSPEL**  
**JAMES CLEVELAND AND**  
**INTRODUCING THE**  
**GOSPEL GIRLS—**  
 Savoy MG 14236 (S)

Undoubtedly one of the world's leading soul gospel performers, James Cleveland puts a little spice in his latest LP with female vocal backgrounds. "People Get Ready" is a stirring tune and deserves some airplay on progressive rock stations. "Meeting Tonight" is packed with power.



**GOSPEL**  
**VARIOUS ARTISTS—**  
 The Super Groups.  
 Peacock PLP 166 (S)

Probably one of the most important gospel LP's ever produced, this album brings together some of the super groups of religious music. Featured here are The Mighty Clouds of Joy, The Jackson Southernaires, Dixie Hummingbirds, Hi Way Que C's, and Sensational Nightingales. Truly a treat for the gourmets of gospel.

# 71%

## **Which music-record trade publication do you read regularly?**

When TAPE RETAILERS were asked this question,

71% Said they read BILLBOARD regularly.\*

28% Said they read Cashbox regularly.\*

10% Said they read Record World regularly.\*

# **TAPE MEANS BUSINESS IN BILLBOARD**

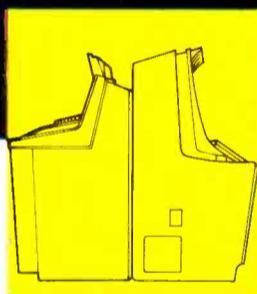
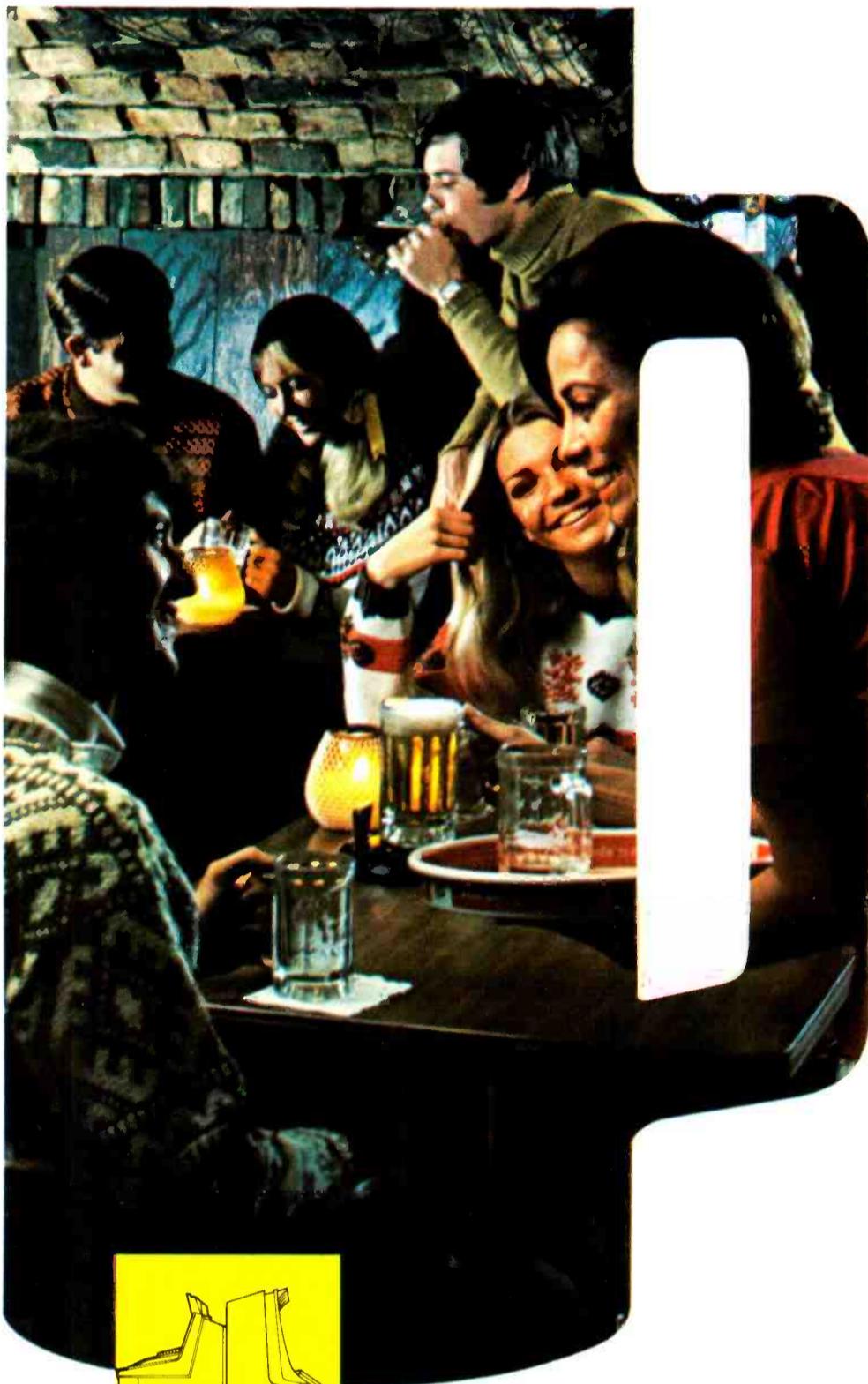
# Draws A Crowd!

Put the exciting new Rock-Ola Model 442 phonograph in any location and it won't be long until a crowd happens. Small wonder! Brilliant radiant color panels light up the room . . . wood grained highly finished Bombay Teak Conolite side panels sweep in graceful contours to accent the most plush decor.

Eye level viewing and stand-up selection further enhance customer appeal for more play and more profit.

The great new big sound of the 442 combines with famous Rock-Ola mechanical components for the performance that never quits.

160 SELECTIONS



Big New Look . . . Same Old Height you measure the difference in profit.

FAMOUS ROCK-OLA REVOLVING RECORD MAGAZINE. Often imitated, the famous Rock-Ola Revolving Record Magazine and exclusive mechanical selector have been time-proved around the world for flawless performance.

INTEGRATED CIRCUITS. Now, the wonder of electronic miniaturization comes to phonographs to bring service up to date. Repairs that once required replacement of key parts can now be diagnosed and fixed on the spot.

SWING OUT SERVICE. All new interior design lets you swing out amplifier, accumulator and credit unit for easy in-unit service. In addition, all parts lift out for fast easy removal and on-location repair or replacement.



## ROCK-OLA/442

"we want you to take it easy"

Rock-Ola Manufacturing Corporation  
800 North Kedzie Avenue/Chicago, Illinois 60651

# Coin Machine World

## Jukebox Programmer Uses Many Rock Group 'Oldies'

By GEORGE KNEMEYER

KANSAS CITY, Mo.—Programming oldies on jukeboxes is becoming a larger business than ever, according to Bonnie Humphrey of Missouri Valley Amusement Co. here. Oldies are generally classified as records off the charts but not more than five years old, she said.

"We get many requests to program oldies on jukeboxes," Mrs. Humphrey said. "Sometimes the establishment will request a particular oldie that the customers have been asking for and sometimes we will just stock the jukebox." The type of oldie always depends on what type of other music is on the jukebox.

Among the oldies that have been getting play on jukeboxes in teen lounges in her area are "Hey Jude" by the Beatles, "Patches" by Dickie Lee and "Wipe Out" by the Safaris. The last two are nearly four years old. She also gets many requests to program former hits by the Beatles and Elvis Presley. Among the most played country oldies are "Harper Valley PTA" by Jeannie C. Riley, "Folsom Prison Blues" by Johnny Cash and "Jackson" by Johnny Cash and June Carter.

### Rock Singles

In programming the newer songs, Mrs. Humphrey usually

relies on listening to the radio, reading the Billboard Hot 100, and getting requests from the various stops she serves. She also gets help from Davidson One Stop and sample records that companies distribute. "We usually can pick up a single by a big name group about two weeks before it hits the charts. By the time the song does hit the charts our man in charge of route, Roger Bell, has been able to stock the song on all the jukeboxes," she said. Establishments along the route requesting the new songs also helps determine

(Continued on page 46)



BONNIE HUMPHREYS uses oldies for programming on the jukeboxes in the Kansas City area. Her choices can be seen regularly in the "What's Playing" column in this section.

## Discuss \$1 Rate for Jukebox Performance

By MILDRED HALL

WASHINGTON—A majority of the five-member Senate Copyrights Subcommittee now seems to favor a performance royalty for the playing of records for profit—in broadcasting, and jukeboxes and all commercial uses. However, indications are strong that the royalty rate for jukebox payment would be a minimal \$1 (one dollar) per box per year.

Staff sources on the subcommittee say they are working on rates for royalty on the play of recordings, since a majority of the subcommittee have informally indicated they favor the

principle of payment to the recording artists when their records are played. Formal vote will come when the subcommittee meets in executive sessions to vote on this and other aspects of the overall copyright revision bill now slowly working its way toward floor action. The record royalty will face powerful opposition along the way.

The royalty for play of recordings would be in addition to the \$8 per box royalty that goes to the licensors (ASCAP, BMI, SESAC) for distribution

(Continued on page 50)

## MOA Program Will Be Told At MOV Meet

RICHMOND, Va.—The Music Operators of America (MOA) in 1970 will broaden its public relations program and advise operators on how to take a public relations approach in hiring

(Continued on page 50)

## Wis. Assn. Emergency Tax Meeting

By BENN OLLMAN

MILWAUKEE — Plans are being developed to call a statewide emergency meeting of operators to discuss Wisconsin's recently imposed 4-percent sales tax on music and games receipts.

Date and place of the meeting has not yet been set. According to Sam Hastings, Hastings Distributing Co., president of the Milwaukee Phonograph Operators' association, the session will be called by the state trade group, Wisconsin Music Mer-

chants, headed by Clint Pierce, Brodhead. The Milwaukee operator's association has vowed its support.

Wisconsin's operators have been smarting under the new tax

levy since its imposition last September. The law places responsibility for collecting the 4-percent tax on the owners of the machine. Operators claim

(Continued on page 50)

## '70 Jukeboxes Offer Many Music Merchandising Ideas

By EARL PAIGE

CHICAGO — Now that all four of the domestic jukebox manufacturers have introduced

new 1970 models it is evident that operators this year have an unprecedented array of mer-

chandising features. Record manufacturers, already more conscious of the promotion possibilities afforded by jukeboxes and in many cases aiming promotion directly at operators, will undoubtedly benefit. All the new models offer at least 160-selections, all will play 45 or 33 1/3 r.p.m. records, all feature sophisticated pricing units, all have improved stereo sound systems, all support remote speaker wallbox attachments for broadening the impact of jukebox music—but above all, the four new phonographs each offer different and exciting merchandising innovations.

The 160-selection Seeburg Apollo utilizes a new selector concept that makes playing a jukebox as easy as dialing a telephone with digital pushbuttons and reduces the number of buttons controlling 160 titles from 28 to 10. The 200, 160, or 100-selection Wurlitzer Statesman has two pre-selected programs each of which is keyed by either red or gold title strips so that patrons unfamiliar with particular titles can push one button and hear from six to nine titles for 50 cents. Rock-Ola's Model 442 is designed for ultimate record title promotion with a vertical display of 160-

(Continued on page 46)

## Associated Leisure Plans U. S. Exhibit in Chicago

By MIKE HENNESSEY

LONDON—Associated Leisure—formerly Phonographic Equipment—one of Europe's biggest distributors of coin machines, will be exhibiting three machines at the International Outdoor Amusement Exposition in Chicago Nov. 30—Dec. 3.

The company has signed an agreement with an undisclosed distribution firm in the U.S.A. to market its equipment in America and sales director Michael Green says: "If we sell 500 machines in America in 1970, we shall know that the sky is the limit for the export of our amusement equipment during the next five years."

Associated Leisure's main export hopes center on Indianapo-

lis, a simulated car-racing game which enables the player to control a racing car whose image is projected on to a screen. The machine is equipped with steering wheel and throttle, has live sound and simulated crashes when the player's car collides with another on the screen. The player is awarded points and a final position in the race according to his skill in controlling the car.

Indianapolis, made by Mayfield Automatics Ltd. of Lancashire, retails in the U.K., pre-tax, at 816 pounds.

Also on show in Chicago will be Attack, a machine gun game with moving targets on a battle-

(Continued on page 49)

## New Equipment



United Billiards, Inc.—Silver Fox

A new coin-operated pocket billiards table with virtual maintenance-free finish and new return coin control device sports a fresh new look in table finishes with durable slide panels and top rails covered with a decorative plastic laminated Coachwood pattern. Another feature is the new tension-control unit that completely eliminates the operator's dilemma due to slow ball return. The unit's time-delay system allows all balls to return before the coin mechanism locks. The surface is highly resistant to burns, stains, spills, scratches, wear, moisture, and dimensional change.

## Bonnie York III

CHICAGO—Music Operators of America administrative assistant Miss Bonnie York is convalescing at home following minor surgery. Cards can be addressed to her at 2224 N. Kimball, Chicago, Ill. 60647.



MAYNARD HOPKINS, Hopkins Music Co., Galion, Ohio. An officer of Music Operators of America and a veteran jukebox operator, Hopkins "told it like it is" as he addressed Rowe International, Inc., distributors recently in Cincinnati during the unveiling of the new Trimount jukebox.

# '70 Jukeboxes Offer Many Music Merchandising Ideas

• Continued from page 45

selections at eye level. The Tri-mount from Rowe International, Inc., featuring 100, 160 or 200-selections, has changeable panels allowing for 15 different variations of style so that the machine will fit any type of location.

## Styling

The move to clean, uncluttered styling accentuated by subdued color and the contrast of wood is evident in all four 1970 domestically produced models and demonstrates how manufacturers, including such foreign firms as NSM, which introduced its new models earlier, are designing the jukebox for locations that formerly resisted their use. Rowe made a point in its distributor presentation to mention how jukeboxes are being used in department stores to promote teen fashions, and even in dentists waiting rooms. Omaha operator and industry leader Howard Ellis, as another example, recently reported on how he placed jukeboxes in Lums, Inc., restaurants by convincing management that mod-

ern jukeboxes are not gaudy and could just as well be programmed with easy listening music suitable for adults and younger people.

Not only do the new models invite patrons' attention: they communicate with the patron, too. For example, the Seeburg Apollo guides the patron electronically as digital pushbuttons are depressed; if a mistake is made the patron is told also; and as the selection plays its corresponding number flashes electronically inviting identification for others who might want to hear the recording.

Beyond offering automatically selected programs, the Wurlitzer Statesman, for instance, has a backlighted play direction panel that shows the patron, for example, which way a dollar bill is to be used and details other instructions.

The Rock-Ola machine draws attention to the program selector area by use of a bright wheel of color and the selector buttons are conveniently grouped under the upright display of titles.

Rowe also uses animation to draw attention to the program selector area and if operators choose they can use an optional 35mm slide projector displaying eight different color slides at 15 second intervals.

## Accessories

The array of merchandising features on the units themselves is matched by an equally large

number of accessory items. Rowe offers its Phonovue film unit that pairs full color movies with current recordings, a wall-box offering 12 display areas for further merchandising and such other items as a burglar alarm.

Among Rock-Ola's numerous accessories are wall, ceiling and corner speakers, motorized or manual volume controls, a microphone paging kit, an auxiliary wallbox power supply for its Phonette wallbox as well as a burglar alarm.

Wurlitzer's wide array of ac-  
(Continued on page 48)

## Rock Group Oldies

• Continued from page 45

how quickly songs become available.

Among the rock songs Missouri Valley has programmed recently are "Baby It's You" by the Smith, "You, I" by the Rugbics and "Come Together" and "Something" by the Beatles. Among the top country items programmed are "Try a Little Kindness" by Glen Campbell and "Papa Joe's Thing" by Papa Joe's Music Box.

Missouri Valley also heavily programs records by local artists. "We try to get (the records) on the jukeboxes before they even break on radio," Mrs. Humphrey said. She said that mostly pop music is recorded by Kansas City groups.

Songs with suggestive lyrics have posed little problem for the company, according to Bell. "We usually wait until such songs are requested before we put them on the jukeboxes," he said. They have had complaints on only one record having suggestive lyrics that they have programmed, "Mah-Na-Mah-Na" from the soundtrack of "Sweden Heaven and Hell."

Missouri Valley Amusement Co. services jukeboxes throughout the metropolitan Kansas City area. Establishments requesting rock, country and western and easy listening music make of the bulk of places served by the company.

## Mrs. Montooth III

PEORIA, Ill.—Mrs. Marge Montooth, wife of Music Operators of America secretary Les Montooth, is seriously ill in St. Francis Hospital here. Friends may address cards to the hospital here.

## SPECIALS! COMPLETE, AS IS

ROWE 137 HOT FOOD COINMASTER.....	\$ 75
ROWE 121 PASTRY .....	75
ROWE 147 ALL-PURPOSE (1/4 H.P.) .....	100
ROWE 14 AMBASSADOR, COINMASTER, 40c-45c.....	40
ROWE 14 AMBASSADOR, ALL COIN.....	70
ROWE 77 CANDY, COINMASTER .....	90
ROWE 77 CANDY, 25c CHANGER.....	125
ROWE SK9 Single Cup COFFEE.....	475

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

Established 1934



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ATMUSIC—Chicago

## ATLAS MUSIC COMPANY

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

## Proven Profit Maker!

CHICAGO COIN'S  
FABULOUS

### SPEEDWAY

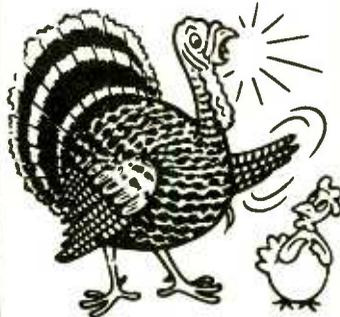
- REALISTIC DRIVING!
- REALISTIC RACING CAR SOUNDS!
- SKILL PLAY!
- TROUBLE-FREE!  
No Film! No Belts! No Photo-Electric Cell!

ALSO IN PRODUCTION:  
MOON SHOT  
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CHICAGO COIN MACHINE DIV.  
**CHICAGO DYNAMIC INDUSTRIES, INC.**  
1735 W. DIVERSEY BLVD. CHICAGO ILLINOIS 60614

## LET'S TALK TURKEY OR ARE YOU CHICKEN?



**BIGGEST VALUES!  
LOWEST PRICES!**

That's What You'll Find in Our  
New Complete Coin Machine List.

SEND FOR IT.

Exclusive Rowe AMI Distributor  
Ea.Pa.-S. Jersey-Del.-Md.-D.C.

## DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19123  
Phone - 215 CEnter 2-2900

# What's Playing?

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

## New Orleans, La., Location: R&B-Lounge

### Current releases:

Ken Kerr,  
programmer,  
Lucky Coin

"Backfield in Motion," Mel & Tim, Bamboo 107;  
"Yester-me," Stevie Wonder, Tamla 54188;  
"Baby I'm for Real," Originals, Soul 35066.

## Buchanan, Mich., Location: C&W-Tavern

### Current releases:

Frank R. Fabiano,  
programmer,  
Fabiano  
Amusement Co.



"The Ways to Love a Man," Tammy Wynette, Epic 10512;  
"Since I Met You Baby," Sonny James, Capitol 2595;  
"I'd Rather Be Gone," Hank Williams Jr., MGM 10477.

### Oldies:

"A Boy Named Sue," Johnny Cash;  
"True Grit," Glenn Campbell.

## Buchanan, Mich., Location: R&B-Tavern

### Current releases:

Frank R. Fabiano,  
programmer,  
Fabiano Amusement Co.

"I Can't Get Next to You," Temptations, Gordy 7093;  
"That's the Way Love Is," Marvin Gaye, Tamla 54185;  
"Wedding Bell Blues," Fifth Dimension, Soul City 7093.

### Oldies:

"Working on a Groovy Thing," Fifth Dimension;  
"I Heard It Through the Grapevine," Marvin Gaye.

## Peoria, Ill., Location: R&B-Tavern

### Current releases:

Bill Bush,  
programmer,  
Les Montooth  
Phono Service



"I Can't Get Next to You," Temptations, Gordy 7093;  
"Jealous Kind of Fellow," Garland Green, UNI 55143;  
"Backfield in Motion," Mel & Tim, Bamboo 107;

## Fertile, Minn., Location: Adult (Over 30) Lounge

### Current releases:

Duane Knutson,  
Automatic  
Sales Co.



"Is That All," Peggy Lee, Capitol 2602;  
"Sugar, Sugar," Archies, Calendar 63-1008;  
"Wedding Bell Blues," Fifth Dimension, Soul City 779.

### Oldies:

"My Happiness," Mulcays;  
"Harper Valley PTA," Jeannie C. Riley.

## Manhattan, Kan., Location: Kid Location

### Current releases:

Floyd Evers,  
Bird Music Co.,  
Inc.



"Come Together," Beatles, Apple 2654;  
"Everybody's Talkin'," Nilson RCA 0161;  
"And When I Die," Blood, Sweat & Tears, Columbia 45008.

### Oldies:

"Aquarius," Fifth Dimension;  
"High Heel Sneakers," Jose Feliciano.

## Ames, Iowa, Location: C&W-Lounge

### Current releases:

Elena  
Danylichuk,  
programmer,  
K. D. Music



"She Even Woke Me Up to Say Good-Bye," Jerry Lee Lewis, Smash 2244;  
"Try a Little Kindness," Glen Campbell, Capitol 2659;  
"To See My Angel Cry," Conway Twitty, Decca 732546.

### Oldies:

"Always Late," Lefty Frizzell;  
"In a Mansion Stands My Love," Jim Reeves.

## Austin, Minn., Location: Teen Club

### Current releases:

Judy Hatleli,  
Star Music &  
Vending



"Leavin' on a Jet Plane," New Tradition, Capitol 2589;  
"Cherry Hill Park," Billy Joe Royal, Columbia, 4-44902;  
"Wedding Bell Blues," Fifth Dimension, Soul City 779.

### Oldies:

"Sugar, Sugar," Archies;  
"Marrakesh Express," Crosby, Stills and Nash.

## Hudson Falls, N. Y., Location: Young Adult Tavern

### Current releases:

John Powers,  
H. C. Knoblauch  
& Son



"Something," Beatles, Apple 2654;  
"Take a Letter, Maria," R. B. Greaves, Atco 6714;  
"Wedding Bell Blues," Fifth Dimension, Soul City 779.

### Oldies:

"Jean," Oliver;  
"This Girl," Gary Puckett.

## Indianapolis, Location: Young Adult Tavern

### Current releases:

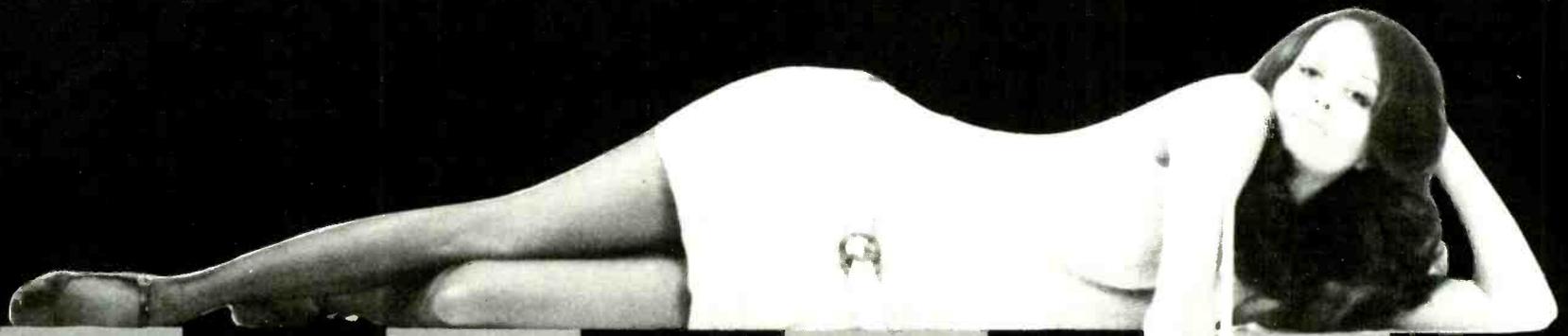
Larry Gedke,  
Lou Jones  
Music Co.



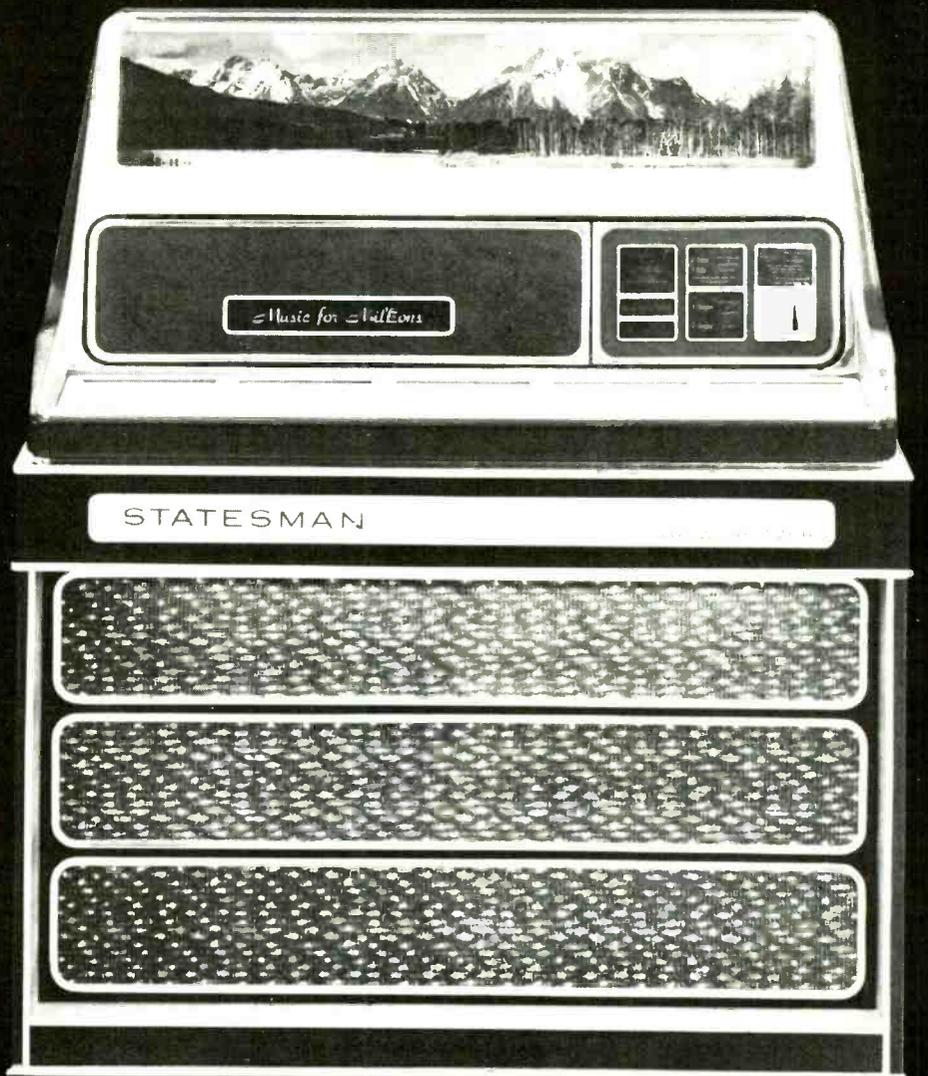
"Tonight I'll Be Staying Here With You," Bob Dylan, Columbia 4-45004;  
"I Guess the Lord Must Be in New York City," Nilson, RCA 74-0261;  
"Fortunate Son," Creedence Clearwater Revival, Fantasy 634.

### Oldies:

"Born on the Bayou," Creedence Clearwater Revival;  
"Everyday People," Sly and the Family Stone.



# Competition Phonograph



You know what a competition car is?

A special breed specifically engineered to race! To win!

The Wurlitzer STATESMAN is a competition phonograph. From its mod-styled cabinet to its Wurlamatic mechanism it's engineered and built to win first place in top locations.

Look at it. Listen to it at your Wurlitzer Distributor's.

Then, gentlemen—start your engines!

MPH is money per hour in this business.

Wurlitzer STATESMAN will make it BIG!

*Wurlitzer*  
**STATESMAN**  
200-160-100 SELECTIONS

THE WURLITZER COMPANY / 114 YEARS OF MUSICAL EXPERIENCE / NORTH TONAWANDA, N. Y.

## NEW YORK

### Fall Business Maintains Busy Pace As More Operators Upgrade Routes

NEW YORK—Bulk Vendors are busily upgrading their routes in this area in sharp contrast to former years when the fall season was sluggish, according to Alan Cohen, Northwestern Sales & Service. The chief reasons for the change stems from more quality merchandise, better equipment and the availability of prime space in mass merchandising outlets which are recognizing the importance of the additional income and stimulation from bulk vending installations.

"This is the time of year when normally the bulk operator tends to place more importance in his tavern and bowling alley locations and concentrates on winter business such as nuts and candy. This is still true to some extent but we have been unusually busy with operators who are upgrading their regular locations by adding larger merchandise and the larger vending machines this type of merchandising requires.

"Operators are starting to realize that merchandising ma-

chines in the large supermarket type outlets is a really economical way of increasing volume without all that added effort. For one thing, the operator is already established, and if he needs a little additional space for a larger machine or so the store owner or manager will accommodate the operator. After all, the store wants all the traffic it can generate and if bulk vending adds to that traffic the store is not going to argue with the operator who demonstrates some creativity.

According to Cohen, the most significant breakthrough in recent months has been the recognition that the Victor console and Northwestern Classic (the latter has a slug rejector) offer conveniences and features heretofore unavailable in the vending industry.

"Many operators are finding out that service time in a location can be cut in half by using Victor's console models. These machines allow the operator to

use either the 77 or 88 individual machines, which hold as many as 175 quarter capsules. Two keys are all that are required to completely service six units inside the console. The coins from all the machines inside the console are in one container, which also cuts down on service time, and the whole unit can be cleaned very quickly.

"One operator in upstate New York has a bank of six Victor consoles along the wall of a supermarket," Cohen pointed out. Asked if such an array of machines presented too much sameness or a lack of contrast, Cohen said just the opposite was true. "The machines may look alike to some extent, but the manufacturers are creating so many unusual fronts that the displays really stand out. Leaf Brands, for example, has some beautiful fronts for their candy and gum items and the display feature of the Victor console is one of its chief advantages."

Other advantages of the Victor machine operators appreciate include the security offered by the use of Ace locks. "Security is very important now and the operators are looking for more protection."

Protection from slugs has been a particularly critical consideration for New York operators, Cohen said, and the slug mechanism on Northwestern's Classic model is solving a problem. "This has cut down the slug problem almost 100 percent. The Northwestern line also lends itself to a bank display and goes right along with the trend of using larger quantities to cut down return trips of locations."

The Classic holds 120 large capsules, 380 medium sized capsules and 3,000 pieces of 100 count ball gum, Cohen pointed out. The display area is large enough to accommodate any style front and the coin mechanisms accepts all denominations even to the point where operators could vend a 50-cent capsule for two quarters, Cohen said.

### New NVA Tax Report; Win Label Act Ruling

CHICAGO — The National Vendors Association (NVA) has released an 11-page survey of legislative highlights during the current year showing an increasing trend toward higher state and local taxes affecting bulk vendors. In another area of legislation, NVA thanked Robert Guggenheim, New York manufacturer of charms, for obtaining an express exemption for charms under the new Fair Packaging and Labeling Act. Language in the legislation could have been construed to cover capsulized charms but Guggenheim obtained a written exemption from the Federal Trade Commission.

NVA's 1970 convention will be held here at the Sheraton-Chicago Hotel starting March 4. Sites under consideration for the 1971 convention include Atlanta, St. Louis and the Bahamas. NVA's dues will now be billed on an annual basis in an effort to streamline administrative work.

Referring to the legislative review, Morrie Much, NVA counsel, said, "We again urge operators to notify us promptly of any pending legislation which will affect our industry, whether the measures are adverse or favorable. We have various data available which may assist operators in local battles and we may also be able to help direct and coordinate local activities from the national office.

"In addition, be sure that you advise NVA in the event you are able to achieve success securing favorable license rulings and exemptions, even at the local municipality level. We can then have this information released to the trade news media so that other operators may point to success in various areas and therefore convince their legislators that similar relief should be granted. According to the legislative report, 45 states are now levying sales and use taxes. Vermont enacted a 3 percent sales and use tax effective June 1.

(Continued on page 49)

### '70 Jukeboxes

Continued from page 46

cessories includes a location personalization kit offering many different logotypes and trade marks so that locations can announce special events, holiday greetings or advertise food and beverages.

As with the other three domestic models, Seeburg offers a dollar bill acceptor and includes among its accessories two giant column speakers and an income totalizing unit that produced a print-out receipt in triplicate of all money put into the jukebox.

In terms of interior design all four machines feature numerous innovations ranging from Seeburg's use of Microlog miniaturized components and Wurlitzer's new horizontal record changer to Rock-Ola's use of integrated circuitry and swing-out, eye level components and Rowe's new hybrid amplification system that employs both solid state and tube type characteristics.

### COHEN STATES PRICE POLICY IN TRADE ADS

NEW YORK — The question of publishing the cost of merchandise and equipment in distributor advertisements is one that comes up every time wholesalers gather as they did recently in New Orleans. Acknowledging that some competitors were critical of listing prices, Allan Cohen, Northwestern Sales & Service Corp. here, said, "We hear a lot of jazz about our practice of publishing prices and have even been accused of setting prices for the rest of the industry. I get a little annoyed about this once in a while.

"In the first place, we have every right to publish prices in advertisements and can certainly use our advertisements in any way we see fit. We wouldn't appeal to out-of-town business if we didn't publish prices and our advertisements in Billboard generate a nice part of our business. Maybe some distributors have certain operators that they are selling at prices different from ours. Maybe they're charging \$1 a pound for nuts and we charge 94 cents. Well, I think our prices are fair. We will certainly continue to list prices in our advertisements."

**GUARANTEED USED MACHINES**  
MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Red	\$1.00
Pistachio Nuts, Jumbo White	.95
Pistachio Nuts, 3 Star Buds	.94
Cashew, Whole	.82
Cashew, Butts	.50
Peanuts, Jumbo	.37
Spanish	.65
Mixed Nuts	9.65
Baby Chicks, 25 Lb. Ctn.	.32
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Brites	.40
SweetTarts	.40

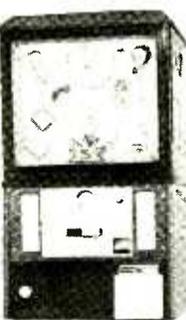
Wrapped Gum—Fleets 1500 pcs. \$5.55  
Rain-Blo Ball Gum, 2200 per ctn. 7.80  
Rain-Blo Ball Gum, 2100 Printed per carton 7.85  
Rain-Blo Ball Gum, 5550 per ctn. 9.40  
Rain-Blo Ball Gum, 4300 per ctn. 9.50  
Rain-Blo Ball Gum, 3550 per ctn. 9.50  
Maltettes, 2400 per carton 8.45  
20 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Beech-Nut, All Flavors, 100 ct. .45  
Minimum order, 25 Boxes, assorted.

**CHARMS AND CAPSULES.** Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator.  
One-Third Deposit, Balance C.O.D.

**IMMEDIATE DELIVERY**

**Northwestern**  
"CLASSIC"



- Amazing slug protection
- Large capacity
- 50¢ (2 quarters) mechanism that works
- Fits practically all stands

Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES & SERVICE CORP.**  
446 W. 36th St., New York, N.Y. 10018  
(212) LOnacre 4-6467

**BIG PROFITS COME IN SMALL PACKAGES**

*Northwestern vendors produce more profit per dollar of investment*



Write, wire or phone for complete details.

**Northwestern CORPORATION**

2621 Armstrong St. • Morris, Illinois  
Phone: WHitney 2-1300

**NORTHWESTERN CLASSIC**



**BIRMINGHAM Vending company**

520 Second Ave. North, Birmingham, Ala.  
Phone: FAirfax 4-7526

Get and hold the best locations with

**Victor's Selectorama Console**  
6 DIFFERENT STYLES



Save 50% to 75% servicing time. Unlock front door to fill & collect.

Write—Phone for information  
**LOGAN DISTRIBUTING, INC.**  
1852 W. Division St., Chicago, Ill. 60622  
Phone: (312) 486-4870

**SCHOENBACH CO.**  
Manufacturers Representative  
Acorn - Amco Distributor

**GREAT TIME SAVER! COIN WEIGHING SCALE**



**\$28.95**

FILLED V 2 CAPSULES IN STOCK

10c CAPSULE MIXES (all 250 per bag)	
Casino	\$8.00
Asst. Items with Lighter	8.00
Precious Gem Rings	7.50
Jewelry Mix	7.00-8.00
Jumbo Dice Mix	8.00
Jumbo Creepy Bugs	8.00
Love Rings	8.00
Combination Lock Mix	8.00
Pool Ball Mix	8.50

HOT 5c VEND ITEMS (all 250 per bag)

Asst. Economy Mix	\$4.25
Bugs	5.00
Rings	5.00
Heads Mix	5.00
Circus Toys	4.25
Regular Deluxe Assmt.	5.00
Asst. Jewelry (Bangles & Beads)	5.00
Many Other Assortments.	

1c CHARM MIXES & ITEMS From \$3.50 to \$24.00 per M. 25¢ capsules in stock.

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

**SCHOENBACH CO.**  
715 Lincoln Pl., Brooklyn 16, N.Y.  
(212) PResident 2-2900

**KING'S One Stop BARGAINS**

Filled Capsule Mixes All 250 per bag

5¢ Economy Mix	\$3.90
5¢ De Luxe Mix	5.00
5¢ Ring Mix	4.50
10¢ Big Dice Mix	8.00
10¢ Economy Mix	7.00
10¢ Super Ball Mix	8.00
Laugh-In Books & Buttons	12.00 M
25¢ Jewelry Mix, 100 Bag V1 or V2	10.00
25¢ V2 Rubber Animals	10.00
Baseball Buttons for 1¢ Vending	12.00 M

**T. J. KING & CO. INC.**  
2700 W. Lake St., Chicago, Ill. 60612  
Phone: 312/533-3302

# Coinmen In The News

## MILWAUKEE

A gratifying turnout of operators from all sections of Wisconsin

## Exhibits in Chicago

• Continued from page 45

field, and Tank Assault in which the player operates a traversing turret firing at moving, camouflaged targets. Both games are made by Alca Electronics.

All three machines, along with many others, were on display at Associated Leisure's two-day Preview 70 exhibition, held at the Royal Lancaster Hotel, London, Nov. 5 and 6.

More than 2,000 buyers from Austria, Belgium, France, Italy, Germany, Holland, Spain, Sweden and Denmark attended the exhibition and among the major orders placed was one for 150 Indianapolis machines — worth 240,000 pounds — by Roberto Mauro of Milan.

Michael Green reported that the demand for amusement only machines, such as Indianapolis, which are not subject to tax, was greater than ever before. More than 1,000 Indianapolis machines have already been exported this year.

Several prototype machines were on view, including Super Missile, which enables players to shoot down high flying aircraft, a water-pistol game called Aqua Shoot, a new cricket game called Howzat, in which two players try to bowl each other out; Show Jump, in which player negotiates a horse over jumps by a push button control, and Sqosho, a mechanical squash game.

Also showing for the first time was the new Scooter ski, a lightweight glass fiber water craft designed for high speed water sport. Associated Leisure was showing a tuned-down version suitable for children.

Cyril Shack, chief executive of Associated Leisure, said that the company's export sales had jumped 55 percent during the first half of 1969 and a much bigger increase was anticipated for 1970.

Ninety percent of the equipment on show was of British manufacture and Shack observed: "Five years ago any exhibition of this kind would have been dominated by American machines. Not any more. Now Britain is making and selling the best equipment herself."

## NVA Tax Report

• Continued from page 48

1969, thus leaving only the states of Oregon, Alaska, Delaware and Montana as states not levying sales and use taxes.

Most of the states have increased rates by anywhere from 1/2 percent to 1 1/2 percent. Several states, as in the case of Utah, have increased taxes from 3 to 4 percent. Utah's tax went into effect in April of this year. Other states going from 3 to 4 percent and the effective dates: Maryland and South Carolina (June 1, 1969); New Mexico and South Dakota (July 1, 1969); Wisconsin (Sept. 1, 1969); North Dakota (July 1, 1970).

Tax hikes and effective dates in other states vary: New York, 2 to 3 percent (April 1, 1969); Connecticut, 3 1/2 to 5 percent (July 1, 1969); Maine, 4 1/2 to 5 percent (June 1, 1969); and Texas and Nebraska are studying proposals to raise taxes.

A state-by-state report will be published next week.

made it to the United, Inc., showroom here for the two-day showing, Oct. 27-28, of the new Wurlitzer 3400 Statesman jukebox.

The roster of visitors during the unveiling included: **Erv Hoeth**, Statewide Sales, Milwaukee; **Roger**

**Bookmeier**, Bookmeier Sales, Green Bay; **Mel Malcore**, Mel's Coin Machines, Green Bay; **John Cristiano**, Midwest Vending, Kenosha; **Casey Karpinski**, Kewpie Novelty, Milwaukee; **Lou Alfabonte**, North-Shore Vending, Kenosha; **Vern Duerstein**, Lad Amusements, Milwaukee; **Tom Roberts**, Range Amusements, Hurley; **Ron Puzia**, Triple A Venders, Milwaukee; **Pat Young**, Mike's Musical Ser-

VICES, Soldiers Grove; **Arnold Jost**, Milwaukee; **Helen Dove**, Dove's Coin Machines, Wisconsin Rapids; **George Fix**, Point Amusements, Stevens Point; **Jack Waterman**, Wisconsin Dells; **Chuck Manley**, Portage; **Dave Jakubowski**, Lincoln Novelty, Milwaukee; **Roundy Schermeister** and **John Hoppe**, both of World Music Co., Okauchee; **Dick Allen**, **Dick Brueggemann** and **Tom Aschenbrenner**, all of Cigarette

Service, Appleton; **Laddie Steinhoff**, Kenosha, and **Lou Harrmann**, Oshkosh.

According to United, Inc. top brass, **Russ Townsend** and **Paul Jacobs**, this will be the last new model showing in the present quarters. A new building, including larger showroom, warehouse and offices is nearing completion at 3417 N. 127th St.



**Ready Now...**  
**the All-New 1970 Coin-Operated Table**  
**from Valley!**

**NEW FEATURES—NEW DESIGN—**  
**NEW PAY-'N'-PLAY PROFIT FOR YOU**

Here's the table with the asked-for features—rounded rail edges with aluminum trim; chrome plated corner brackets; pedestal-type legs, interchangeable with all current models; Panalite® laminated plastic on all exposed surfaces. Also retains proven Valley features—one-piece slate playfield, reinforced billiard cloth; finest 4-prong cues, regulation 2 3/4" balls, many others. Make Valley your choice to make money for years to come.

**Exclusive—**  
**from Valley!**

**the ball that**  
**revolutionized**  
**coin-operated**  
**table play!**



**Cat's**  
**eye**  
**CUE BALL**

*It's regulation size!* for true action and accuracy; for accurate "english" and "draw." Cannot affect game outcome as do odd-sized cue balls. Cue ball "locks-in" only when all numbered balls are played, because it "sees" in the dark—rolls to a separate opening, ready to be returned to play. Only Valley has it... only Valley could!

Belgian Patent No. 669.813      Italian Patent No. 726.661      Canadian Patent No. 730.584  
 French Patent No. 207.694      British Patent No. 1,046.390      U. S. A. Patent No. 3,362,710  
 Other patents pending

**V. VALLEY POOL TABLES**  
 RECREATION PRODUCTS GROUP  
 DIVISION VICTOR COMPTOMETER CORPORATION  
 333 Morton Street, Bay City, Michigan 48706



## MOA Program Told at MOV MEET

• Continued from page 45

personnel. The outline of the new MOA program will be presented here Nov. 20-22 by A. L. (Lou) Ptacek, president, in an address before the Music Operators of Virginia convening here at the Jefferson Hotel. MOA executive vice-president Fred Granger will be on the program, too, and will outline MOA's success of recent years and answer questions pertaining to how operators can participate in the national organization.

Ptacek, a veteran distributor and operator from Manhattan, Kan., believes that there are two primary reasons why the jukebox industry sometimes experiences difficulty in attracting new people: 1) general ignorance of the industry, 2) the image of the industry. "Last year we concentrated on showing members how to deliver speeches before civic, business and social groups. We will continue this," Ptacek said, "but we intend to make the pub-

lic relations program broad and aim at attracting more people into our industry."

Granger explained that he often receives questions from operators who want to know the qualifications required for serving on MOA's board. "When I first came with MOA we had

difficulty finding people to serve. Now, it's just the opposite. We have plenty of candidates each year. One reason, of course, is that MOA has changed its by-laws so that a real rotation of executives is accomplished. It's no longer a matter of musical chairs. If people want to serve they may and my address will outline some of the things we want and how operators can serve MOA.

## Wis. Assn. Tax Meeting

• Continued from page 45

this is discriminatory and creates a hardship on them since they wind up paying the tax instead of the consumer. It is virtually impossible, they say, to collect the tax from machine patrons

## Discuss \$1 Rate

• Continued from page 45

to songwriters and publishers for use of copyrighted music. If the record royalty is set at one dollar a box, the revision bill will then require a total of \$9 per box per year in royalty fees.

The record royalty amendment by Sen. Harrison Williams (D., N.J.) which embodies the new right for recordings, is expected to undergo a number of changes. Subcommittee staff sources say the amendment's proposal to take \$2 out of the \$8 per box royalty for songwriters, and give it to the recordings will probably not be done. The \$8 figure was a hard-fought compromise reached in the House-passed copyright bill of 1967, and music licensors were enraged at the idea of losing part of it to recording artists and companies, who will share the new record royalty.

The senate subcommittee staff expects to lower the high 3.5 percent of net revenues for playing of records over the air, which the Williams amendment proposed. The percentage would put the record royalty on a par with broadcaster royalty to ASCAP, BMI and SESAC. Broadcasters have promised a no-holds-barred fight on any record royalty.

There is a chance that jukeboxes might ultimately be exempted from paying record royalty—but this would not be done on the senate side. The senators, staffers report, are not likely to repeal the 1909 exemption and then put another one in for juke box music in the same bill. The one dollar minimum is more likely. But there is a strong possibility that the House would insist on an exemption or threaten the entire bill, as happened during the fight over the juke box performance royalty provisos in 1967.

This is assuming the bill makes it through the long obstacle route to passage. It will

on each play. Result: in most instances operators are forced to absorb the 4-percent tax which must come off the top of receipts from each machine.

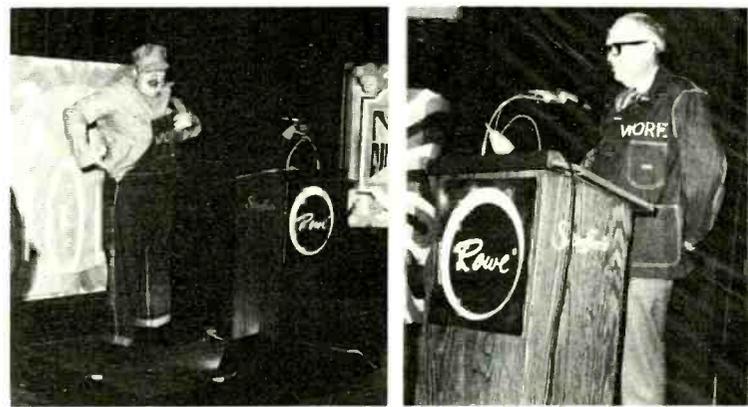
At the close of October, operators were required to make their first monthly payment on taxes collected in their machines. "Now the complaints are coming in pretty heavy from operators all over the state," says Sam Hastings. "But there was really very little that any of us could have done to ward off the tax; it was put over so quickly by the legislators."

What can the state's music and games operators do to bring its members relief from this tax?

Said Hastings: "I don't know exactly what we can do as yet. But our state association could possibly take it to court. We understand that in New York a similar unfair tax was beaten when operators sued the state for relief. This is a retailer's tax. The typical retailer is able to collect taxes on each sale when he makes a transaction with his customer. But because of the coin-operated nature of our business, we can't do that. We'd have to charge an extra penny on each dime music play, for instance, and there is no way we can do that."

face fights in the full Senate Judiciary committee, parent of the copyrights subcommittee, and on the floor of House and Senate, and in any committee of conference set up to reconcile differences between the House and the Senate statutes.

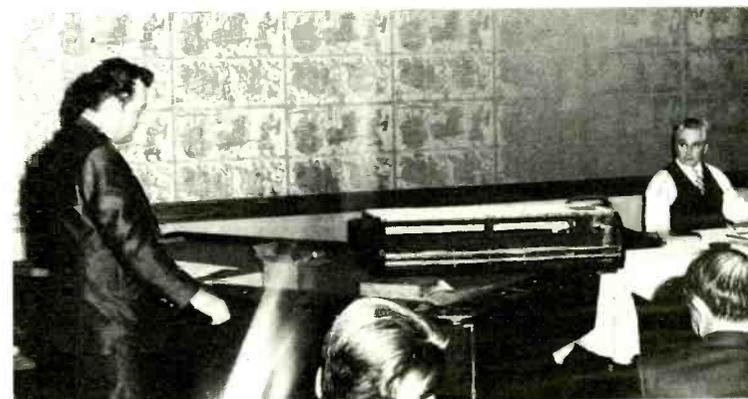
## Rowe Distributor Meeting



JIM NEWLANDER (left) dramatized how distributors and operators must work to be successful in jukebox operating as he put on work clothes at the recent Rowe International, Inc. sales meeting. At right, Ed Shaffer, Ohio distributor, also carried out the work theme.



ROWE distributors listen as the new features of the Trimount jukebox are explained during one of many seminars.



CLINT SCHOCKEY (right) moderated at a pool table seminar.



FINANCE expert, John Davenport.



RAY TABOR, Rowe marketing executive.



JIM ABATO (left) conducted a forum discussion.



ED GINSBERG (center) with two able assistants.

**All Machines Ready for Location**

C.C. All American Basketball	\$245.00
Seeburg 200 selection wall box	.24.50
Criss-Cross Skee-Ball	195.00
AMI Photoviewers with all attachments	395.00
Seeburg 480	545.00
Seeburg LPC1	485.00
630 Starlite—27 column	165.00
Bally Blue Ribbon	195.00
Bally Discotek	115.00
C.C. All-Stars	295.00
AMI MM3	call
AMI 200 selection wall boxes	14.50

**Lew Jones** Distributing Co.  
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# SPECIAL MERIT PICKS

## POPULAR

**DAVID ROSE**—Happy Heart. Capitol ST 393 S)  
The theme of this album is "happy songs" and David Rose acts accordingly. His instrumental treatments are light and gay and solid fodder for easy listening programming. "Where Your Love Like Heaven," "The Age of Aquarius," "This Guy's in Love With You," "Hey Jude," and "Those Were the Days" are among the "happy" songs.

**ANIS IAN**—Who Really Cares. Verve Forecast FTS 3063 (S)  
Anis Ian has matured as a singer and songwriter since her controversial "Society's Child" hit. This album showcases her talent as a vocal stylist and sensitive lyricist. Her fine orchestral arrangements enhance Anis Ian's facile, jazz-oriented melodies.

**INCREDIBLE STRING BAND** — Changing lorses. Elektra EKS 74057 (S)  
The Incredible String Band, folk favorites whose mystical chants are part-poetry and art-medieval song, return after their "Wee Wee" and "Big Huge" albums both scored in the charts. Now officially a foursome with Rose and Licorice accompanying the team of Mike Heron and Robin Williamson, the group offers more of their ethereal poetry set to their patented music and arbling voices. "White Bird" and 16-minute "Creation" star.

**QUEEN ANNE'S LACE**—Coral CRL 757509 S)  
A fresh sounding new group, led by the delicate, smooth sound of Anne Phillips, offers much for radio programming and sales. The well-planned program is effectively delivered, with standout treatments of "The Fool on the Hill," "Ticket to Ride" and "Neon Rainbow."

**HOWARD ROBERTS**—Spinning Wheel. Capitol T 336 (S)  
His album is a groove-racy, diversified, beautiful and very original. The Howard Roberts ensemble may be called a pop group in the broad sense of the word, but it is much more than that. Here is a blend of pop, soul folk and jazz which emerges as a sensuous exciting music rather than an amalgamation of discordant sounds. Tunes in the album include: "Crystal Illusions," Antonio Carlos Jobin's "Captain Bacardi," "Spinning Wheel," and "Gasolene Alley," heme from the movie, "Winning."

**STHER MARROW**—Newport News, Virginia. Lying Dutchman FDS 113  
Sther Marrow has a wide vocal appeal and she's sure to draw attention in the pop, soul and jazz markets. She's got an exciting style and a powerhouse delivery that will pull the spinners to her side. Her debut Flying Dutchman package has lots of goodies enclosed including "He Don't Appreciate It" and "Mama" which could get lots of turntable time.

**OM VAUGHN**—Games People Play. Capitol T 396  
Vaughn's latest LP release is a mood music must. His piano arrangements backed by lush string orchestrations are first-rate and the choice of material is equally so. A special delight is his haunting interpretation of "Aurelia's Theme" from "The Madwoman of Chailiot," but not to be overlooked are the sensitive treatments of "Didn't We" and "Moon Walk," a sprightly original.

**QET & THE ONE MAN BAND**—Paramount AS 5010 (S)  
Here is a little-known group with a truly roovy sound. The 10-member outfit, presenting a repertoire of songs written in their entirety by Tony Patton and Ray Smith—members of the band—is rock oriented. This format forms a base for the intoxicating music they produce.

**ROCKIN' FOO**—Hobbit HB 5001  
Rt, the tape complex, is now also GRT records and their opener features Rockin' Foo, the rock trio of Wayne Erwin on guitar, Lester Brown on drums, and Michael Jackson on piano. Erwin writes the music, and the group bows the Hobbit label with its original disk of heavy, though not too hard, rock efforts. Smooth, deep and deliberate, Rockin' Foo offers some penetrating excursions sure to bid for chart recognition.

**ROBBIE BASHO**—Venus in Cancer. Blue Thumb BTS 10 (S)  
Blue Thumb has earned its name by digging deeply into an earthy garden of blues, and now features the unearthly, cosmic blues of Robbie Basho, who celestial guitar and voice travel the space ways. Astrology is his inspiration, and Basho joins Sun Ra and other jazz experimentalists as he explores the musical magic of "Venus in Cancer." His "Wine Song" is beautiful, compelling oil-flavored chant.

**TURL IVES**—Sings Softly and Tenderly hymns and Spirituals. Columbia CS 9925  
Turl Ives is a mainstay in the pop-folk markets and his new Columbia package upholds his position in the field. He's a warm and winning singer with a keen sense of folk lore that brings added meaning to his song-selection. The repertoire is varied but contains a delight in every style.

**ROBBIE GENTRY'S GREATEST**—Capitol SKAO 81 (S)  
Robbie Gentry's special insight into characters and events makes her album a different perspective of Americana, as evidenced in her mysterious "Ode to Billie Joe," and the humorous "Okolona River Iotom Band," "Ace Insurance Man," and amie Horton's "Papa's Medicine Show." In a romantic sphere, her sensual voice ends itself perfectly to the John Hurley-Ionnie Wilkins "Touch 'Em with Love" and "Sittin' Pretty," written with Kelly Gordon.

**EGGY LEE'S GREATEST**—Capitol SKAO 77 (S)  
In Capitol's long line of "Greatest" series, his timely item should prove one of the most profitable, based upon the potent hit list comeback that the stylist is currently

enjoying. This fine collection of her earlier hits includes, "Fever," "Why Don't You Do Right," and "Golden Earrings."

**GENE VINCENT'S GREATEST**—Capitol SKAO 380 (S)  
This release is well timed with the current Rock & Roll revival. Vincent, one of the rockabilly stars of the 50's, includes 11 popular cuts from his Capitol catalog, the most notable being his smash, "Be Bop A Lula."

**COUNTRY JOE McDONALD** Thinking of **WOODY GUTHRIE**—Vanguard VSD 6546 (S)  
Country Joe McDonald, still at the head of the beloved Fish, solos a tribute to the late Woody Guthrie, spiritual father to many of rock's country-sympathizers. From Guthrie's legendary catalog, McDonald sings "Tom Joad," "Sinking of the Reuben James" and "This Land Is Your Land," plus many others. Sung simply with quiet conviction and loyalty to Guthrie's message, McDonald adds instrumental support to this faithful tribute.

**VARIOUS ARTISTS**—Blues From "Big Bill's" Copa Cabana. Chess LPS 1533 (S)  
No date is given for this powerful blues effort, but as Pete Welding's notes indicate, the blues are timeless, and when the personnel includes Muddy Waters, Willie Nixon, Buddy Guy, Howlin' Wolf and Sonny Boy Williamson, the disk becomes even more valuable. The label's "Fathers & Sons" double LP soared up the charts, and versions—recorded live at Chicago's Copa Cabana—of Waters' songs could excite blues buffs.

**PAUL SIEBEL**—Woodsmoke and Oranges. Elektra EKS 74064 (S)  
A touch of Dylan in his voice, Paul Siebel brings his country-folk cheer and laments to the label in his lyrical, musical debut. David Bromberg is once again the one-man backup band on acoustic, electric guitar and dobro, and may boost Siebel into the winner's circle. Siebel penned all the tunes and chips in some guitar, as "Miss Cherry Lane," "Ballad of Honest Sam" and "Long Afternoons" hail the debut of a solid artist.

## COUNTRY

**FRAN WARREN IN NASHVILLE**—Audio Fidelity AFSD 6227  
Fran Warren has gone country . . . and she fits right in the Nashville groove. She's chosen some great material for this "down home" debut, and is sure to win many new fans. Especially appealing are her interpretations of "Release Me," "You Don't Need Me For Anything Anymore" and an exciting country treatment of the Mary Hopkin hit "Goodbye." An added attraction is her "All American Sport" ditty.

**NORM FOREST**—A Fool Such As I. Republic RLP 1301  
Norm Forrest has a different touch to his voice, yet the style is easy listening. This LP, the first on Gene Autrey's new label, includes excellent versions of standards like "A Fool Such as I," "I Can't Stop Loving

## LOW PRICE COUNTRY

**RAY PRICE**—I Fall to Pieces. Harmony HS 11373  
The consistent top seller has a winning package here, culled from earlier Columbia disks. The title tune, along with treatments of "Cold Cold Heart" and Hank Cochran's "That's All That Matters," are first rate and should reap hefty sales from country and pop buyers.

## CLASSICAL

**MOZART: STRING QUARTETS IN D MAJOR & B FLAT MAJOR**—Amadeus Quartet. DGG SPLM 139 355 (S)  
Mozart's exacting attention to thematic development and the unusual chromatic levels attained in the highly disciplined K. 499, are respectively performed by the Amadeus Quartet; equally sensitive is their treatment of the more lyrical K. 589, one of the three "Prussian Quartets," in which the cello is specially featured.

**BRAHMS: STRING QUINTETS IN F MAJOR & G MAJOR**—Amadeus Quartet/Aronowitz. DGG SPLM 139 430 (S)  
These two string works are in excellent hands with a skilled unit who knows how to get the most from them. They shape, weave, sift and feel, in a style that's crisp and delightful. Touching and beautiful all the way.

**RHEINBERGER: THE STAR OF BETHLEHEM**—Streich / Fischer-Dieskau / Bavarian Radio Chorus / Graunke Symphony (Heger). Angel S 36565 (S)  
The exciting and moving Josef Rheinberger work comes to life in this recording featuring Rita Streich and Dietrich Fischer-Dieskau, along with the Bavarian Radio Chorus and Graunke Symphony conducted by Robert Heger, and the coming holiday season should insure healthy sales of this inspiring piece of material.

## LOW PRICE CLASSICAL

**HANDEL: MESSIAH**—Various Artists/Huddersfield Choral Society/Royal Liverpool Philharmonic (Sargent). Seraphim SIC 6056 (S)  
A traditional seller for the Christmas season, this low price offering of Handel's "Messiah" is an exceptional treat. The three-LP package is wonderfully produced and performed and is top notch in all other respects. Elsie Morison, Marjorie Thomas, Richard Lewis, and James Milligan are featured vocalists. Sir Malcolm Sargent conducts.

**THE ART OF ALEXANDER KIPNIS** - Album 2 —Seraphim 60124 (M)  
Album 1 in this series was excellent, and in this follow-up the label continues to

bring Kipnes at his best. Arias are from "Don Carlo," "Faust" and "Rosenkavalier." Included, too, are 10 songs by Brahms, with Gerald Moore at piano. Recorded 1927-1936.

**MOZART: PIANO QUARTET IN G MINOR/PIANO QUARTET IN E FLAT MAJOR**—P. Serkin / Schneider / Tree / Soyer. Everyman SRV 284 SD (S)  
The precise musicianship of the artists effects a crystalline clarity, enhancing the gravity and humorous delicacy of the only two piano quartets composed by Mozart. Complementing each other in the Alexander Schneider Chamber Series are Peter Serkin, piano; Alexander Schneider, violin; Michael Tree, viola; and David Soyer, cello.

## JAZZ

**BACH TAKES A TRIP**—Pierre Gossez Jazz Quintet. Cardinal VCS 10061 (S)  
Jazz adaptations of the kind of music that Bach composed are nothing new but this French recording is among the best of its kind. The title is slightly misleading—there are no actual Bach compositions included, the group leader Gossez on alto plays mainly material composed by the other jazz-Bach interpreter, Jacques Loussier. He is aided considerably by the presence of both piano and harpsichord in the backing group. Interestingly off-beat jazz.

## BLUES

**ALBERT KING/OTIS RUSH**—Door to Door. Chess LPS 1538 (S)  
Chess Records features more of the label's blues heritage as their Vintage Series, compiled, edited and produced by T. T. Swan, spotlights Howlin' Wolf, Albert King & Otis Rush, Elmore James & John Brim, among others. Wolf's LP is a reissue, while the James-Brim album offers five previously unreleased cuts, including "Whose Muddy Shoes." The King-Rush package features some of Albert King's old Parrot catalog, eight unreleased songs and the classic "So Many Roads."

**LIGHTNIN'!**—Poppy PYS 60,002 (S)  
The great Lightnin' Hopkins, Texas blues man and master of the talking guitar, benefits from Poppy's double-album tribute produced by Arhoolie's Chris Strachwitz and Jim Malloy. Francis Clay sets down the beat and Lightnin' picks it up in his jazzy, expressive rural idiom, as his guitar and gritty voice converse in musical dialog on "One Kind Favor," "Trouble in Mind," "Mojo Hand" and "Back Door Friend." A collector's must.

**MUDDY WATERS**—Sail On. Chess LP 1539 (M)  
This repackage was formerly known as "The Best of Muddy Waters" and that statement is quite literally true. Here is the small group which was the first of the big electric blues groups to make it. And it had an influence far beyond the purist blues market, extending to the Beatles and Rolling Stones in the '60's. Included in the set is "Rollin' Stone" the 1950 cut which influenced the Stones and gave them their name. The latest recording date here is 1954 but all these titles are familiar having formed the staple diet of many white blues groups. A definitive LP.

**LITTLE WALTER**—Hate to See You Go. Chess LP 1535 (M)  
This one of a series of Chess Records' classic vintage releases and it features 15 of Little Walter's greatest recordings ranging from 1952 to 1960. Included are his own special renditions of "Roller Coaster," "Blue and Lonesome" and "Oh Baby." For fans of the pre-rock era, this LP is a must.

## GOSPEL

**THE GOSPEL SOUL OF BESSIE GRIFFIN**—Savoy MG 14233 (S)  
Bessie Griffin joins Savoy and bids to become one of the very best with her deep, sensitive and inspiring gospel renditions. Devoted to the Everfaithful Baptist Church in Los Angeles, Miss Griffin performs with heart, soul and conviction on "At the Fork of the Road," "Let Him in Your Heart Today," and others. Signaling the sure success ahead for the New Orleans-born gospel artist.

**THE SOULFUL SALEM TRAVELERS**—Checker LPS 10055 (S)  
The Salem Travelers offer a variety of values: There's the pounding, driving rhythms of "Samson and Delilah" which has that old-time gospel flavor; "He's Real" is the type of religious message that has impact, plus a dance beat. "Summertime" becomes a slow plea for hope under the Travelers' treatment.

**REVEREND CLEOPHUS ROBINSON**—Sunrise Sunset. Peacock PLP 165 (S)  
Stirring, soul-satisfying messages of God by an outstanding figure of God—the Rev. Cleophus Robinson. "It's a Highway to Heaven" is counterbalanced with "Sunrise Sunset" from the Broadway play "Fiddler on the Roof." "Summertime" is balanced with "I'm His and He's Mine."

**THE ANGELIC CHOIR**—Savoy MG 14234 (S)  
It seems as though the soulful gospel sounds of the Angelic Choir grow more exquisite with each new album. This LP is a joy to listen to whether or not you're into the gospel bag. Rev. Lawrence Roberts, the group's director, has managed, through his expertise, to bring out the warmth and sincerity of the singers and their songs.

## INTERNATIONAL

**THE BEST OF ENRICO MACIAS**—Vanguard VSD 6523 (S)  
Singer Macias, in the U.S. shortly for a tour, has a lot of things going for him—he is able to draw his material and style from all over Europe, mixing French, Hebrew and Spanish at will. He first toured the U.S. in 1968 (appearing at Carnegie Hall) so there is an audience for his songs—all in French on this album, recorded at the Olympia Paris during one of the singer's one-man shows. Good, serious, thinking European popular music.

# ★★★★ 4 STAR ★★★★★

## POPULAR ★★★★★

**DAVID AXELROD** — Songs of Experience. Capitol SKAO 338 (S)  
**HARVEY MANDEL** — Games Guitars Play. Philips PHS 600-325 (S)  
**LIGHTHOUSE**—Suite Feeling. RCA Victor LSP 4241 (S)  
**THE SWORDSMEN**—RCA Victor LSP 4245  
**RABBIT MACKAY & THE SOMIS RHYTHM BOYZ**—Passing Through. Uni 73064 (S)  
**THE GOLDEN GATE**—Year One. Audio Fidelity AFSD 6230 (S)  
**BOB AZZAM and the GREAT EXPECTATION**—Audio Fidelity AFSD 6228  
**THE RAY BLOCH SINGERS and ORCHESTRA**—Hits of '68. Ambassador S 98078 (S)  
**TRAMLIN**—Somewhere Down the Line. A&M SP 4208 (S)  
**DEAN MARTIN'S GREATEST**—Capitol DKAO 378 (S)  
**GLEN GRAY'S GREATEST**—Capitol DKAO 375 (S)  
**A GIFT FROM EUPHORIA**—Capitol SKAO 363 (S)

## LOW PRICE POP ★★★★★

**EYDIE GORME**—Yes Indeed! Harmony HS 11361  
**COUNT BASIE**—Just in Time. Harmony HS 11371

# Action Records

## Singles

### ★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK.

### ★ REGIONAL BREAKOUTS

**BALLAD OF PAUL** . . .  
Mystery Tour, MGM 14097 (Casargo, BMI) (Baltimore)

**A HOUSE IS NOT A HOME** . . .  
Mavis Staples, Volt 4020 (Memphis/East, BMI) (Philadelphia)

## Albums

### ★ NATIONAL BREAKOUTS

**JEFFERSON AIRPLANE** . . .  
Volunteers, RCA Victor LSP 4238

**JOE COCKER!** . . .  
A&M SP 4224

### ★ NEW ACTION LP'S

**NEIL DIAMOND** . . .  
Touching You, Touching Me, Uni 73071

**FLEETWOOD MAC** . . .  
Then Play On, Reprise RS 6368

**THREE DOG NIGHT** . . .  
Was Captured Live at the Forum, Dunhill DS 50068

**FRANK ZAPPA** . . .  
Hot Rats, Bizarre RS 6356

**FRANK SINATRA** . . .  
Greatest, Capitol DKAO 374

## CLASSICAL ★★★★★

**BACH: CONCERTOS**—Holliger / Zoller / Festival Strings Lucerne (Baumgartner). DGG SPLM 139 432 (S)  
**GRIEG: HOLBERG SUITE, Op. 40/WIREN: SERENADE FOR STRINGS, Op. 11**—English Chamber Orch. (Somary). Cardinal VCS 10067 (S)  
**MUSIC FOR TRUMPET & CORNETTO**—Smithers/Various Artists. Argo ZRG 601  
**NAHAMA LIFSCHITZ**—In Concert-Tel Aviv and Jerusalem-1969. Columbia OS 3380  
**KRAUS: FUNERAL CANTATA FOR GUSTAVE III OF SWEDEN**—Various Artists / Clarion Concerts Orch. & Chorus (Jenkins). Cardinal VCS 10065 (S)

## LOW PRICE CLASSICAL ★★★★★

**MONTEVERDI: LAGRIME D'AMANTE AL SEPOLCRO DEL'AMATA / LAMENTO D'ARIANNA**—Deller Consort. Everyman SRV 297 SD (S)  
**JANNEQUIN: SONGS OF BIRDS, BATTLES & LOVE** — Deller Consort. Everyman SRV 298 SD (S)  
**BOCCHERINI: QUINTET No. 2 FOR GUITAR & STRINGS IN C MAJOR / QUINTET FOR STRINGS IN E MAJOR**—Schneider / Galimier / Tree / Soyer / Harrell / Diaz. Everyman SRV 291 SD (S)

## SOUL ★★★★★

**KOKO TAYLOR**—Chess LPS 1532 (S)  
**WILLIE HIGHTOWER**—If I Had a Hammer. Capitol ST 367 (S)

## JAZZ ★★★★★

**EDDIE FISHER QUINTET**—The Third Cup. Cader LPS 828 (S)  
**VARIOUS ARTISTS** — Texas Jazz Festival. Mulmor Volume 1 (S)

## BLUES ★★★★★

**SONNY BOY WILLIAMSON**—Bummer Road. Chess LP 1536 (M)  
**HOWLIN' WOLF**—Evil. Chess LP 1540 (M)  
**CHICAGO BLUE STARS**—Coming Home. Blue Thumb BTS 9  
**KAREN DALTON**—It's So Hard to Tell Who's Going to Love You the Best. Capitol ST 271 (S)

## RELIGIOUS ★★★★★

**DALE EVANS With the JORDANAIREs**—Get to Know the Lord. Capitol ST 399 (S)  
**ROSH HASHANAH SERVICE** — Jan Pearce. Vanguard VSD 79294 (S)  
**REQUIEM FOR ROBERT F. KENNEDY**—Frank Levin. Demeter 102 (S)  
**RL and BETH SIGREST**—The Joy We Share—Americana AR LPMS 2040  
**EDDIE SMITH**—In Love. Americana AR LPMS 2031  
**WE THREE KINGS**—There's More to Life. Americana AR LPMS 2042

## GOSPEL ★★★★★

**VIOLINAIREs**—God's Creation. Checker LPS 10057 (S)  
**THE FAITH QUARTET**—Introducing. Americana AR LPMS 2037  
**THE CHUCK WAGON GANG**—Perfect Joy. Harmony HS 11368

## COMEDY ★★★★★

**PIGMEAT MARKHAM**—Pigmeat's Bag. Chess LPS 1534 (S)  
**REDD FOX**—Bare Facts Part One. King KSD 1072 (S)  
**KERMIT SCHAFER PRESENTS ARE YOU CURIOUS OR YELLOW?**—Audio Fidelity AFSD 1711 (S)

## INTERNATIONAL ★★★★★

**ELZA MILTINHO Y SAMBA**—The Best From Brazil. ORC LP 2012 (S)  
**THE EPSTEIN BROS. ORCHESTRA PRESENTS** —20 Outstanding Chassidie Melodies. Greater Recording Co. GRC 134

## POLKA ★★★★★

**JIMMY STURR & HIS ORCH.**—Polka Saturday Night. Jay Jay 5126 (S)

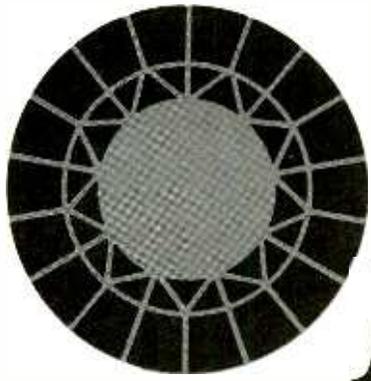
## CHRISTMAS ★★★★★

**DOUGLAS LEEDY**—A Very Merry Electric Christmas To You. Capitol ST 339  
**DUKE PEARSON**—Merry Ole Soul. Blue Note BST 84323 (S)  
**CENTENARY COLLEGE CHOIR**—Spirit of the Season. Americana AR LPMS 2011

## LOW PRICE CHRISTMAS ★★★★★

**SY MANN**—Switched on Santa. Pickwick SPCX 1007.

You're never BORED with Billboard



# the 2nd Annual International Music Industry Conference

Sponsored by Billboard and Record Retailer—APRIL 27-MAY 1, 1970, Palma de Mallorca, Spain

## GENERAL INFORMATION

### THE CONFERENCE OF THE YEAR IN THE MUSIC INDUSTRY

In April of 1969, an unprecedented meeting was held. Over 600 people from all over the world gathered in Nassau, Bahamas to meet one another and to discuss in intensive business sessions and after-conference meetings, the mutual company efforts, the successful management practices, the practical ways to solve universal problems that would help every company in expanding the use and sale of music throughout the world. The results of the 1969 Conference were so uniformly praised that over 200 executives filled out registration cards then, expressing their desire to attend the 1970 Conference.

Billboard and Record Retailer are proud to announce the dates and place of the 2nd Annual International Music Industry Conference—April 27 through May 1, 1970 in Mallorca, Spain. It is the *must* meeting for top executives from every facet of the music business—record companies, publishers, personal managers, law firms, music societies and associations, artists, festival managers, recording studios.

### CONFERENCE REGISTRATION PROCEDURE

The enclosed registration card can be used to register for the Conference. The cost is \$200 or £83.6 per person for the five day program. The fee includes attendance at the opening cocktail reception, coffee breaks, work materials, and attendance at all sessions. It does not include hotel accommodations or travel. The check for registration should be made out to the International Music Industry Conference and mailed to the Conference at 300 Madison Avenue, Suite 900, New York, N.Y. 10017. Additional registrations can be made on your company letterhead giving name, title, address of each registrant. Each person will receive an acknowledgment with further procedural information.

### WIVES INVITED

The ladies will find the environment, recreation and shopping of Mallorca of special appeal. There is no separate registration fee for the ladies. They are invited complimentary to all of the social functions. However, they will *not* be able to attend any of the Conference sessions. They must register separately if they plan to come to the sessions.

### MULTIPLE REGISTRATIONS

Because of the various executives in one firm concerned with marketing and managing the product in international markets and the multiple session coverage of topics last year, many organizations registered several people. Your company can benefit greatly from the comprehensive and uniform understanding of the areas to be covered at the Conference. You are welcome to register a multiple number of people.

## CONFERENCE DATA

### CONFERENCE FOCUS

The Conference program is now being planned. Interviews and discussions are being held with

executives all over the world. As last year, the program will deal with the management, marketing, financial, legal and creative subjects that are of pressing and current interest to companies. The program will deal, in a practical and specific way, with the approaches being taken to handle the problems of mutual concern to all individuals involved in the world of music.

### CONFERENCE SPEAKERS

The speakers are drawn from all sections of the universe. They represent practitioners who are able to speak from extensive experience. At one meeting, you can listen to top executives bringing you a round-up of action and trends from the world of music.

### CONFERENCE SCHEDULE

The program is planned so that sessions will be held each of five mornings from 9:30 a.m. to 1:00 p.m. Every afternoon is free for personal business appointments, discussion or recreation.

### BUSINESS DISCUSSIONS

At IMIC-1 in Nassau, a great number of private business discussions were held since the presence of so many top executives from a variety of companies provided opportunities for many fruitful meetings. In each of the seven deluxe hotels used by our registrants, a special area will be set aside from 2:00 p.m. to 5:00 p.m., for such business appointments as registrants may care to arrange.

### TRANSLATIONS

In the plenary sessions and a selected number of concurrent sessions, translation will be available in French, Spanish and Italian.

### COMPANY, SOCIETY AND ASSOCIATION MEETINGS

IMIC-2 provides a unique opportunity to assemble a group of executives for a meeting of company executives or the members of a Society or Association. There is a significant plus to exposing them to the ideas developed in Conference discussions as well as meeting other executives from all over the world. The coordinator of the Conference will secure meeting rooms for any time that you may want. If you would like further information, write to the Conference Coordinator, International Music Industry Conference, 300 Madison Avenue, Suite 900, New York, N.Y. 10017.

## HOTEL ACCOMMODATIONS

**"PALMA-WEEK" RATES** include all services and arrangements listed below. These have been painstakingly arranged to assure our registrants the best of services and conveniences. We regret that **NO CHANGES CAN BE MADE**... and there can be **NO REFUND** for any unused portion of the complete "PALMA WEEK" Program. It includes:

- **ARRIVALS & DEPARTURES.** Greeting and assistance at our own Special Airport Registration Booth, and private coach transfers to and from your allocated hotel. All baggage tips provided for, at airport and hotels.
- **"WELCOME" COCKTAIL PARTY** (Sunday evening April 26) at unique SPANISH VILLAGE with private coach transfers to and from all hotels.
- **HOTEL ACCOMMODATIONS FOR SIX (6) NIGHTS**, based on April 26 arrival and May 2nd departure, in rooms with private bath, including Continental Breakfast and (your choice) of Table d'Hote Luncheon or Dinner, daily, for the six days. All tips and taxes included on provided meals and lodging (except to "Concierge" and Door Man).
- **MEETINGS TRANSFERS**, by special coaches, from and back to all hotels, for every meeting and special event.
- **SHUTTLE-COACHES**, twice daily (especially for the Ladies) to, from, and between all our hotels as well as the downtown shopping centers.
- **FASCINATING "CORTIJO VISTA VERDE"** (The "Little Bull Ring"). Unique open-air suburban restaurant-night club. See miniature bull-fight. You may also try "fighting the bull" yourself. Local entertainment, wine and barbecue lunch (scheduled for TUESDAY and/or THURSDAY Afternoon—your choice.) Transfers to and from all hotels.

**"PALMA-WEEK" RATES**, including all of the above . . . \$133.00 Each, for two persons, sharing double rooms \$148.00 For one person in singles (Very limited).

**SUITES** are available in limited numbers at most hotels. Applicable supplements, which vary considerably according to hotel and suite-size, will be quoted on request.

### REGISTRATION FORM

The 2nd Annual International Music Industry Conference Sponsored by BILLBOARD and RECORD RETAILER  
**Registration Fee: \$200 (U.S.) per person or £83—6s. in sterling**

Fee includes attendance at all sessions, work materials. It does not include hotel accommodations. Please make your check payable to the International Music Industry Conference. Check must accompany your registration.

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Additional names can be sent in a separate letter. Acknowledgements and information on hotels and transportation will be sent to each individual who is registered.

# Classical Music

## BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 11/22/69

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194	52
2	2	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13	67
3	3	SCENES AND ARIAS FROM FRENCH OPERA Beverly Sills, Westminster WST 17163	7
4	6	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575 (M); LSC 2575 (S)	190
5	5	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camerata of the Salzburg Mozarteum Academica (Anda), DGG (No Mono); 138783	94
6	4	BACH'S GREATEST HITS Various Artists, Columbia MS 7501	24
7	7	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	127
8	8	MISSA LUBA Troubadours du Roi Baufoiun, Philips PCC 606	15
9	9	LEONTYNE PRICE SINGS MOZART ARIAS RCA LSC 3113	5
10	10	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506	23
11	11	VERDI: OTELLO (3 LP's) McCracken/Jones/Fischer-Dieskau/Various Artists/New Philharmonia Orch. (Barbirolli), Angel SCL 3742	7
12	13	LA DIVINA (3 LP's) Maria Callas, Angel SCB 3743	7
13	17	MOONDOG Columbia MS 7335	5
14	12	TCHAIKOVSKY: 1812 OVERTURE New Philharmonic Orch. (Buketoff), RCA Red Seal LSC 3051	47
15	15	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	69
16	23	MOOG STRIKES BACH RCA LSC 3125	3
17	19	DEBUT Henry Mancini/Philadelphia Orchestra Pops, RCA LSC 3106	4
18	16	VAUGHAN WILLIAMS: SEA SYMPHONY Sheila Armstrong, John Carol Case, London Philharmonic Choir, London Philharmonic Orch. (Boult), Angel SB 3739	14
19	18	BELLINI & DONIZATTI HEROINES Beverly Sills/Vienna Volksoper (Jalas), Westminster WST 17143	50
20	29	R. STRAUSS: SALOME (2 LP's) Caballe/Various Artists/London Symphony (Leinsdorf), RCA LSC 7053	3
21	21	UP, UP AND AWAY Boston Pops (Fiedler), RCA Red Seal LSC 3041	63
22	22	WAGNER: SIEGFRIED (5 LP's) Berlin Philharmonic (Karajan), DGG 138234/238	5
23	20	VERDI: LA TRAVIATA (2 LP's) Lorengar/Avagall/Fischer-Dieskau/Various Artists/Deutscher Oper, Berlin (Maazel), London OSA 1279	10
24	14	E. POWER BIGGS' GREATEST HITS Columbia MS 7269	22
25	24	SCHARWENKA: PIANO CONCERTO NO. 1 Wild/Boston Symphony (Leinsdorf), RCA LSC 3080	6
26	31	BERIO: SINFONIA Swingle Singers/New York Philharmonic (Berio), Columbia MS 7268	4
27	27	BEETHOVEN: THE 9 SYMPHONIES (8 LP's) Berlin Philharmonia (Karajan), DGG SKL 101/8	15
28	26	STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Boehm), DGG 136001	18
29	25	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA LM 2609 (M); LSC 2609 (S)	60
30	30	WAGNER: INTRODUCTION TO THE RING Vienna Philharmonic (Solti), London RDN S-1	9
31	37	A KARAJAN FESTIVAL Berlin Philharmonic (Karajan), DGG 643212	3
32	36	HENSELT: PIANO CONCERTO Lewenthal/London Symphony (Mackerras), Columbia MS 7252	4
33	33	WAGNER CONCERT Cleveland Orch. (Szell), Columbia MS 7291	5
34	34	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176	67
35	32	TCHAIKOVSKY'S GREATEST HITS New York Philharmonic (Bernstein)/Philadelphia Orch. (Ormandy), Columbia MS 7503	25
36	28	VAUGHAN WILLIAMS: SYMPHONY NO. 8/PIANO CONCERTO NO. 8 London Philharmonic (Boult), Angel S 36625	6
37	—	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286	1
38	38	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, Symphony Orchestra (Kondrashin), RCA LSC 2252	25
39	—	MAHLER: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), RCA LSC 3107	1
40	40	ARIAS AND SONGS Ezio Pinza, RCA Victrola VIC 1418	2

## Phila Orchestra Lists Surplus of \$167,669

PHILADELPHIA — The Philadelphia Orchestra achieved a surplus of \$167,669 for the 1968-1969 fiscal year, but faces a deficit of perhaps \$1 million within three years. The annual report showed an operating deficit of \$530,978, with operating expenses of \$3,252,877 against income of \$2,721,899.

Because of a new recording contract with RCA, the surplus was reached after including contributions, income from endowment funds and a grant from the Ford Foundation. The expected deficit in the future stems from inevitable cost increases and a new three-year contract with the musicians.

To keep the deficit within

bounds, the artistic policy committee has reached an understanding with Eugene Ormandy, the orchestra's music director, on soloists, whose fees add to the expense of a concert. Beginning next season, not more than 50 percent of the season's concerts will feature soloists, and not more than 33 percent of concerts conducted by Ormandy will have a soloist.

The current season lists 32 separate programs, of which 15 require soloists. Another new policy required that guest conductors be obtained from among the younger generation of conductors, to prepare for the day when Ormandy will retire as music director.

## Philips' 'Elijah' Captures German & Edison Awards

NEW YORK — The new Philips recording of Mendelssohn's "Elijah" has received the Deutscher Schallplattenpreis (German Record Prize) and also the Dutch Edison Award. About to be released in the

U.S. in the new Philips Classical Import line, the recording in-Krahmer, Annelies Burmeister, Gisela Schrober, Peter Schreier, Hans - Joschim Rotzsh, Theo Adam, Hermann-Christian Polster, the Leipzig Radio Choir and the Leipzig Gewandhaus Orchestra with Wolfgang Sawallisch conducting.

Also receiving the Deutscher Schallplattenpreis are the two recent Grumiaux Trio recordings of the Beethoven Trios, Op. 9, Nos. 1 and 3, and the Beethoven Serenades, Op. 8 and 25 with flutist Mazence Lariou. These two records were released in the U.S. this past spring.

The just-released Philips Import "Music from the Time of Christopher Columbus" with the Musica Reserata conducted by John Beckett was given the Dutch Edison award at the same time as the recording of "Elijah."

## Pro Arte Concert Treat on 2 Fronts

NEW YORK—The Pro Arte Symphony Orchestra, a group that specializes in modern music, gave an intriguing concert at Hunter College Nov. 9. The program included Stravinsky's "Petrouchka" and Anton Rubinstein's "Piano Concerto No. 4 in D Minor," with Raymond Lewenthal as guest soloist. Lewenthal's performance was faultless, both in showmanship and in his handling of the lush music. The remarkable dignity of the man and the visible intensity with which he treats his music make his performance a visual experience as well as an auditory one.

But in spite of the splendid work of Lewenthal, the most fascinating part of the evening was the opening piece, the world premiere of Arthur Custer's "Found Objects II (Rhapsodality Brass!)" This remarkable work changes mood every few seconds. It includes incoherent screaming of strings alternating with gently lyrical passages on solo saxophone. There was even a brief moment in which the members of the orchestra chanted the words "rhapsodality brass" in unison. But the piece is not just gimmicky, although there is much humor in it. It also includes passages of surreal agony very similar to Prokofiev, which add to the work's depth and make it an aural collage of considerable merit.

NANCY ERLICH

Billboard  
has the... "IN" side story  
on  
Audio Retailing  
Billboard

## Kamu Inked By Yleisradio

HELSINKI — Young conductor Okko Kamu, recent winner of the Herbert von Karajan competition, has been signed by Oy Yleisradio AB as second conductor of the Radio Symphony Orchestra. The contract runs for one year, beginning September 1970.

Kamu visits Stuttgart in December, to conduct Sibelius's "The Legend" in a Sudwestfunk concert and in January will conduct Dvorak's Cello Concerto, with Mstislav Rostropovitch as soloist, at the MIDEM Classieue.

In May Kamu will conduct the opening concert of the Vienna Festival Weeks with the Vienna Philharmonic and in July will take part in the Aix-en-Provence Festival in France. In September Kamu will conduct the Berlin Philharmonic in the Berlin Festival and will also participate in the Warsaw Festival in October.

## Rigai Work On Chappell

NEW YORK—Chappell & Co. will publish Israeli composer and pianist Amiram Rigai's "Israel Sings: Israeli Rhapsody No. 2" which received its world premiere by Rigai at Lincoln Center's Alice Tully Hall Nov. 8.

In addition to "Israel Sings," Chappell is publishing Rigai's edition of a piano folio of Louis Gottschalk's music in commemoration of the late composer's 100th anniversary. Rigai will also perform a Gottschalk memorial concert Nov. 30 at the Brooklyn museum. Decca has already released the Rigai recording "Piano Music of Louis Gottschalk" on its Gold Label series.

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Billboard SPECIAL SURVEY For Week Ending 11/22/69

## BEST SELLING Soul Singles

Artist and/or Selection featured on "The Music Scene," ABC-TV Network  
★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	<b>BABY, I'M FOR REAL</b> Originals, Soul 35066 (Jobete, BMI)	9	26	26	<b>IT'S HARD TO GET ALONE</b> Joe Simon, Sound Stage 7 72641 (Cape Ann, BMI)	6
2	4	<b>LET A MAN COME IN AND DO THE POPCORN (Part 1)</b> James Brown, King 6255 (Dynatone, BMI)	5	34	34	<b>CAN'T TAKE MY EYES OFF YOU</b> Nancy Wilson, Capitol 2644 (Saturday/Seasons Four, BMI)	2
3	3	<b>GOING IN CIRCLES</b> Friends of Distinction, RCA 74-0204 (Perpete, BMI)	13	—	28	<b>I WANT YOU BACK</b> Jackson 5, Motown 1157 (Jobete, BMI)	1
4	5	<b>BACKFIELD IN MOTION</b> Mel & Tim, Bamboo 107 (Cachand/Patchaal, BMI)	6	29	23	<b>LET A WOMAN BE A WOMAN—LET A MAN BE A MAN</b> Dyke & the Blazers, Original Sound 89 (Drive-In/Westward, BMI)	11
5	16	<b>FRIENDSHIP TRAIN</b> Gladys Knight & the Pips, Soul 35068 (Jobete, BMI)	3	30	31	<b>AFTER YOU</b> Barbara Acklin, Brunswick 755421 (Dakar/BRC, BMI)	3
6	12	<b>YESTER-ME YESTER-YOU YESTERDAY</b> Stevie Wonder, Tamla 54188 (Stein/Van Stock, ASCAP)	4	31	32	<b>IS IT BECAUSE I'M BLACK</b> Syl Johnson, Twinnight 125 (Nuddato-Syl-Zel-Highton, BMI)	3
7	7	<b>CRUMBS OFF THE TABLE</b> Glass House, Invictus 9071 (Gold Forever, BMI)	9	32	25	<b>WALK ON BY</b> Isaac Hayes, Enterprise 9003 (Jac/Blue Seas, BMI)	12
8	8	<b>GIRLS IT AIN'T EASY</b> The Honey Cone, Hot Wax 6903 (Gold Forever, BMI)	7	33	28	<b>WE'LL CRY TOGETHER</b> Maxine Brown, Commonwealth United 3001 (McCoy-Chevis, BMI)	9
9	2	<b>I CAN'T GET NEXT TO YOU</b> Temptations, Gordy 7093 (Jobete, BMI)	13	34	40	<b>WEDDING BELL BLUES</b> 5th Dimension, Soul City 779 (Celestial, BMI)	5
10	11	<b>SAY YOU LOVE ME</b> Impressions, Curtom 1946 (Curtom, BMI)	6	35	36	<b>NA NA HEY HEY KISS HIM GOODBYE</b> Steam, Fontana 1667 (MRC/Little Heather, BMI)	2
11	20	<b>THESE EYES</b> Jr. Walker & the All Stars, Soul 35067 (Dunbar, BMI)	3	36	45	<b>HOW I MISS YOU BABY</b> Bobby Womack, Minit 32081 (Tracebob/Unari, BMI)	3
12	13	<b>YOU GOT TO PAY THE PRICE</b> Gloria Taylor, Silver Fox 14 (Myto, BMI)	6	37	30	<b>WHY IS THE WINE SWEETER (On the Other Side)</b> Eddie Floyd, Stax 0051 (East/Memphis, BMI)	3
13	14	<b>YOU'VE LOST THAT LOVIN' FEELIN'</b> Dionne Warwick, Scepter 12262 (Screen Gems-Columbia, BMI)	8	38	38	<b>DON'T WALK AWAY</b> Little Carl Carlton, Back Beat 610 (Bright Port, BMI)	5
14	6	<b>THAT'S THE WAY LOVE IS</b> Marvin Gaye, Tamla 54185 (Jobete, BMI)	12	39	41	<b>HOW CAN I TELL MY MOM &amp; DAD</b> Lovelites, Lock 723 (Moo-Lah, BMI)	3
15	21	<b>TAKE A LETTER MARIA</b> R. B. Greaves, Atco 6714 (Four Star Television, BMI)	4	40	42	<b>WE GOT LATIN SOUL</b> Mongo Santamaria, Columbia 4-44998 (Drive In/Westwood, BMI)	3
16	18	<b>JUST A LITTLE LOVE</b> B. B. King, BluesWay 61029 (Sounds of Lucille/Pamco, BMI)	4	41	44	<b>BRANDED BAD</b> O'Jays, Neptune 18 (Assorted, ASCAP)	4
17	33	<b>SOMEDAY WE'LL BE TOGETHER</b> Diana Ross & the Supremes, Motown 1156 (Jobete, BMI)	2	42	48	<b>MY LUCKY DAY</b> Frankie Newsome, GWP 515 (Toby-Nic, BMI)	2
18	10	<b>DOIN' OUR THING</b> Clarence Carter, Atlantic 2600 (Fame, BMI)	8	43	43	<b>I'M SO LOST</b> Moments, Stang 5005 (Gambi, BMI)	4
19	29	<b>(Sittin' on the) DOCK OF THE BAY</b> Dells, Cadet 5658 (East/Time/Redwall, BMI)	3	44	46	<b>IT'S A FUNKY THING—RIGHT ON</b> Herbie Mann, Atlantic 2671 (Mann, ASCAP)	3
20	—	<b>ELEANOR RIGBY</b> Aretha Franklin, Atlantic 2683 (Maclen, BMI)	1	45	47	<b>HURRY CHANGE</b> Tension Stephens, Aries 2076 (Kelton/Lyman/Feldman, BMI)	2
21	22	<b>BAD CONDITIONS</b> Lloyd Price, Turntable 506 (Cissi, BMI)	6	46	—	<b>YOU GOT YOUR THING ON A STRING</b> J. P. Robinson, Alston 4577 (Sherlyn, BMI)	1
22	19	<b>THE SWEETER HE IS</b> Soul Children, Stax 0050 (Bridges, ASCAP)	10	47	—	<b>DUM-DE-DUM</b> Dynamics, Cotillion 44045 (Dleif/Cotillion, BMI)	1
23	15	<b>HOT FUN IN THE SUMMERTIME</b> Sly & the Family Stone, Epic 5-10497 (Stone Flower, BMI)	14	48	—	<b>TO BE YOUNG, GIFTED AND BLACK</b> Nina Simone, RCA 740276 (Ninandy, BMI)	1
24	9	<b>JEALOUS KIND OF FELLOW</b> Garland Green, Uni 55143 (Colfam, BMI)	14	49	50	<b>TOO MANY COOKS (Spoil the Soup)</b> 100 Proof Aged In Soul, Hot Wax 6904 (Gold Forever, BMI)	2
25	17	<b>WE MUST BE IN LOVE</b> 5 Stairsteps & Cubie, Curtom 1945 (Camad, BMI)	5	50	—	<b>I LOVE YOU</b> Otis Leavill, Dakar 614 (Dakar, BMI)	1

## Soul Sauce

BEST NEW RECORD OF THE WEEK:

### "BLESS YOUR HEART" ISLEY BROTHERS (T-Neck)



By ED OCHS

**SOUL SLICES:** Top 10, pop, the dream destination of soul disks too heavy to hold down on the soul charts, has become harder to reach these days as the stagnancy of soul music coupled with the rapid changeability of pop has left soul by the wayside. The **Fifth Dimension**, black and soulful, are not even listed among Billboard's top soul singles, though their "Wedding Bell Blues" is the No. 1 pop record. Keeping soul from being shut out from the pop top 10 is the **Temptations'** waning hit, "I Can't Get Next to You," and **R. B. Greaves'** "Take a Letter Maria," so reminiscent of the smooth **Sam Cooke** style. Yet only a few months ago, and during the past few years, soul was king and the top 10 belonged to Motown **Aretha Franklin** and **Jerry Butler**. Today, even the white soul imitators are giving way to Hollywood rock, the simplicity of rock 'n' roll and its teeny bopper counterpart, studio-made bubblegum music. The name change from r&b to soul has not changed the music which refuses to see the soul artist beyond a herky-jerky puppet who apes the black man's impotence prior to the dignification of black pride. The top 10 pop hit has suddenly become unobtainable to the loyal soul artist (Motown's pop-soul is a formula with the power to last forever), as the limitations of soul's roots—its ethnicnicity makes it difficult to absorb other influences—plus soul's built-in integrity have inhibited the modernization that pop crazes. Soul is no fad, though the pop market treated it as one, and it is a shame that, to make money, soul music must grow out of its own skin and into other disguises. Only 25 percent on the pop chart aided by big productions and popular lyrics, are black and soulful as the top pop 10 draws farther and farther away.

★ ★ ★

**TID-GRITS:** Her leaving the **Supremes** now official, perhaps **Diana Ross** will become a **Barbra Streisand** who sells records, too. **The Fifth Dimension's Bones Howe** will produce the Motown star solo efforts. . . . **A&M** claims a hot soul master, "Forget It, I've Got It," by the **Sisters Love**. . . . **RCA's Poppy** label has released double-album package by the great Texas blues man, **Lightnin' Hopkins**. Arhoolie's **Chris Strachwitz** produced. . . . New **Ike Turner**: "Bold Soul Sister," on **Blue Thumb**. . . . Atlantic's signing of **Mongo Santamaria** is one of the most important of the year. **Jerry Wexler**, the master of Southern funk, along with the Atlantic staff, is building a powerful jazz wing onto the label's house of soul. **Mongo** has already completed an album, "Feeling Alright," and scoring with the title tune single. Also signed to Atlantic's **Cotillion** label, **Laura Lee**, with "Separation Line." . . . Other deals last week brought **Sonny Stitt** to **Jamal Records**, **Hank Ballard** to **Shelby Singleton's Silver Fox** label, while **Warren Lanier's Black Prince Records** (formerly **Indigo Records**) is stepping out with **Randolph Walker Samson & Dilliah**, and the **Boss City People**. . . . **Wall-to-wall** picks and play on **Ruby Winter's** biggest yet for **Diamond**, "Gue Who." . . . **Sam & Dave** bring their soul attack to New York, **Friday** and **Saturday**, 21 & 22 at the **Felt Forum**. . . . **Polydor** will distribute **Julie Rifkind's** soul label, **Spring Records**. . . . **UNI** has picked up the hot master by the **Lovelites** from Chicago's **Lock** label. "How Can I Tell My Mom and Dad." . . . **Skipper Lee Frazier T.S.U. Toronados** will move to **Stax** with "My Thing Is a Moving Thing." . . . Atlantic's new discovery **R. B. Greaves** penned "Yo Past Is Beginning to Show" for Oracle's **Jimmy Helms**. . . . Atlantic has bought distribution rights to the latest disk by **Mighty Sam**. . . . New from **Rick Hall's Fame** label: **Tommy Strand's** "Funky W to Treat Somebody." And from **H-D-H's Invictus** label: **Freddie Payne's** "The Unhooked Generation." Both from **Capitol**. . . . Wanna know the name of a big, booming soul label? **Buddah Records**. **Holland-Dozier-Holland's** hits by the **Honey Cone**, **Flaming Embers**, and **100 Proof**, plus **Curtom** hits by the **Impressions** and **Cubie & the Five Stairsteps**, have given **Buddah** soul power. . . . The **Friends of Distinction** have become the **Fifth Dimension** of **RCA**. Their "Going in Circles" disk seems to be doing anything but. It's going straight to the top. . . . **Mercury** is movin' with **Wi**

(Continued on page 5)

The charts tell the story—**Billboard** has THE CHARTS



D.H. Toller Bond, center, president of London Records, cuts ribbon at the opening of London Records Midwest in Niles, Ill. He's assisted by Mel Kahn, left, manager of London Records Midwest, and Herb Goldfarb, London's national sales and distribution manager.

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1	1	<b>PUZZLE PEOPLE</b> Temptations, Gordy GS 949	7	26	20	<b>BLOOD, SWEAT &amp; TEARS</b> Columbia CS 9720	31
2	2	<b>HOT BUTTERED SOUL</b> Isaac Hayes, Enterprise ENS 1001 (S)	20	27	25	<b>I'VE GOT DEM OL' KOZMIC BLUES AGAIN, MAMA</b> Janis Joplin, Columbia KCS 9913	6
3	3	<b>MY CHERIE AMOUR</b> Stevie Wonder, Tamla TS 296	7	28	—	<b>TOM JONES IN LAS VEGAS</b> Parrot PAS 71031	1
4	4	<b>IT'S A MOTHER</b> James Brown, King KSD 1063	7	29	—	<b>THE DELFONICS SUPER HITS</b> Philly Groove PG 1152	1
5	6	<b>LOVE IS BLUE</b> Dells, Cadet LPS 829	14	30	29	<b>GREATEST HITS</b> Dells, Cadet LSP 824	24
6	5	<b>ICE ON ICE</b> Jerry Butler, Mercury SR 61234	9	31	28	<b>SMASH HITS</b> Jimi Hendrix Experience, Reprise RS 2025	14
7	7	<b>TOGETHER</b> Diana Ross & the Supremes & the Temptations, Motown MS 692	5	32	—	<b>BABY I'M FOR REAL</b> Originals, Soul SS 716	1
8	9	<b>POPCORN</b> James Brown, King KSD 1055	14	33	33	<b>RIVER DEEP, MOUNTAIN HIGH</b> Ike & Tina Turner, A&M LP 4178	8
9	10	<b>MEMPHIS UNDERGROUND</b> Herbie Mann, Atlantic SD 1522	27	34	23	<b>ICE MAN COMETH</b> Jerry Butler, Mercury SR 66188	46
10	18	<b>STAND</b> Sly & the Family Stone, Epic BN 26456	30	35	30	<b>GREEN RIVER</b> Creedence Clearwater Revival, Fantasy 8393	9
11	36	<b>AT HOME WITH O. C. SMITH</b> Columbia CS 9908	6	36	—	<b>BROTHERS ISLEY</b> Isley Brothers, T Neck TNS 3002	1
12	16	<b>SOUL CHILDREN</b> Stax STS 2018	7	37	37	<b>SPOTLIGHTIN' THE MAN</b> Bobby Bland, Duke DLP 89	11
13	13	<b>CLOUD NINE</b> Temptations, Gordy GLPS 939	37	38	45	<b>ISLEY BROTHERS LIVE AT YANKEE STADIUM</b> T-Neck TNS 3004	2
14	35	<b>HIGHLY DISTINCT</b> Friends of Distinction, RCA LSP 4212	5	39	21	<b>LOVE MAN</b> Otis Redding, Atco SD 289	18
15	8	<b>ARETHA'S GOLD</b> Aretha Franklin, Atlantic SD 8227	19	40	40	<b>JR. WALKER &amp; THE ALL STARS' GREATEST HITS</b> Soul SS 718	21
16	26	<b>GREATEST HITS, VOL. 2</b> Dionne Warwick, Scepter SPS 577	4	41	43	<b>BEST OF BILL COSBY</b> Warner Bros.-Seven Arts WS 1798	12
17	14	<b>GREATEST MOTION PICTURE HITS</b> Dionne Warwick, Scepter SPS 575	15	42	31	<b>BLACK AND WHITE</b> Tony Joe White, Monument SLP 18114	16
18	12	<b>TEMPTATIONS SHOW</b> Temptations, Gordy GS 933	16	43	46	<b>HOT DOG</b> Lou Donaldson, Blue Note BST 84318	9
19	17	<b>GRAZIN' IN THE GRASS</b> Friends of Distinction, RCA Victor LSP 4149	29	44	34	<b>NOW</b> Four Tops, Motown MS 675	19
20	22	<b>THE WAY IT WAS/THE WAY IT IS</b> Lou Rawls, Capitol ST 215	25	45	41	<b>SON OF A PREACHER MAN</b> Nancy Wilson, Capitol ST 234	21
21	15	<b>TIME OUT FOR SMOKEY ROBINSON &amp; THE MIRACLES</b> Tamla TS 295	17	46	49	<b>IN A SILENT WAY</b> Miles Davis, Columbia CS 9875	3
22	11	<b>HIGH VOLTAGE</b> Eddie Harris, Atlantic SD 1529	15	47	32	<b>COLOR HIM FATHER</b> Winstons, Metromedia 1010	16
23	24	<b>NITTY GRITTY</b> Gladys Knight & the Pips, Soul SS 713	5	48	48	<b>KARMA</b> Pharoah Sanders, Impulse A 9181	7
24	27	<b>LIVE AND WELL</b> B. B. King, BluesWay 6031	22	49	—	<b>HERBIE MANN AT THE WHISKEY A GO GO</b> Atlantic SD 1536	1
25	19	<b>M. P. G.</b> Marvin Gaye, Tamla TS 292	25	50	—	<b>KEEM-O-SABE</b> Electric Indian, United Artists UAS 6728	1

## From The Music Capitals of the World

### DOMESTIC

• Continued from page 24

Fontainebleau, Miami Beach (Fla.) Christmas week. . . . **Janice Harper** opens at the Copacabana on Thursday (27). . . . **Buddy Rich** extending his stay in England for concerts in Liverpool, Bristol, Chatham, Belfast, Portsmouth, Nottingham, Birmingham, Croydon, Wakefield and Manchester. . . . **Sergio Mendes and Brasil '66** will film a television special on location in Brazil. . . . **Gary Lewis**, Liberty artist, begins a tour of the Orient on Dec. 11. . . . **Joe Petralia** signed to represent **Norman Charles**, Methodist minister who records for the Al Ciaola label. . . . **Harry Tobias** on a tour of the East promoting his song "May I Have the Next Dream With You," which **Jerry Vale** recorded for Columbia. **Julie Budd** in Hollywood, taping a **Jim Nabors'** television show.

"Hold Me" was released on United Artists, opened a three-week engagement at the Fairmont Hotel Nov. 6. . . . Blues singers **Lightning Hopkins**, **Son House**, **Bukka White** and **Mance Lipscomb** will appear in concert Friday (21) at Zellerbach Hall at U.C. Berkeley. . . . The **Temptations** begin an eight-day engagement at Mr. D's Friday (21). . . . The **Grateful Dead**, Warner Bros. artists, made their last local appearance of this year at the old Fillmore Auditorium Nov. 7-8. . . . **Sir Douglas Quintet** goes into the studio next week to work on a new album for Smash Records for release to coincide with a European tour the end of the month.

GEOFFREY LINK

## Polydor's Pact With Murtaugh

NEW YORK—Polydor, Inc., has signed a long-term recording contract with John Murtaugh, partner in Grant and Murtaugh Productions, Inc. Murtaugh's first album, scheduled for release by Polydor early in 1970, will feature original blues and jazz-rock compositions performed by him on Grant and Murtaugh's electronic synthesizer.

Murtaugh, whose background is rooted in jazz, is currently one of the most active composers and producers in the commercial television area. His own production company, in partnership with Hal Grant, has been in existence for the past six years.

Polydor has also closed a label distribution agreement with Julie Rifkind's Spring Records. Polydor is currently organizing distribution for Spring, primarily a soul label.

### SAN FRANCISCO

Studio 10, which started eight months ago as a budget-priced studio for beginning bands, last week released its first product—LP's by **Leon's Creation**, **Day Blindness** and **Karl Richey**. Studio 10 label's founder and operator, **Tom Preuss**, splits net profit 50-50 with the artists. . . . The Symphony Association has already raised the necessary \$3.5 million to receive a \$7 million endowment from the Ford Foundation, announced **Philip Boone**, Symphony Association president. Ticket sales, too, are highest in the orchestra's history, with 8,700 subscriptions, up 1,330 so far over last season. . . . Appearing with the **Rolling Stones** at Bill Graham's Oakland Coliseum show, Nov. 19, were **Ike & Tina Turner**, **B.B. King** and British singer **Terry Ried**. . . . Atlantic artists **Crosby, Stills, Nash & Young** for Winterland Nov. 13-16 presented by Graham. Sharing the bill was **Cold Blood**, **Lamb & Joy of Cooking**.

Singer **Sergio Franchi**, whose

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## Soul Sauce

• Continued from page 56

**Johnson & the Del Royals'** "Man of Value." . . . **Ed Bynum** has been named promotion director for Savoy Records. . . . Thank you, **Jerry Pittman** of Hollywood, for writing that **Dobie** ("The In Crowd") **Gray** has turned actor in the West Coast production of "Hair." . . . **Sam & Dave** have taped the Hollywood Palace with composer **Burt Bacharach** to be aired on ABC-TV, Jan. 17, 1970. . . . Motown's **Mike Roshkind** reads **Soul Sauce** very carefully. Do You?

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# Audio Retailing

## College Town Dealer Turns Profit by Increasing Traffic

By GEORGE KNEMEYER

CARBONDALE, Ill. — Ed Appel, manager of Deiners Stereo Inc. here, likes to reminisce about the opening of the store in the fall of 1968. "When I first opened the businessmen in the area said I would go at least one year before I started

## Fourth Detroit Allied Store

DEARBORN, Mich.—Allied Radio Stores, Inc., a subsidiary of Allied Radio Corp., recently opened an electronics and home entertainment center here at 15454 Michigan Ave. This is the company's fourth retail store in the Detroit area. Three other stores serve Pontiac, Madison Heights, and Livonia, Mich. Mrs. Robert Williams, former manager of the Livonia store, will manage the Dearborn store.

The new store will offer a vast selection of major brands of stereo components, tape recorders, television sets, radios, phonographs, Citizens Band and Amateur Radio equipment, auto radios and tape players, records, prerecorded tapes, hobby products and a wide variety of electronics parts and accessories.

A convenient will call service will enable customers to phone in orders and have them ready for pickup. Customers may also arrange will call pickup of selections from the company's catalog. Allied now has 36 electronics department store serving six midwestern states and Texas. Other stores are located in the Chicago, St. Louis, Minneapolis-St. Paul, Milwaukee, Dallas-Ft. Worth, Cleveland and Columbus, O., metropolitan areas.

Allied Radio Corp. sells in all states through a large annual mail order catalog and seasonal sales flyers.

making money. I don't think there has been a month since I opened that I haven't turned a profit," he said.

It's been a good success story for Appel, who recently changed the name of the store to Deiners from Radio Doctors HiFi. "People thought I was in the repair business," he said, "and since the store is located across the street from a hospital, people thought that implied I was the chief surgeon of repairs." The store deals in records, tapes, and stereo components.

The success in the store is due to the fact Appel gears the operation for the youth market in the area, which is comprised of some 21,000 students attending Southern Illinois University, and the teenagers living in the town with a population of 19,000. He advertises exclusively in the campus newspaper after placing advertisements in both the campus and local papers for a year.

The store is located about three blocks from the campus and most of the traffic he gets is from the university. His record supply, mostly rock and folk music, has doubled since he opened the store. He keeps about \$6,000 worth of records in the store and has turned his stock 14 times since opening. He originally put in records to draw students in the store to show them the stereo equipment. Many of the sales he makes are from students who hear current records played on a good sound system and buying similar systems.

"Many students come into the store and will hear a record on the really expensive sound system we use for demonstrations," Appel said. "Now the average college student couldn't afford to pay \$3,000 for this type of system, but does want a better system than the \$80 portable that he has now. This is why we make many sales in the \$200 to \$400 price range." The store carries most of the name brand stereo components such as Sony, Lansing, JBL, Scott and Gerrard.

The store is relying more on records to bring in customers than ever. "Records are a terrific traffic builder. We try to keep up with the latest releases and try to be first in the town to have them in stock," he said. Deiners is the only store in the area with daily record shipments.

The soundness of Appel's idea in appealing to college market can be shown by the release of the Beatles' "Abbey Road" LP recently, in which the store sold almost 1,000 copies in four days.

The store's daily deliveries also bring people in just to check on new releases or to listen to a new



PANASONIC introduced a new two-reel magazine loading color video tape recording system based on the cassette principle Nov. 10 at the convention of the National Association of Education Broadcasters. The unit is capable of recording and playing back both color and black and white images on 1/2-inch video tape magazines. Panasonic hopes to market this by 1972.

album. "I encourage students just to come into the store and listen or check for new releases. The guys who are looking for a particular record will check every store in order to find it. We try to have the record," he said.

Appel also feels that the friendly atmosphere of the place also contributes to its success. "We don't push a person to buy a record. We always try to have records playing on the theory that the record, if good enough, will sell itself. I'm doing what I like, and my three assistants are doing what they want, too. I wouldn't hire anyone if I didn't think they could contribute to the atmosphere," he pointed out.

One example of the rapport he has established with the students occurred when the Beatles' double album, "The Beatles," was released in November of 1968. One of the persons who purchased the album put it on the stereo, Appel propped the door open, and invited people in from the street to listen and have a free soda.

While records are the biggest sellers, tapes sales have increased tremendously since the store opened, he said. He sells 8-track, cassette, and reel-to-reel. The cassette business has picked up so much in the past half-year that he has three racks of cassettes but still can't keep up with the demand. The store buys from Susan Distributing Co. and Lieberman Enterprises.

Sale of components for stereos also has increased 30 percent since the store opened. In October of last year he sold about \$20,000 of equipment. This October he sold \$29,000, and "business is getting noticeably better every month."

Although the store has been a better success than he ever dreamed, Appel does have one regret. "The store is just too small for the business I'm doing," he said. The store measures about 20 feet by 60 feet. He has been thinking about possibly moving into a vacant building next door with about twice the floor space as the present building. Expanded space would probably help him to continue being known as one of the most successful businessmen here.

## BEST SELLING Jazz LP's

Artist and/or Selection featured on "The Music Scene," ABC-TV Network

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	<b>HOT BUTTERED SOUL</b> Isaac Hayes, Enterprise ENS 1001 (S)	19
2	1	<b>MEMPHIS UNDERGROUND</b> Herbie Mann, Atlantic SD 1522 (S)	29
3	3	<b>BUDDY &amp; SOUL</b> Buddy Rich Big Band, World Pacific BST 20158 (S)	12
4	5	<b>CRYSTAL ILLUSIONS</b> Sergio Mendes & Brasil '66, A&M SP 4197 (S)	14
5	4	<b>HOT DOG</b> Lou Donaldson, Blue Note BST 84318 (S)	10
6	7	<b>IN A SILENT WAY</b> Miles Davis, Columbia CS 9857	11
7	10	<b>HIGH VOLTAGE</b> Eddie Harris, Atlantic SD 1529 (S)	15
8	16	<b>KARMA</b> Pharoah Sanders, Impulse A 9181 (S)	20
9	6	<b>ANOTHER VOYAGE</b> Ramsey Lewis Trio, Cadet LSP 827 (S)	10
10	9	<b>MOOG: THE ELECTRIC ELECTICS OF</b> Dick Hyman, Command 938 (S)	18
11	8	<b>AQUARIUS</b> Charlie Byrd, Columbia CS 9841 (S)	20
12	12	<b>THE FOOL ON THE HILL</b> Sergio Mendes & Brasil '66, A&M SP 4160 (S)	50
13	13	<b>GABOR SZABO 1969</b> Skye SK 00009 (S)	11
14	—	<b>WALKING IN SPACE</b> Quincy Jones, A&M SP 3023	1
15	15	<b>BLOWIN' GOLD</b> John Klemmer, Cadet Concept LPS 321 (S)	13
16	14	<b>MAKE IT EASY ON YOURSELF</b> Burt Bacharach, A&M SP 4188 (S)	16
17	11	<b>SOULFUL STRUT</b> Young-Holt Unlimited, Brunswick BL 754144 (S)	44
18	19	<b>LET GO</b> Charlie Byrd, Columbia CS 9869	7
19	—	<b>TAUHID</b> Pharoah Sanders, Impulse AS 9138	1
20	17	<b>LIVE AND WELL</b> B. B. King, BluesWay BLS 6031	10

Billboard SPECIAL SURVEY For Week Ending 11/22/69

## Merc Bows a Massive Ad Drive on 18 New Albums

CHICAGO — Mercury Record Corp. is launching a massive year-end advertising campaign in support of 18 recently released albums. Lou Simon, vice president for sales and marketing, said the program will include print advertising in consumer and trade publications as well as radio spots.

The move relates to the new corporate structure in which Simon now is responsible for marketing and sales of all products on the Mercury, Philips, Smash, Fontana, Limelight and Blue Rock lines. Simon also said that some of the advertising will be of a cooperative nature, with the home office contributing to the cost of local distributors. Specially prepared advertising component kits are being mailed to all distributors.

New Mercury LP's to be included in the program are by

Jerry Butler, Coven, Kenny Rankin, Rod Stewart, Spanky and Our Gang, New Colony Six, Tracy Nelson, Mickey Newbury, Faron Young and Linl Davis. On Philips artists are Blue Mink, Advancement Mystic Moods Orchestra, Ran John Holder, and Harvey Mandel. Eric Von Schmidt is the Smash representative, while albums by Blond and Ambros Slade are the Fontana label contribution.

## TRO, Chappell Folio Edition of 22 Weill Songs

NEW YORK — The Richmond Organization and Chappell have completed a joint production of a deluxe special folio edition of Kurt Weill's songs. The book, "The Genius of Kurt Weill," contains 22 of the composer's songs. The project is the latest facet of a joint professional campaign launched by the two firms on the Weill catalog last year.

The book has a foreword by Burt Bacharach and special editing by composer Timothy Grey. Included are selections from such Broadway musicals as "Lady in the Dark," "On Touch of Venus," "Knickerbocker Holiday," "Lost in the Stars," "Street Scene," "John Johnson," "Firebird of Florence" and "Love Life."



COFFEE TABLE console by Arvin Industries, Inc. It features an oak exterior and contains an amplifier in a slide out drawer and a control center. The speakers are mounted on the side. The suggested retail price is \$239.95.

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# Country Music

## UA/Lib Nashville Production To Be Raised to a Weekly Pace

NASHVILLE — The Nashville product of United Artists-Imperial-Liberty will be stepped up to a once-a-week pace, and more hands will be involved in the production, according to Scott Turner.

Turner, who has lived on the West Coast until now has always produced sessions here, replaced Bob Montgomery as head of the UA division of the company, giving him production control of all three labels.

He was joined in his move here by Biff Collie, long a West Coast fixture, who will do some of the production, including that of Slim Whitman. Also, Ed Hamilton will take over part of the a&r work, handling Patsy Sledd and Bill Wilburn and Cathy Morrison.

Turner will handle the other artists on the labels, including Del Reeves, Dale Robertson and

all the others. Montgomery and Bobby Goldsboro not only have formed their own independent production company, but their own label as well.

"I try to stay about four records ahead of releases," Turner said. This makes for a rather hectic pace, with one release a week coming from the combined labels.

### Special Service

Collie, a long-time radioman, has begun a special service as part of the new UA-Imperial-Liberty image. With the blessings of Al Bennett he has set up a daily telephone session with news for disk jockeys. The noncommercial (no label is mentioned, and no emphasis is given to any group of artists) venture is free, except for the cost of the phone call.

"A lot of people have tried this on a commercial basis," Collie said, "but that's not what

we want." He said his only aim is to supply his former colleagues with enough news (column-type items) to give them something to talk about everyday, to keep them generally informed as to what is taking place here. The disk jockeys are free to tape the material, or just pick up bits and pieces.

Turner also indicated there would be a strong promotional pitch in the near future, utilizing Hamilton's talents.

## Loretta Lynn, Robbins Cited

NASHVILLE — Marty Robbins was named the favorite male artist and Loretta Lynn the favorite female artist in a poll of WMTS Radio, at Murfreesboro, 30 miles from here.

The results, announced by program director Charlie Monk also listed the Wilburn Brothers as the favorite group and "Folsom Prison Blues" the all time song.

Monk, who does a daily remote broadcast from studios on Music Row, said response to the poll was overwhelming.

## 'Hee Haw' Ready For Return Dec. 17

NASHVILLE—The revived "Hee-Haw" show already is in production here and CBS will rush it onto the air Dec. 17 in the time slot vacated by the move of the "Glen Campbell Show" to Sunday night.

The early move has been made to try to recapture the large audience the country music spoof show enjoyed during the summer replacement series.

With Jack McFadden no longer serving as talent coordinator for the show, the emphasis on the guest list switches to the talents in the stable of newly elected CMA director Jim Halsey. The talent already signed for guest appearances are Merle Haggard, Tammy Wynette, Loretta Lynn, Dillard and Clarke, Hank Williams Jr., Dottie West, Sonny James, Minnie Pearl, Wanda Jackson, Lynn Anderson, Hank Thompson, Ferlin Husky, Hensin Cargill and Stan Hitchcock.

Executive producers for the show are Frank Peppiatt and John Aylesworth, representing Yongestreet Productions. Sam Lovullo and Bill Davis are the producers, while Davis doubles as director.

Archie Campbell, who has just signed a booking contract

with Halsey, again will be the principal writer and one of the chief performers on the program. His writing will be supplemented by that of others. New additions to the show are Dianna Scott and Gunilla Hutton, both attractive actresses who will lend both comedy and pulchritude to the sets.

Back again for lead roles are Roy Clark, whose talents were showcased during the last series. Buck Owens and Junio Samples. The latter, with Grandpa Jones, will do a new segment, Hee Haw players take a crack at the classics. Clark will handle a "Dear Blabby" bit, among other things.

The show will follow the same general format set this summer when, to the surprise of nearly everyone, it won top ratings and turned out to be one of the most popular offerings CBS could come up with.

The videotaping of the new series again is taking place at WLAC-TV, Nashville's CBS outlet. Owens canceled a widely publicized overseas tour to make the new network series. Once again, Kelso Herston will be sound coordinator for the program.

## Youngsters, 12 and Up, Make Record Scene in Nashville

NASHVILLE—Country music recordmen have turned to youth again to reach a young audience and to build new talent.

Irving Waugh, president of WSM, Inc., even envisions the possibility of a future "Junior Grand Ole Opry," developing the youngsters who show promise in that field. In this connection, the station has been aiding groups of talent winners, including a 12-year-old named Louie Roberts for whom several labels are now vying. The emphasis has been on instrumentalists as well as vocalists. All of those under the wing of WSM are between 12 and 18.

Beyond this, the labels have made strong moves in this direction. Chart's Slim Williamson has turned out several records by LaWanda Lindsey, a 16-year-old from Savannah, Ga., who has to miss an occasional high school class to record. Connie Eaton, 19, is another of the young crop who has been commercially successful. Chart's An-

thony Armstrong Jones just turned 20.

Decca has signed Debbie Pierce, the 14-year-old daughter of Webb Pierce. This has been standard practice with some labels. Hickory records Roy Acuff Jr., MGM has Hank Williams Jr., and Columbia records Marty Robbins Jr. Leta Frizzell, daughter of Lefty Frizzell, also is in the music business now, and the practice appears to be spreading.

Dot has signed a 14-year-old named Browning Bryant. And on the Columbia roster is John Wesley Ryles, 18, who has had phenomenal success from the start.

Shelby Singleton's growing roster includes Robin Cody, a 16-year-old Indian girl from North Carolina. Pam Miller, the 15-year-old daughter of famed songwriter Eddie Miller, is now recording for RCA Victor, and his first release is due out after Christmas.

Capitol has signed Carol Sands, a 19-year-old who is the niece of Junior Huskey, a long-time session musician.

## Nashville Scene

By BILL WILLIAMS

Slightly more than a year ago, Danny Davis shook up things a little with his first LP of *The Nashville Brass*. That and subsequent albums have been high among the bestsellers. He has recorded an album by Paul Buskirk, whom many will remember as an old-time mandolin player who lived in Memphis for many years and lately has been in Houston. Buskirk plays, in this release, what Davis calls the "beautiful banjo," carrying the melody on top show tunes, semiclassicals and country songs. Using voices as well as rhythm and strings, it promises to be another unusual sound out of Nashville. Again Davis has called on his friend Bill McElhiney to do the arrangements. . . . Columbia's David Rogers is spending still more time in Florida, playing the Tropa Copa in Miami for a two-week stand. His "A World Called You" is an early pick by several dozen stations. Richard Layton & Ronie Barth stopped by to say hello, while in from New Jersey for another session. Ronie is being helped in many ways by the man who has helped many. Vaughn Horton. . . . Bill Goodwin

hurried to Tucson when he learned the manager of the club he owned there had made the switch (arbitrarily) from country to rock. Bill promptly fired everyone connected with the change, reverted to country, "and struggled to get the audience back." . . . New York's Te Fenster is doing record promotion there. Among other things, he's pushing a tune he wrote, "Blueberry Kisses From My Strawberry Blonde." . . . Aileen Brunner, who has that rare combination of beauty and brains, has been moved up to public relations coordinator for SESAC's office here. The former administrative assistant to Joe Talbot will work directly with Charles Scully, the firm's director of information service. Clara Bennett moves into the vacated assistant post. . . . Charles Pride will appear in Dallas at Market Hall on New Year's Eve as the world's largest dance. The hall will seat 9,000. The arrangements are being handled by Billy Deato & Dewey Groom. . . . Dot-Paramount artist Ray Frushay has his footprints and signature immortalized in cement at the 500 Club. (Continued on page 62)



OFFICIALS of the Chatterm Drug and Chemical Company paid tribute to the "Porter Wagoner Show" on its 10th anniversary. The firm has been its sponsor all of these years. Participating in the salute to the RCA artist were show regular Dolly Parton, Wagoner, W. S. Graham, board chairman of Show Biz, Inc., which produces the show, and Alex Guerry, Jr., president of Chatterm Drug and Chemical Company.

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KSON • RAK  
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KTCR • GBG  
WSLR • MGS  
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JOHN HARTFORD adds a little informality to the formal extension of a contract with the Glaser Brothers. Standing, left to right, William Willis, attorney for Hartford, Chuck Glaser, Richard H. Frank, Jr., attorney for Glaser Publications, Tompall Glaser, and Ken Kragen, who will handle future bookings for Hartford.

# Nashville Scene

Continued from page 60

Atlantic City. Club owner Paul D'Amato has invited Frushay back for the entire opening season month of July next year. Ray is the first country artist whose imprints have gone in there. The Clyde Beavers show has left for the Caribbean Island of Vieques to entertain Marines. It's the show's third trip to

that area this year. . . . Don Logan, vice president of Paula Records, said that that label has leased the Eddie Bentley single "Ode to a Wallnetto" from Orcutt Productions. The session was written by Bobby Braddock & Curly Putman, a winning combination, and recorded at Woodland Studios here. . . . Bill Anderson is now traveling in a new bus, complete with color television and two stereo AM-FM radios and tape decks. The bus has two separate compartments, one for Anderson and one for Jan Howard, along with seven bunks for the band and bus-driver, each equipped with a stereo head-set and intercom. . . . Jan Hurley narrowly escaped serious injury in a bus accident at Clinton, Ill. Swerving to miss cattle on the road, the bus rolled over and was declared a total loss. She suffered only minor injuries. . . . Ted La-

(Continued on page 64)

## Connecticut Gal Takes Contest

PALISADES, N.J. — Rosemarie Termini, East Haven, Conn., singer, was the winner of the fourth annual Mountain Dew Country Music Talent Contest here.

The 20-year-old vocalist already has launched a professional career as a result of the contest. She has been booked with Smokey Warren at the New Jersey State Fair in Trenton, at the Country Music Spectacular at White Plains, N.Y., and an appearance on the WWVA Jamboree in Wheeling, W. Va. The Palisades contest is sponsored by the Pepsi-Cola Metropolitan Bottling Company.

The first runner-up in the contest was Don Parker and the Troubles Half Brothers, a teenage country music band from Camden County, Ohio. They won a weekend engagement at Highland, N.Y. Second runnerup spot went to Wayne Phillips, of New Milford, N.Y.

# Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 11/22/69

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

Artist and/or Selection featured on "The Music Scene," ABC-TV Network

This Week	Last Week	Title	Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title	Artist, Label, No. & Pub.	Weeks on Chart
1	1	OKIE FROM MUSKOGEE	Merle Haggard & the Strangers, Capitol 2626 (Blue Book, BMI)	7	38	41	THINGS GO BETTER WITH LOVE	Jeannie C. Riley, Plantation 29 (Singleton, BMI)	5
2	2	SHE EVEN WOKE ME UP TO SAY GOODBYE	Jerry Lee Lewis, Smash 2244 (Acuff-Rose, BMI)	8	39	18	THESE LONELY HANDS OF MINE	Mel Tillis & the Statesiders, Kapp 2031 (Ly-Rann, BMI)	15
3	3	TRY A LITTLE KINDNESS	Glen Campbell, Capitol 2659 (Airfield, Campbell, ASCAP)	5	40	74	SHE'S MINE	George Jones, Musicor 1381 (Glad, BMI)	2
4	10	BACK IN THE ARMS OF LOVE	Jack Greene, Decca 32558 (Blue Crest, BMI)	8	41	56	WISH I DIDN'T HAVE TO MISS YOU	Jack Greene & Jeannie Seeley, Decca 32580 (Tree, BMI)	2
5	4	TO SEE MY ANGEL CRY	Conway Twitty, Decca 732546 (Music City/Twitty Bird, BMI)	10	42	42	GROOVY GRUBWORM	Harlow Wilcox, Plantation 28 (Singleton, BMI)	10
6	22	(I'm So) AFRAID OF LOSING YOU	Charley Pride, RCA 74-0265 (Hill & Range/Blue Crest, BMI)	3	43	47	NOBODY BUT YOU	Don Rich & the Buckaroos, Capitol 2629 (Blue Book, BMI)	5
7	3	SINCE I MET YOU BABY	Sonny James, Capitol 2595 (Progressive, BMI)	12	44	46	PUT YOUR LOVIN' WHERE YOUR MOUTH IS	Peggy Little, Dot 17308 (Terrace, ASCAP)	6
8	6	THE WAYS TO LOVE A MAN	Tammy Wynette, Epic 5-10512 (Gallico, BMI)	13	45	36	LITTLE REASONS	Charlie Louvin, Capitol 2612 (Tree, BMI)	9
9	9	I'D STILL BE MISSING YOU	Warner Mack, Decca 32547 (Pageboy, SESAC)	9	46	50	RUBEN JAMES	Kenny Rogers & the First Edition, Reprise 0854 (Unart, BMI)	5
10	14	JUST SOMEONE I USED TO KNOW	Dolly Parton & Porter Wagoner, RCA 74-0247 (Raydeem, SESAC)	5	47	45	MY BLUE RIDGE MOUNTAIN BOY	Dolly Parton, RCA 74-0243 (Owepar, BMI)	6
11	7	I'D RATHER BE GONE	Hank Williams Jr., MGM 14077 (Blue Book, BMI)	11	48	49	I'M GETTIN' TIRED OF BABYIN' YOU	Peggy Sue, Decca 32571 (Sure-Fire, BMI)	4
12	13	THERE WOULDN'T BE A LONELY HEART IN TOWN	Del Reeves, United Artists 50564 (Rural Hill, ASCAP)	7	49	54	CAROLINA IN MY MIND	George Hamilton IV, RCA 74-0256 (Apple, ASCAP)	3
13	11	SUCH A FOOL	Roy Drusky, Mercury 72964 (Champion/Starday, BMI)	8	50	69	FRIEND, LOVER, WOMAN, WIFE	Claude King, Columbia 4-45015 (BnB, ASCAP)	3
14	15	LITTLE BOY SAD	Bill Phillips, Decca 32565 (Cedarwood, BMI)	6	51	72	DOWN IN THE BOONDOCKS	Penny Oehaven, Imperial 66421 (Lowery, BMI)	2
15	29	BABY BABY (I Know You're a Lady)	David Houston, Epic 5-10539 (Gallico, BMI)	3	52	57	WHEN YOU'RE HOT YOU'RE HOT	Porter Wagoner, RCA 74-0267 (Green Grass, BMI)	2
16	16	WHERE HAVE ALL THE AVERAGE PEOPLE GONE	Roger Miller, Smash 2246 (Combine, BMI)	6	53	59	THAT'S WHEN THE HURTIN' SETS IN	Hank Snow, RCA 0251 (East Star/Glad, BMI)	4
17	12	HAUNTED HOUSE	Compton Brothers, Dot 17294 (Venice/B Flat, BMI)	10	54	—	EVERY STEP OF THE WAY	Ferlin Husky, Capitol 2666 (Green Grass, BMI)	1
18	8	SWEET THANG & CISCO	Nat Stuckey, RCA 74-0238 (Forrest Hills, BMI)	8	55	—	APRIL'S FOOL	Ray Price, Columbia 4-45005 (Tree, BMI)	1
19	20	HONEY, I'M HOME	Stan Hitchcock, Epic 5-10525 (Hall-Clement, BMI)	7	56	—	CAMELIA	Marty Robbins, Columbia 4-45024 (Weed Ville-Noma, BMI)	1
20	21	MY BIG IRON SKILLET	Wanda Jackson, Capitol 2614 (Party Time, BMI)	9	57	62	CALIFORNIA COTTON FIELDS	Dallas Frazier, RCA 74-0259 (Blue Crest/Glad, BMI)	3
21	35	YOUR TIME'S COMING	Faron Young, Mercury 72983 (Combine, BMI)	4	58	58	YOURS FOREVER	Wynn Stewart, Capitol 2657 (Central, BMI)	2
22	51	BIG IN VEGAS	Buck Owens & the Buckaroos, Capitol 2646 (Blue Book/Exbrook Milke Curb, BMI)	2	59	60	A WOMAN'S SIDE OF LOVE	Lynda K. Lance, Royal American 290 (Noma/SPR/Birmingham, BMI)	4
23	25	GET RHYTHM	Johnny Cash, Sun 1103 (Hi-Lo, BMI)	7	60	61	OKLAHOMA HOME BREW	Hank Thompson, Dot 17307 (Brazos Valley, BMI)	6
24	37	YOU AND YOUR SWEET LOVE	Connie Smith, RCA 74-0258 (Stallion, BMI)	3	61	63	DON'T MAKE LOVE	Mac Curtis, Epic 5-10530 (Blue Echo, BMI)	3
25	19	SHIP IN THE BOTTLE	Stonewall Jackson, Columbia 4-44576 (Gallico, BMI)	8	62	64	GOTTA GET TO OKLAHOMA ('Cause California's Gettin' to Me)	Hagers, Capitol 2647 (Blue Book, BMI)	3
26	17	HOMECOMING	Tom T. Hall, Mercury 72951 (Newkeys, BMI)	14	63	73	GOD BLESS AMERICA AGAIN	Bobby Bare, RCA 74-0264 (Return, BMI)	2
27	31	LODI	Buddy Alan, Capitol 2653 (Gondora, BMI)	5	64	68	THE ONE MAN BAND	Sheb Wooley, MGM 14085 (Channel, ASCAP)	5
28	28	NEW ORLEANS	Anthony Armstrong Jones, Chart 66-5033 (Rock Masters, BMI)	6	65	71	SUNDAY MORNIN' COMIN' DOWN	Ray Stevens, Monument 1163 (Combine, BMI)	4
29	32	I'LL NEVER BE FREE	Johnny & Jonie Mosby, Capitol 2608 (Laurel, ASCAP)	5	66	67	I'M WALKIN'	Dave Peel, Chart 5037 (Travis, BMI)	2
30	30	DON'T IT MAKE YOU WANT TO GO HOME	Joe South, Capitol 2592 (Lowery, BMI)	8	67	70	HER AND HER CAR AND HER MOBILE HOME	Dave Kirby, Monument 1168 (Tree, BMI)	3
31	24	KISSED BY THE RAIN, WARMED BY THE SUN	Glenn Barber, Hickory 1545 (Acuff-Rose, BMI)	10	68	—	BLISTERED	Johnny Cash, Columbia 4-45020 (Quartet/Bexhill, ASCAP)	1
32	55	IF IT'S ALL THE SAME TO YOU	Bill Anderson & Jan Howard, Decca 32511 (Moss Rose, BMI)	2	69	—	HE'D STILL LOVE ME	Lynn Anderson, Chart 5040 (Al Gallico, BMI)	1
33	48	TAKE A LITTLE GOOD WILL HOME	Bobby Goldsboro & Del Reeves, United Artists 50591 (Passkey, BMI)	4	70	—	DOWN IN THE BOONDOCKS	Freddy Weller, Columbia 4-45026 (Lowery, BMI)	1
34	23	ARE YOU FROM DIXIE	Jerry Reed, RCA 74-0211 (Witmark, ASCAP)	13	71	—	A WORLD CALLED YOU	David Rogers, Columbia 4-45007 (Caramar, BMI)	1
35	43	TAKE TIME OFF	Claude Gray, Decca 32566 (Tree, BMI)	5	72	—	NO BLUES IS GOOD NEWS	George Jones, Musicor 1381 (Glad, BMI)	1
36	26	GEORGE (And the North Wods)	Dave Dudley, Mercury 72952 (NewKeys, BMI)	13	73	75	NITTY GRITTY DIRT TOWN	Roger Sovine, Imperial 66398 (Cedarwood, BMI)	3
37	33	BACK SIDE OF DALLAS	Jeannie C. Riley, Plantation 29 (Hall-Clement, BMI)	8	74	—	RAINBOW GIRL	Bobby Lord, Decca 32578 (Contention, SESAC)	1
					75	—	SIX WHITE HORSES	Tommy Cash, Epic 5-10540 (Peer Inter'l, BMI)	1

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Gonna Have to Put You Down—Oscar Bishop (Maxine)  
Friendship and Comfort—Lee Wilson (Rich-R-Tone)  
She's Still With Me—Dale Robertson (Liberty)  
In the Land of Make Believe—Dusty Springfield (Atlantic)  
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# Billboard Hot Country LP's

Billboard SPECIAL SURVEY  
For Week Ending 11/22/69

★ STAR Performer—LP's registering proportionate upward progress this week.

Artist and/or Selection featured on "The Music Scene," ABC-TV Network

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	21
2	3	TAMMY WYNETTE'S GREATEST HITS Tammy Wynette, Epic BN 26486 (S)	12
3	9	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	4
4	5	JOHNNY CASH'S GOLDEN HITS, VOL. I Sun 100	9
5	2	GLEN CAMPBELL "LIVE" Glen Campbell, Capitol ST80 268 (S)	10
6	4	THE SENSATIONAL CHARLEY PRIDE RCA Victor LSP 4153 (S)	24
7	11	JOHNNY CASH'S GOLDEN HITS, VOL. II Johnny Cash, Sun 101	9
8	7	A PORTRAIT OF MERLE HAGGARD Capitol ST 319	8
9	12	IT'S A SIN Marly Robbins, Columbia CS 9811 (S)	20
10	14	THE ASTRODOME PRESENTS SONNY JAMES IN PERSON Capitol ST 320	7
11	35	TALL DARK STRANGER Buck Owens, Capitol 1 ST 212	3
12	6	TOGETHER Jerry Lee Lewis/Linda Gail Lewis, Smash SRS 67126	8
13	8	JERRY LEE LEWIS' GOLDEN HITS, VOL. I Jerry Lee Lewis, Sun 102	8
14	6	JERRY LEE LEWIS' GOLDEN HITS, VOL. II Jerry Lee Lewis, Sun 103	8
15	15	DAVID HOUSTON Epic, BN 26482 (S)	12
16	17	HANK WILLIAMS, JR. LIVE AT COBO HALL, DETROIT MGM SE 4644	7
17	20	MY BLUE RIDGE MOUNTAIN BOY Dolly Parton, RCA Victor LSP 4188	7
18	13	JIM REEVES' GREATEST HITS, VOL. 3 RCA Victor LSP 4187 (S)	17
19	10	I LOVE YOU MORE TODAY Conway Twitty, Decca DL 75131 (S)	17
20	18	SAME TRAIN, DIFFERENT TIME Merle Haggard, Capitol SWBB 223 (S)	27
21	23	WOMAN OF THE WORLD/TO MAKE A MAN Loretta Lynn, Decca DL 75113 (S)	17
22	22	BACK IN BABY'S ARMS Connie Smith, RCA Victor LSP 4229	4
23	25	ALWAYS, ALWAYS Porter Wagoner & Dolly Parton, RCA Victor LSP 4186 (S)	17
24	39	THE WARMTH OF EDDY Eddy Arnold, RCA Victor LSP 4231	3
25	24	MARTY'S COUNTRY Marly Robbins, Columbia GP 15	7
26	21	MY LIFE/BUT YOU KNOW I LOVE YOU Bill Anderson, Decca DL 75142 (S)	17
27	27	JOHNNY CASH AT FOLSOM PRISON Columbia CS 9639	76
28	29	AT HOME WITH LYNN ANDERSON Chart CHS 1017 (S)	15
29	31	FROM ELVIS IN MEMPHIS Elvis Presley, RCA Victor LSP 4155 (S)	23
30	28	THINGS GO BETTER WITH LOVE Jeannie C. Riley, Plantation PLP 3	11
31	34	CLOSE UP Merle Haggard, Capitol SWBB 259 (S)	14
32	26	GAMES PEOPLE PLAY Freddy Weller, Columbia CS 9904 (S)	16
33	33	HOLD ME Johnny & Jonie Mosby, Capitol ST 286	9
34	19	COUNTRY FOLK Waylon Jennings & the Kimberleys, RCA Victor LSP 4180	11
35	32	FROM THE HEART Diana Trask, Dot DLP 25957 (S)	10
36	41	FLOYD CRAMER PLAYS MORE COUNTRY CLASSICS RCA LSP 4220	2
37	38	MY GRASS IS GREEN Roy Drusky, Mercury ST 61233	6
38	43	GET RHYTHM Johnny Cash & the Tennessee Two, Sun 105	2
39	36	MORE NASHVILLE SOUNDS Danny Davis & the Nashville Brass, RCA Victor LSP 4176 (S)	24
40	37	ROGER MILLER Smash SRS 67123 (S)	13
41	30	YESTERDAY WHEN I WAS YOUNG Roy Clark, Dot DLP 25953 (S)	20
42	—	ON TOP Carl Perkins, Columbia CS 9931	1
43	44	THE ESSENTIAL HANK WILLIAMS MGM SE 4651	3
44	45	DYNAMITE Peggy Sue, Decca DL 75153	3
45	40	BUCK OWENS IN LONDON Capitol ST 232	23

## Country Music

# Vox Jox

• Continued from page 30

record companies should be there. These guys attending the IBS convention are next year's professionals. . . . WTRY in Albany-Troy, N.Y., will be celebrating its 30th birthday soon, and operations manager **Doug Cole** and music director **Mike Mitchell** want to hear from former employees by mail so they can contact you back by phone. **Chuck Morgan** has left the station. The new lineup includes **Jay Clark**, **Mitchell**, **Rick Bennett**, **Mikki Martin**, and all-night man **Bob Roberts**.

★ ★ ★  
**Dale Kirby** is the new music director of WAPE in Jacksonville, Fla. **Jim Shirah** has become program director. **Ike Lee** is operations manager. . . . **Jarrett Day** has rejoined WMLO as operation manager. Between hitches at WMLO in Beverly, Mass., he'd worked at WSAR in Fall River, Mass., and at WCOD in Hyannis, among other stations. Day pleads for up-tempo MOR albums "which are scarce as the proverbial hen's teeth here." That's to WMLO, P.O. Box 344, Beverly, Mass. 01915. Rest of WMLO staff includes **Don Lewis**, formerly with WNBZ in Newburyport, and **A.C. Hanson**. . . . Pulse reports that **KAFY** in Bakersfield, Calif., is the highest rated station—a 35 percent share—on the West Coast, according to vice president **Gary R. Fuller**. Halloween night, the station broadcast "Tall-Tale Heart" featuring **James Mason** and got "great response." Fuller said.

★ ★ ★  
**Larry A. Anderson**, station manager of WMPO in Middleport, Ohio, has joined WGR in Buffalo, N.Y., as music director and air personality. Congratulations, Larry. . . . That listener-sponsored Pacifica Foundation station will go on the air sometime in the middle of February 1970 in Houston, according to **Larry Lee**, who'll be the general manager. Call letters have not been assigned yet. . . . **Dick Whittinghill**, veteran air personality, will play a deejay in an upcoming "Dragnet 1970" TV show. . . . Music director **Mike McCarthy** of WIUS, Indiana University, Bloomington, Ind., says the college is not receiving record service from Motown or Liberty Records.

★ ★ ★  
**Ken (Bradley Field) Sasso**, formerly with WDHC in Hartford, is now working under the name of **Ken Knight** at WHB, Kansas City. . . . **Frank King** has left WONE in Dayton, Ohio, to join WIRE in Indianapolis in an all-night slot. Former WIRE all-night man **Bob Walker** is going to be doing public relations for the Professional Golf Association. . . . **Ron Van Buer** at KROS, Clinton, Iowa, still needs records. . . . **John Clarke** has joined **KATY** in San Luis Obispo, Calif.; he'd been with **KSLY**, San Luis Obispo. Lineup includes program director **Jim Cowgill**, **Stu Platt**, **Jay Martin**, and **Clarke**.

★ ★ ★  
I was going to write an article about this next topic, but then I began to suspect somebody was baiting me. It seems that students working on WJKB at Edinboro State College in Edinboro, Pa., have come up with the proverbial "better mousetrap" and are using it in programming. WJKB station manager **Jack O'Brien** writes: "\$35,000 worth of solid state monitoring equipment is being used to investigate the ability of white rats, bred to be used in psychological experimentation, to discriminate

## Records & Instruments

• Continued from page 36

from the sale of musical instruments and records in one "The sale of both musical instruments and records in one store definitely aid each other," he said. He pointed out that someone may come in looking at the instruments, but will walk

among various Hot 100 Chart songs. The purpose is to see if the rats will react differently to songs that are hits than to songs that are not making it. If the rats can be trained to discriminate among songs that are on the charts, then we will include new releases in our experimentation and see how their reactions correlate. Thus, we should be able to predict the outcome of a record by examining the way the rats react to it. Two tests have already been run and results show that the rats can tell one song from another even though the records have been segued; that the rats are listening to the music (they bob their heads to the beat); that the rats have likes and dislikes which do not vary noticeably rat to rat; that the rats seem to like the hits much more than songs that do not make it into the top 50 (using Billboard's Hot 100 chart as criterion). The tests have been so successful that WJKB has used its Rat Patrol to give us our hitbound numbers. A test will be conducted shortly for **Pat Brady** of Columbia Records, Cleveland, who is coming to Edinboro. O'Brien said that the Edinboro experiment is being conducted by **George Knox** of Beaver, Pa., a sophomore psychology major who is also a deejay on the campus station. Next step for the campus station is to experiment with using a computer for programming. "We will ask the computer to program record No. 1 every 20 selections. After having completed this basic pattern, we will let the computer know which songs are fast, slow, easy, heavy, bluesy, or whatever, and then program the computer to be influenced by weather conditions, campus events, news, trends, previously played records, and records scheduled to be played." He promises us more details later.

★ ★ ★  
**John Mazur**, former program director of WCOP, Boston country station, is back with Rustcraft Broadcasting, this time as a consultant and program director for WWOL in Buffalo. In between, Mazur said he took a month or so off in the woods of New Hampshire and didn't even listen to a radio. WCOP hasn't yet informed me who the new program director is. I guess they're keeping secrets from me these days; just for that. I promise to misspell **Lee Wilder's** name for the next six months. He's national program director for Plough, which owns WCOP. From now on his name is **Wyler**. . . . Talk about immediate impact! WWGO went to a country music format and immediately became No. 2 in Erie, Pa., with a 12 share 6 a.m.-7 p.m. And WWGO-FM, with a rock format, immediately picked up numbers ranging from 4 to 12. A poll on the Pennsylvania State University campus showed progressive rock music was tops on campus and WWGO-FM was second in popularity only to CKLW. WWGO general manager **John Speciale** comments: "Ain't it beautiful?"

★ ★ ★  
**James L. Greenwald** has been named president of the new Katz Radio; he had been head of the old radio division of Katz. . . . Staff lineup at KVET, country station in Austin, Tex., includes **John Kreiger**, **Jim Dodd**, **Ron Chandler**, **Lalo Campos**, **Bill Gray**, **Roy Greer**, **Jerry Gee**, **John O'Brien**. . . . A note from program director **Jim Heath**, KOY, Phoenix: "I just opened the Nov. 8 issue of Billboard and, as usual, looked for Vox Jox first. I really, let me say, don't particularly like the idea of your column as a prime column for new 'cream' singles. I think, for what it's worth, you have, or had, the leading column in all the trades for finding out what's happening to whom—yes, even to **Ted Atkins** and his purple toadstool award(s). Just thought you might like an opinion. As an afterthought, I think all we get is typed on this and hyped on that. Please keep your column straight!" Okay. Guess I'll have to turn over a new leaf.

# Nashville Scene

• Continued from page 62

**mora**, general manager of KNNL Friona, Tex., says that **Charley Pride** in his first concert appearance at a college (West Texas State University) received the standing ovations and won the hearts of the rest of the show. **Alec Houst & Elmer**. . . . Now that **Lar Kingston & Frank Dycus** are writing together, they have come with 30 releases in a few months. They write for Window. **Smile Monroe** now is promotion manager for Central Songs in Hollywood, working under **Cliffie Stone** one of the greats. . . . **Leroy V. Dyke** checked into Los Angeles guest on three shows to promote his new Kapp recording "Crack My World" and his opening at the Sahara in Las Vegas. . . . **R. Horton** of Peer Southern says "A Old Christmas Card" by the late **Jim Reeves** and written by **Vaughn Horton** will be the subject of intensified promotion campaign coordinated by RCA and the publishing company. . . . **Debbie Brim** is touring the southwest plugging her Blackbird label, "Don't Let the Stars Get in Your Eyes." . . . **Decca's J. Lee Webb** is taking flying lessons, with three solo hours to his credit so far. He plans to fly to dates. . . . **Winston Knowles**, a new arrival, made his first appearance here. Previously he sang only in the Marine Corps. He has one thing going for him: his home is Coburn, Va., which also was the home of **Jim & Jesse** and the **Stanley Brothers**. . . . **Charley Walker's** new release is a **Dallas Frazier** tune "Rosie Bokay." It's due any day

Perhaps, if I've been that bit lately, a whole tree.

★ ★ ★  
New lineup at KIRO in Seattle: **Jim French**, **George Toles**, **Bo Platt**, **Mark Wayne**, **Dave Olse** and **John Pricer**. . . . **Rick Eusi** and **Al Rogers**, who produced the "Dean Martin Presents the Gold Diggers" TV series this past summer, have been named as coproducers of "The Glen Campbell Goodtime Hour" on CBS-TV. The joint coproducer **Jack Shea** and replace **Cecil Tuck**, who is leaving to enter independent production. Tuck is a former West Coast radio man; most of you may remember. . . . **Bob Savage**, student at Cornell University, Ithaca, N.Y., is now at WKBW, Buffalo, Saturday midnight-6 a.m.; he'd been on WENF, Elmira, N.Y. . . . My apologies. **Bill Wheatley**, I wrote the article about the Country Music Association programming panel session recently in Nashville and forgot to mention **Wheatley's** call letters (WWOK in Miami). **Wheatley** was among the outstanding speakers on the panel and did a sensational job. . . . **Robert Brinley**, music and sound consultant at the Philadelphia public school system's music division, has joined the staff of WMMR in Philadelphia with a Saturday 9-noon show.

★ ★ ★  
**Larry Badders**, who hosted Saturday teen show called "Teen Scene" on WLWC-TV, Columbus, has joined KTVI-TV in St. Louis to be an announcer of "The Charlotte Peters Show." . . . **Ron (Ron Farar) Farber** is now with WRBL-FM, Long Branch, N.J., an evening listening station. He's a recent college graduate. . . . **Wimley Wate** has left WVOH in Hazlehurst, Ga., and is now at WBAF in Barneville, Ga. Weekend man at WVOH **Wilbur Heath**, has moved into regular afternoon time slot. . . . The American Forces Vietnam Network has begun stereo broadcasting on FM in the Saigon area according to **Sheldon Daitch**, who worked with WPEH in Louisville, Ga., before being drafted. The AFVN is a bit behind on pop records. Three weeks. Daitch said.

# IMPORTANT!

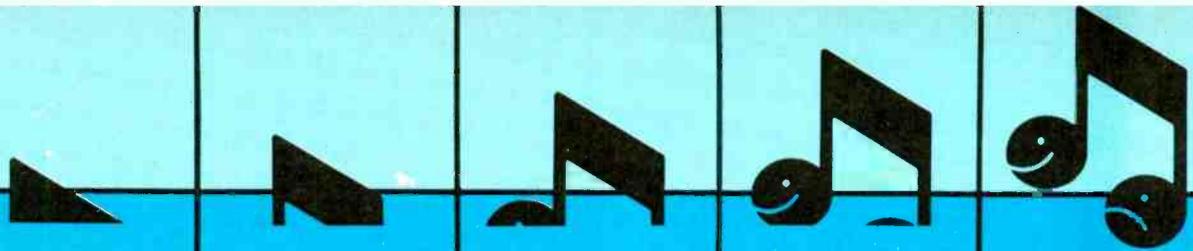
Because of the unprecedented response to Billboard's 75th Anniversary Issue, the advertising deadline has been advanced from December 12 to December 5.



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**NOTE: New advertising deadline DECEMBER 5**

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# Canadian News Report

## ITCC Sets Up Issue Dates; Signs Talent

TORONTO — International Tape Cartridge Corp. of Canada has set release dates for Canadian disks and announced the signing of new talent.

Scheduled for late November release are "Smiles and Kisses" by Aurora Borealis and "Winter Day" by Frank Moore. (Continued on page 70)

## Kim Returns Home With Montreal Date

MONTREAL — Andy Kim returned to his hometown for his first public appearance in three years at the Casion Royal, Nov. 7-Sunday (16). Singer was recently presented with a U.S. gold record for "Baby I Love You" and saw "Sugar, Sugar," a song he penned with producer Jeff Barry, pass the three million mark worldwide.

Kim is writing the next Archies single and his own new release. During his engagement here, the singer plans to commute to New York to wrap up his new LP scheduled for January release.

## CRTC's Juneau Asks B'casters To Think Canadian on Shows

OTTAWA — Pierre Juneau, chairman of the Canadian Radio - Television Commission, urged broadcasters at a meeting Oct. 27 to break the Hollywood mold in programming and concentrate on shows mirroring life in Canada.

Juneau's review of the radio and television scene here was delivered at the annual convention of the Central Canada Broadcasters' Association. About 400 broadcasting representatives attended, along with members of the government.

Alarmed over increasing U.S.

domination of the airwaves, Juneau said that Canadian television, particularly, should get away from "the torrent of plastic studio shows" that obscure Canadian programming identity.

"The networks must seek to create programs which break out of the Hollywood mold and give expression to the richness and originality of Canadian life," he said.

Juneau claims that there would be little purpose in attempting to safeguard a broadcasting industry "which more and more would be modeled after the soft drink industry and which would be confined to

bottling a product imported under franchise."

In his speech, Juneau also commented on the rapidly developing cable and microwave systems currently being scrutinized by the CRTC. These systems, he said, are capable of flooding the country with U.S. television and radio product and make the need to develop more Canadian production essential in the fields of science, culture, politics, education and community affairs.

Juneau's statements come at a time when it is rumored that the CRTC, which governs broadcasting licenses, is considering legislation for a percentage of Canadian content on local airwaves. The Maple Leaf System, initiated by radio broadcasters five months ago to program Canadian disks, was interpreted by most observers as a move to appease the feelings of the CRTC in view of possible legislation.

A policy statement directed at regulating microwave usage by cable operators is expected before the end of the year.

Broadcasters' meeting here practically coincided with the 50th anniversary of Canada's commercial radio industry, which was officially celebrated Nov. 2. Prime Minister Pierre Trudeau declared the week National Broadcasting Week.

## Hawk's Nest Shifts to Rock to Perk Attendance

TORONTO — Dwindling crowds have forced the Hawk's Nest to abandon the club's long-time soul policy in favor of commercial rock.

The city has been without a home for rock since the Rock Pile Club closed its doors in August, a victim of large fees charged by U.S. and U.K. groups.

The new rock spot has a capacity of 800 compared to the Rock Pile's 2,000. Ron Cribner, Hawk's Nest manager, dropped the under-21 age rule for the policy change.

Buckstone Hardware and McKenna Mendelson Mainline kicked off the club's new rock lineup Oct. 31 and Nov. 1. Inked so far are Tea Garden and Van Winkle, Savoy Browne and Dr. John & the Night Tripper.

## Electric Circus Offers Shares In N.Y. Operation to Creditors

TORONTO — The Electric Circus is in financial difficulties and may close if a proposal is not accepted this month by its creditors.

The Circus reportedly owes more than \$300,000, mainly to companies involved with the original construction of the discotheque. An offer has been

proposed whereby the creditors would receive shares in New York's successful Electric Circus.

Circus creditors can either accept a settlement of five cents on the dollar and the Circus closing or accept the share offer.

The discotheque opened on Jan. 23 after a month's delay.

In New York, Stan Freeman, one of the owners said: "A money deal we had going fell through because the market was bad, and put us in an awkward position, so we felt the only fair solution was to let the Toronto creditors take part in the golden goose success down here."

## CBC Sets Up 'Festival' for TV Special

TORONTO — CBC created an indoor pop festival for a selected audience of 300 at a taping for an upcoming television special. The Whos, taped Nov. 5 and slated for a Jan. 11 telecast, was produced by David Acomba, 26, who recently filmed the Mariposa folk special for the network.

Talent lineup includes Ian & Sylvia, Motherlode, Pentangle, Big Mama Thornton, Whiskey Howl and Bruce Cockburn.

To create an authentic festival atmosphere, the audience was invited to bring their own food and refreshments to the five-hour taping. Floppy hats, flower-power and peace stickers were handed out at the doors.

## Early Beatles On Polydor LP

MONTREAL — Early disks cut by the Beatles in Hamburg, Germany, were released in a new Polydor LP, Nov. 12. The album, "Very Together," contains songs recorded for the company in 1961. It will not be released in the U.S.

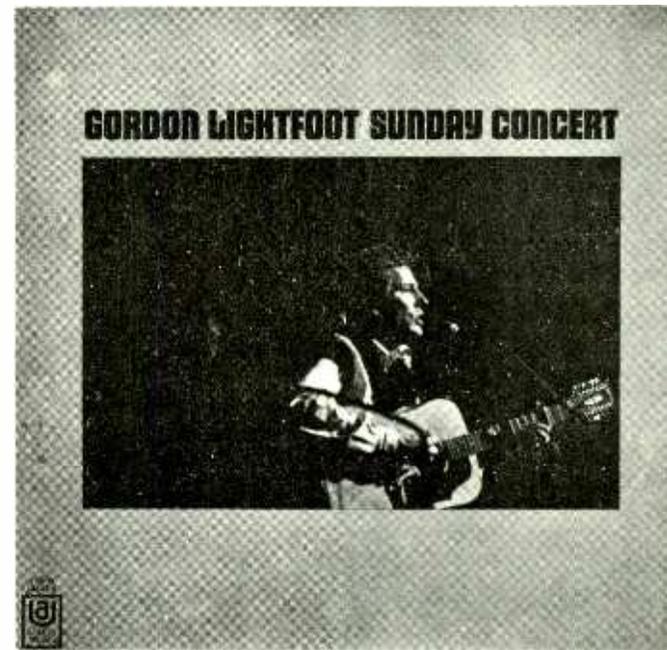
The LP has a suggested list price of \$2.98. Liner notes were written by columnist Ritchie Yorke from a recent interview with George Harrison.

## Hooker Single Bows Riverside

MONTREAL — Polydor launched the Riverside label in Canada with John Lee Hooker's single, "I Need Some Money" bw "Bundle Up and Go." Both cuts are from two newly re-issued LP's on the jazz label. The albums as well as the single have not yet been released in the U.S.

### Current Events

**RESOLVED:** That GORDON LIGHTFOOT'S latest United Artists album will soon be No. 1 on all Canadian charts . . . . .



**JUDGEMENT:** The number is UAS-6714, and this is not a matter for intelligent debate.

Manufactured, distributed and promoted in Canada by THE COMPO COMPANY LTD., LACHINE, QUEBEC

## Billboard Canada's Top Singles

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	SOMETHING Beatles, Apple 2654	5
2	2	WEDDING BELL BLUES Fifth Dimension, Soul City 777	5
3	3	SUSPICIOUS MINDS Elvis Presley, RCA 47-9764	8
4	13	TAKE A LETTER MARIA R. B. Greaves, Atco 6714	2
5	14	AND WHEN I DIE Blood, Sweat & Tears, Columbia 45008	2
6	4	TRACY Cuff Links, Decca 32533	7
7	5	RUBEN JAMES Kenny Rogers & the First Edition, Reprise 0854	5
8	8	SO GOOD TOGETHER Andy Kim, Steed 720	6
9	7	WHICH WAY YOU GOING BILLY Poppy Family, London 17373	9
10	10	COME TOGETHER Beatles, Apple 2654	4
11	9	SMILE A LITTLE SMILE FOR ME Flying Machine, Pye-7m-17722	4
12	11	BALL OF FIRE Tommy James & the Shondells, Roulette 7060	4
13	19	NA NA HEY HEY KISS HIM GOODBYE Steam, Fontana 1667	2
14	—	YESTER-ME, YESTER-YOU, YESTERDAY Stevie Wonder, Tamla 54188	1
15	6	UNDUN Guess Who, RCA 74-0195	4
16	18	SUITE: JUDY BLUE EYES Crosby, Stills & Nash, Atlantic 2676	3
17	15	TRY A LITTLE KINDNESS Glen Campbell, Capitol 2659	3
18	—	CHERRY HILL PARK Billy Joe Royal, Columbia 4-44902	1
19	20	IS THAT ALL THERE IS Peggy Lee, Capitol 2602	2
20	12	YOU'VE LOST THAT LOVIN' FEELING Dionne Warwick, Scepter 12262	3

Billboard SPECIAL SURVEY For Week Ending 11/22/69

# International News Reports

## RCA Rushing 'Sugar' Via German Airlift

LONDON — Surprise success of the Archies "Sugar, Sugar," which raced to No. 1 in the record retailer top 50 in three weeks, has caught RCA on the hop. To keep pace with demand, which looks like making it the biggest selling RCA single since "The Good, the Bad and the Ugly," which topped 300,000 copies, RCA has had

to import special supplies from Germany.

The first 10,000 copies were airlifted in last Thursday as the first stage in getting 35-40,000 in by the end of the week. As an added bonus, the German copies, pressed by Teldec, are enclosed in a color bag.

Bob Angles, manager, for-  
(Continued on page 70)

## Jazz Expo A Hit in U.K.

LONDON — With 28,000 tickets sold out of a possible 39,000, the third Jazz Expo festival held Oct. 24-Nov. 1 in London was the most successful so far.

Said Jack Higgins of the Harold Davison office, which promoted the festival in association with George Wein: "Jazz Expo is without doubt the big-  
(Continued on page 70)

## Phonographic Group To Change Its Name

LONDON — The Phonographic Group—distributor of Seeburg and Rock-Ola jukeboxes—has announced that the name of the company will be changed to Associated Leisure as of Thursday (20), date of the annual meeting. The company is also seeking a new chairman from outside.

Chief executive Cyril Shack who has also held the title of chairman since Max Fine left reports that the present financial year has started well for the group's main profit-builder, the hiring division.

The company has achieved its goal of setting up depots in key areas to give national supply and distribution.

Distributing coin machines provided 33 percent of profits and 63 percent came from operating machines, leisure centers and amusement parks. Leasing vending machines brought in 1 percent of the profits.

But profits from the Quick-Maid vending division are expected to climb in the 1970s.

The company maintains confidence in the value in the long term of its stock holding in Butlin's which has seen a big fall in its market value.

The introduction on Oct. 1 of the Gaming Levy is not now expected to have as big an effect as at first thought, on the company's performance. "Internal efficiency," claimed Shack, will enable the company to maintain profitability in spite of increased costs.

The sales division had a setback at the beginning of the current year as a result of uncertainties caused by the budget, but between now and next spring a resurgence of sales is expected on non-dutiable amusement machines.

The company is paying a 62 percent dividend following profits of \$6.24 million on turnover of \$34.5 million.

## RTL Contest On This Year

LONDON—Radio-Television Luxembourg's competition for European record producers will be run again next year.

The decision to continue with the event was disclosed here by director-general Mathias Felten following a meeting of the RTL board.

Felten said that he will be meeting with RTL executives soon to discuss next year's competition and possible revision of some of the rules governing entry. It is expected that the dual-language requirement will be dropped in favor of artists performing only in their national language.

## SET CHOPIN CONTEST DATE

WARSAW — The 8th International Chopin Competition—one of the most important piano competitions—has been set for Oct. 7, 1970.

The contest, which is held in Warsaw every five years, will have an international jury drawn from some of the world's leading piano virtuosi.

The list for participants closes May 1970. The organizing body is the Fryderic Chopin Association, Okolnik 1, Warsaw, Poland.

## European Executive Turntable

Phil Carson, previously MGM label manager at EMI London, will join Atlantic's London office as label manager on Dec. 1. Carson, who has been at EMI for the past month, was previously a marketing manager at MGM when the company had its own setup in the U.K. Frank Fenter (as already reported), Atlantic's European director, is leaving to join the U.S. label Capricorn. . . . Terry Kennedy, who has been working at Polydor London for the past two years as a producer, has joined Campbell-Connelly, the music publishers, to seek and acquire new talent to record for the company's Concord label. . . . Sten Carlberg, 44, formerly manager of the children's department at the Swedish Broadcasting Corp., has left the corporation after 21 years to join EMI as a&r manager. He replaces Olle Bergman, who joins the Sonora Publishing Co. Carlberg, who began working for Radio Sweden in 1948 and switched to the television division four years ago, is one of Sweden's best-known jazz guitarists and a composer who has written a great deal of music for children's TV programs. . . . Gunnar Lindqvist has joined EMI to head the jazz division, a post he held two years ago. . . . Stanislaw Cejrowski has resigned after four years as head of the Polish Jazz Federation Concert Bureau, one of the most important booking agencies in Poland. . . . Chris Whent and Terry Brown are both leaving U.K. Polydor—Whent to work for Polydor's American company and Brown to become a freelance producer. Whent, marketing coordinator and Polydor label manager, has been instrumental in developing the company's concentration on jazz. He joined Polydor in April 1968. In New York he will be working with Jerry Schoenbaum, head of Polydor Inc. No successor has yet been named. Brown joined Polydor as repertoire coordinator in August, having previously been on the Fontana a&r staff. Jazz and folk expert. Brown will continue to handle his Fontana artists, including the Spinners, Wally Whyton, Kenny Ball and the Corries. . . . Alistair Taylor, who has been handling press and publicity at Dick James' group, is leaving. Taylor was general manager at Apple before joining Dick James earlier this year.

## Festival Signs

PARIS — Canadian artist Gilles Vigneault has signed a five-year recording contract with the French company Festival.



ADRIANO CELENTANO

number 1 of the italian song



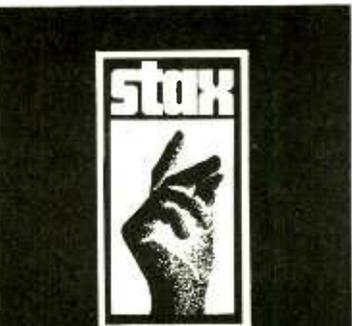
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ITALY

## Billboard Canada's Top Albums

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	ABBEY ROAD Beatles, Apple 50 383	5
2	2	GREEN RIVER Creedence Clearwater Revival, Fantasy 8393 (S)	9
3	3	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827 (S)	18
4	13	THE BAND Capitol STAO 132	4
5	5	SUNDAY CONCERT Gordon Lightfoot, United Artists UAS 6714	5
6	4	THROUGH THE PAST DARKLY (Big Hits, Vol. 2) Rolling Stones, London MPS 3	8
7	—	I'VE GOT DEM OL' KOSMIC BLUES AGAIN, MAMA Janis Joplin, Columbia KCS 9913	1
8	7	CROSBY, STILLS & NASH Atlantic SD 8229 (S)	16
9	—	SANTANA Columbia CS 9781	1
10	12	NASHVILLE SKYLINE Bob Dylan, Columbia KCS 9825 (S)	27
11	8	LED ZEPPELIN Atlantic SD 3216 (S)	27
12	6	BLIND FAITH Polydor 543035 (S)	11
13	11	IN-A-GADDA-DA-VIDA Iron Butterfly, Arco SD 33-250 (S)	20
14	20	ALICE'S RESTAURANT Arlo Guthrie, Reprise RS 6267	2
15	10	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)	27
16	19	BARABAJAGAL Donovan, Epic BN 26481	2
17	9	CHICAGO TRANSIT AUTHORITY Columbia GP 8	10
18	16	CLOUDS Joni Mitchell, Reprise RS 6341 (S)	22
19	—	SMASH HITS Jimi Hendrix Experience, Reprise MS 2025	11
20	14	SSSSSH Ten Years After, Deram DEC 18029	3

Billboard SPECIAL SURVEY For Week Ending 11/22/69



FACTS



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FROM ELECTROLA IN GERMANY

## Top Labels, Distributors Scored For Indie Co 'Negativism'

HELSINKI—An important television program and Finland's biggest evening newspaper, Ilta-Sanomat, have both made strong attacks recently on major record manufacturing and distributing companies here because of their negative attitude to small independent labels.

The situation began to develop last spring when Finnlevy ended its distribution deals with a number of independents because it claimed that the operations were unprofitable. Later, the company agreed to handle independent product provided that it appeared under a logo owned by Finnlevy.

Most independents refused to accept this condition and were faced with a distribution problem; for most small companies the solution has been to go over to mail-order, although the Mainos-Musiikki company agreed to have Finnlevy distribute its product on the Shokki label, which Finnlevy had acquired from Mainos.

"Laajakulma" a top teenage program of current affairs, recently devoted one-hour to a look at the record industry and viewers were invited to put questions by telephone to a panel which included, among others, Erkki Palli of Finnlevy, Otto Donner of Love Records, Jorma Weneskoski of Weneskoski Tuotanto, and Markku Helismaa of Yleisradio. Most of the discussion centered on the relationship between the majors and the independents but none of the problems was resolved.

The article also criticized the non-co-operation between the majors and the indies.

## Plessey Eyes Monarch Buy

LONDON—U.K. electronics giant Plessey is considering bidding for Monarch record changer manufacturer, BSR.

Plessey already makes gramophone equipment through its control of Garrard Engineering.

The companies have asked the U.K. Board of Trade whether a possible merger would be referred to the monopolies commission. However, market rumors about BSR forced a premature announcement.

The two companies have told the Board of Trade that their

combined strength will give them a dominating position in world markets for record changing equipment. Both companies export over three quarters of production and BSR reckons to have more than half the world market. Principal competitors are Philips and a

(Continued on page 80)

## 2 Teldec Artists Awarded Gold Records at Concert

HAMBURG—Karl Muenchinger and the Stuttgarter Kammerorchester were each awarded a gold disk, marking one million sales of their Teldec recordings, at a special concert held in the Tremsbuettel Castle, Schleswig-Holstein, on the occasion of the 20th anniversary of the signing of their exclusive recording contract with Decca, London.

Present were Sir Edward Lewis, chairman of Decca, Maurice Rosengarten of Decca Switzerland and Kurt Richter, managing director of Teldec.

In a speech following a concert by the conductor and orchestra, Teldec general manager Hans Lieber criticized the fact that classical recordings, as made by the Stuttgarter Kammerorchester, were taxed at 11 percent, while books only carried a 5.5 percent tax and, in reply, the newly elected minister

## AWIT Trophy To Jack Jones

MANILA—Jack Jones (RCA Victor) was awarded the AWIT trophy at the Araneta Coliseum in Quezon City on his opening night before 30,000. He is playing till Dec. 1. Manuel P. Villar, representing the Filipinas Record Corp., the local licensee of RCA, and Billboard correspondent Oskar Salazar, chairman of the past AWIT Award executive committee, presented the AWIT trophy to Jones and was voted by a 15-man jury as the Male Recording Artist of 1969 of the foreign division last March.

## Pye to Issue French Version Of Hot 'Candy'

LONDON — Pye will release the original French version of "Adieu Jolie Candy" by Jean-Francois Michael, which has already sold nearly 100,000 copies in France.

The record, a debut disk by Michael, who was formerly assistant to Vogue's Alain Boublil and is now an a&r manager with Barclay in Paris, has been released in nine countries and exists in Italian, Spanish, German and Portuguese versions. It is released by Warner in Canada, by Teal in South Africa, EMI in Spain, Philips in Brazil and Vogue in France, Germany, Benelux and Switzerland. The song was written by Raymond Jeannot and Alain Boublil.

Meanwhile Boublil's London company, Tabou, whose "My Idea" by the Creme Caramel was recently released in the U.S. on the Pye-GRT label, Janus, is releasing a new record by Gulliver Van Dyke called "Set Me Free."

Boublil recently returned from a visit to the U.S. where he arranged U.S. release for Phil Cordell's "Pumping the Water" on Janus and acquired a number of copyrights.

Boublil has formed a new publishing company, Tamor Music, in association with Tabou Music in London. The company will be handled by Alan Keen.

of social and cultural affairs for Schleswig Holstein promised to make this question his special concern.

To commemorate the 20th anniversary, Teldec has released a special album, selling at \$2.50, featuring Muenchinger and the orchestra in Mozart's "Eine Kleine Nachtmusik," and other works by Boccherini, Haydn, Pergolesi, J. S. Bach and Schumann.

## Petula Clark Bows Service

LONDON — Singer Petula Clark launched BBC's first full color TV service at midnight on Nov. 14 with a 50-minute recording of the highlights of her two-hour concert at London's Royal Albert Hall on Oct. 29.

Miss Clark's one-woman show—the first she has ever given in Britain—was a triumphant sellout. With assured professionalism and a magnetic stage presence, she coasted through more than 30 songs, including many of the hits written for her by Tony Hatch.

For the occasion, Vogue Records of France flew over 20 French record dealers who had won prizes in a window dressing contest. Also present were Radio Luxembourg program director Roger Kreicher, ORTF producer Jean Fontaine and Mlle. Tabart, music manager of Europe No. 1 which relayed part of the concert from the Albert Hall.

## DECCA LTD. PLANS NEW STONES PROMOTIONAL LP

LONDON—British Decca is preparing a special Rolling Stones promotional album which will not be made available for general sale. The record carries built-in exclusivity, for only 200 copies are being pressed, the majority of which will be made available for disk jockeys and radio producers.

The album was originally manufactured in the U.S. by Nanker Phelge Music, an ABKCO record company, for distribution to radio stations and Decca has agreed to make a limited pressing for this country. ABKCO Industries is the company headed by the Stones' business manager Allen Klein.

Contents span the group's five-year recording history and include "Love in Vain" from the forthcoming "Let It Bleed" album, which Decca is hoping to release on Friday (28).

Also planned is a promotional single from "Let It Bleed." Titles are "Gimme Some Shelter" and "Live With Me"—but this does not mean that the same coupling will be used as the group's next single release.

## Vaughan Starts a Prod Co.; Signs 'New' Singers

LONDON—In his 15th year as a major U.K. pop singer, Frankie Vaughan has gone into production.

Vaughan has formed his own company, not just to produce his own records, but also "to give a chance to the many artists who have been working successfully in showbusiness for many years but have never reached the stage of making records."

First singer to benefit from Vaughan's enterprise is Joyce Howard, his sister-in-law, who has been a professional singer for close on eight years. She has already cut her first release.

Vaughan himself has also been recording a new album and a single for release on Columbia before Christmas.

Now that Vaughan, whose recent recordings have been handled by Norman Newell and Gordon Mills, is in control of his own productions, he is taking pains to see that what he terms his \$24,000 gamble pays off. He has signed Les Reed to pro-

duce the record and also write arrangements in company with Ken Woodman and Alan Tew. He hired an orchestra of 53 musicians, and decided to record only those songs he likes per-

(Continued on page 70)

DON'T MISS  
THE TRIAL  
OF  
MARY MAGUIRE

## Korner Forms Indie in U.K.

LONDON — Alexis Korner, a leading figure on the British blues scene, has formed his own independent company, Perception Productions. Korner's partner will be Philip P. Roberge, his U.S. manager.

First production from Perception, a new album from Korner and his group New Church, has been completed, with Jeff Griffin producing. No distribution has been set, but Mel Collins of Active Management is in New York with the aim of placing the master and arranging production deals.

Perception has signed an agreement with Amadeo of Austria to produce guitarist Jack Grunsky's next album in London in January. Korner himself will handle the session.

Managing director Roberge was formerly executive vice president of a New York management consultancy firm. London-based since April, Roberge has been developing his own management firm, which in addition to Korner also handles jazzman Ray Warleigh and Peter Thorup, a leading Danish vocalist.

Korner has recently been signed by the William Morris Agency in New York, and U.S. visit is being planned for February.



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## From The Music Capitals of the World

### LONDON

Management Agency Music, the company headed by **Gordon Mills**, will launch the Button label through Decca on a worldwide basis this year. As yet no artists have been signed to the label. **Tom Jones** and **Engelbert Humperdinck** have contracts with Decca until 1971. MAM financial director **Bill Smith** said it was not probable that the pair would record for the label. . . . Decca will release product from the U.S. Scepter label here on a new label which will probably be called

## Vogue Plans Disk Step Up

PARIS — Vogue Records is planning a substantial increase in its repertoire by encouraging French independent producers in France now that facilities at the Villetaneuse factory have been expanded.

Vogue which handles its own pressing and distribution will shortly inaugurate its own printing plant for sleeves and will be operating as a completely self-contained, vertically integrated production unit, incorporating recording, pressing, sleeve production, distribution and promotion facilities.

Since Vogue lost the Disc'AZ label several years ago, it has declined to handle other French independents in order to concentrate on its own production. But, says managing director **Leon Cabat**: "Now that we have greatly enlarged our premises at Villetaneuse, we shall be able to offer a complete service to independents — either handling finished records or master tapes.

### Jazz Expo a Hit

• Continued from page 68

gest jazz festival in the world, with 13 concerts of 100 percent jazz spread over eight days. We are already making plans for Jazz Expo '70 which will run for eight days beginning Oct. 24 at the same venues — the Royal Festival Hall and the Odeon Hammersmith."

Higgins said that the break-even figure for the event was \$55,000 "and we comfortably exceeded that." Tickets ranged in price from 96 cents to \$3 and the most popular concerts were those featuring Sarah Vaughan, Miles Davis and the American Folk Blues and Gospel package.

### RCA Rushing Sugar

• Continued from page 68

eign programming, said that demand for the record had been "quite staggering" and that the three factories producing the records under custom pressing arrangements—RCA's plants at Washington, Durham, is not yet in commercial production—were already at full stretch and could not take on extra work.

"What with having to place a 40 percent deposit with the customs under the import regulations and the additional cost of bringing the records into the country, we shan't be making much profit—but the important thing was to keep faith with the retail trade," said Angles.

Wand—the name of Scepter's U.S. subsidiary. The label will be introduced this year with the current U.S. hit by **B.J. Thomas**, "Raindrops Keep Falling on My Head." **Dionne Warwick** and **Budd Greco** will also appear on the label here. **Pye**, who previously distributed Scepter on its International label, will have a six-month selloff period beginning this month. . . . Selecta will handle the distribution rights to the French Musidisc catalog in this country. The deal, effective from the beginning of the month, follows a successful pilot distribution in the North by Selecta Manchester. The catalog, which includes the Musidisc, Bel Air and America labels, will continue to be imported by Disc Imports, a North Country firm.

**Ringo Starr** has formed his own music publishing company, Startling Music, which will be administered through Apple. The first two copyrights in the company are "Don't Pass Me By" and "Octopus Garden." . . . EMI record producer **Dave McKay** is considering the possibility of setting up his own independent record production company in January when he leaves the company. McKay currently has a 50/50 company with EMI's Ardmore and Beechwood firm called First Floor Music and Angle Music Inc. handled in the U.S. by **Seymour Stein**.

**Werner Schwartz**, Austrian recording engineer who is to build his own sound center in London next year, is also to form his own label, Quiver, and his own distribution set-up. The studio is being built in London's Shaftesbury Avenue and Schwartz arrives in London next month to set final details for the firm.

Agent **Mervyn Conn** has set plans with two American record firms, Capitol and MCA, for joint promotion of two country music tours of the U.K. and Europe. The Capitol caravan with **Merle Haggard**, **Tex Ritter** and **Wanda Jackson** will be in Europe for 10 days during April and the MCA tour during May will consist of **Loretta Lynn**, **Bill Anderson** and possibly **Conway Twitty**. . . . Test transmissions by Caroline TV, the pirate station **O'Rahilly** expects to be on the air next June and will start on Christmas Day with a 20-minute color pop show. O'Rahilly was reluctant to say which channel the tests would be beamed on but said that they would not interfere with normal BBC or ITV programs. Caroline TV is to be transmitted from a Super Constellation plane circling at 20,000 feet above the North Sea. . . . EMI is to release an EP by the **Dave Clark Five** which will retail for the price of a single and will

### ITCC Signs Talent

• Continued from page 67

Both records were produced by ITCC for release on the company's Ito label.

ITCC recently signed West Coast singer **Johnny Rutter**, local group **Dee** and the **Quotum** and **Ron Lppard** & the **Nite Train**. Negotiations for five other Canadian acts will be completed shortly.

Company is expected to announce release dates for upcoming singles and albums by **Ronnie Hawkins** and **Ray Hutchinson** within the next few weeks.

### Signs New Singers

• Continued from page 69

sonally, including show tunes, modern standards and new songs. One of them is the **Blood, Sweat and Tears** success, "You Made Me So Very Happy," a marked change for Vaughan.

play for 18 minutes. The record is called "Good Old Rock N' Roll" and includes a medley of old rock numbers headed by "Sweet Little Sixteen," "Blue Suede Shoes" and "Memphis Tennessee." The record was produced by the artist.

PHILIP PALMER

### AMSTERDAM

U.K. artist **Alexis Korner** begins a five-day tour of Holland Tuesday (18) and Phonogram is re-releasing his album "Live at the Marquee." . . . **Brian Hall** and **Lisa Denton** of **Larry Page's** Penny Farthing Records visited Phonogram for contractual and promotional discussions. Phonogram released the first records with the Penny Farthing logo Nov. 7. . . . Dutch singer **Anneke Groenloh** left Holland for a one-month appearance at the Para-

## STIM Gets Fee Raise

STOCKHOLM — The Swedish Performing Rights organization, STIM, has concluded an agreement with the Swedish Broadcasting Corp. by which the corporation will have to pay 80 per cent more in royalties beginning Jan. 1, 1973.

At present, the corporation pays 5.5 million kroner (\$1.07 million) annually to STIM. From Jan. 1, 1973 it will be required to pay 10 million kroner (\$1.94 million), giving the corporation 100,000 hours of recorded music for radio and 2,000 hours for TV.

## Goodman to Moerks Music

COPENHAGEN — George Goodman, an American singer based in Munich, has signed a worldwide contract with Moerks Musik Forlag which is negotiating for the release of the singer's albums throughout the world.

For the Triola label, Goodman has recorded an album of Stephen Foster songs which he recently promoted during a concert tour and TV appearances in Sweden and Denmark.

The album is being released throughout Scandinavia on Triola and has been acquired for Holland, Belgium and Germany by Negram. Goodman is to record a second album for Moerks in January.

## Announcers Slate Fest

BUENOS AIRES — The Argentine Society of Radio Announcers will organize the Third Buenos Aires Festival of Song, which in previous years provided such hits as "Quiero llenarme de ti" by Sandro (CBS); "No es un juego el amor" by Daniel Riobos (CBS); "Puerto Montt" by Los Iracundos (RCA) and "Todo pasara" by Matt Monro (Odeon).

The Argentine Society of Radio Announcers has sent out invitations to artists in France, West Germany, Italy, U.S., Mexico and Brazil. Twenty-four compositions will be selected for the event, and each one will be performed by two singers of different styles and arrangements. Twelve compositions will be heard in the first session, the other 12 in the second, and the 12 finalists in the last session. Both the winning song and the interpreter will receive a Silver Obelisk.

maribo Palace Hotel in Surinam. . . . **Jimmy Cliff** appeared on the "Doebidoe" TV show Nov. 5 to promote his "Wonderful World, Beautiful People." . . . Dutch group **Cuby and the Blizzards** tour Britain Friday (28) to Dec. 5, and Switzerland from Dec. 19-22. In February 1970, the group leaves for a six-week tour of the U.S. . . . **Percy Sledge's** "My Special Prayer," which was in the Dutch charts for several weeks in 1968, has reentered the charts and hit the No. 1 spot thanks to a re-release and intensive promotion by Polydor Nederland. The Atlantic single has sold 50,000 in three weeks. Percy Sledge will appear in concert in Amsterdam with **Arthur Conley** on Friday (28). . . . **Herb Alpert & the Tijuana Brass** played a concert at The Hague Nov. 9. . . . **Fat Mattress** and **Taste** were in Holland Nov. 14-15 for personal appearances. . . . **Paul Acket** will stage a show here Sunday (16) starring **Sam & Dave**, **Joe Tex**, **Clarence Carter** and **Sharon Tandy**. . . . German orchestra leader **James Last** received a gold disk from Polydor Nederland for 25,000 sales of his album, "James Last in Concert."

Local CBS group the **Shuffles** have been booked for a tour of Germany. . . . **Bovema** has released a documentary album on homosexuality in cooperation with certain medical organizations, a TV company and the Dutch Society for Homosexuals. . . . **Bobby Graham** is recording a number of **Bovema** artists in collaboration with British arranger **Johnny Hawkins**. . . . Special promotion kits for **Bovema's** leading groups, **Brainbox**, the **Buffoons** and **Gloria**, have been sent to 60 countries throughout the world. . . . The **Beach Boys** are set to visit Holland Dec. 4 for a special local AVRO-TV show. . . . **CNR** has launched a new series of classical singles selling at 30 percent less than the price of a pop single. **CNR** has pitched the price low so that the singles can compete with classical budget line albums.

**Buddah's Lou Christie** was in Holland to promote his single "I'm Gonna Make You Mine" on the Doebidoe TV show. . . . **CBS** has signed the four-man group, the **Shuffles** whose first release is "Cha-La-La, I Need You." Release of the record is planned for Britain, Germany, France, Scandinavia and Italy. . . . **CNR Records** is collaborating with **Gofilex** film distributors in promoting the new **Heintje** film "I Sing My Song." In the movie, **Heintje** sings six songs from his album "I Sing a Song for You."

The **Blue Horizon** group **Chicken Shack** was in Holland for three days and performed in Rotterdam, Scheveningen and Amsterdam. . . . **Artone** has arranged with **CBS/Song** in Japan for the Japanese release of a number of local productions including two albums by jazz singer **Ann Burton**, three albums by jazz pianist **Louis Van Dyke**, an album by the **Theo Loevendie Three**, and an album by the **Misja Mengelberg Quartet** and two LP's by the **Boy Edgar Big Band**. . . . **Barclay** manager **Rein Maassen** invited **Rumanian** pianist **Eugen Cicero** to Holland for a 30-minute TV special. **CNR** will shortly release a new album by **Cicero** entitled,

### Eyes Monarch Buy

• Continued from page 69

growing number of Japanese manufacturers.

The two companies mainly supply initial equipment to record player manufacturers. By combining, they hope to cut unit costs—a vital factor as the mechanisms the two companies make are one of the biggest cost items in a finished record player. Costing pressures from player assemblers are expected to raise price unfairly. The two companies supply relatively few changers direct to the public.

**BSR** was founded in 1932 by **Daniel McDonald**, who with family interest controls nearly half the shares.

"Swinging the Marches." . . . French singer **David Alexandre Winter** (Riviera) is scoring in Holland with the Dutch version of his hit "Oh Lady Mary." **BAS HAGEMAN**

### BRUSSELS

Following the visit of **Palette Records' Roland Kluger** to Polydor in Hamburg, 10 **Palette** albums will be released in Germany between January and March next year as well as singles by **Jess & James**. **Palette** artists **Will Tura**, **Luigi** and **Ann Bradford** will go to Germany to record titles in German. . . . **Palette** artists **Joanna** and **Luigi** will represent Belgium at the international song festival in Mexico next year. . . . **Marcel Rothel** of **Michel Legrand** Productions, Paris, was in Brussels to supervise a TV appearance by singer **Angela** promoting her recording, "Demain on Verra Ca." . . . **Jo Milgram** and **Barbara Baker** of **Disc'AZ** were in Brussels for talks with **Roland Kluger** regarding the release of the **Hurrah** label, featuring the orchestra of **Peter Loland**, in France. Other **Palette** product being released in France includes a single by **Jess & James**, by **Philips**, and singles by **Digno Garcia** and **Los Mayas**, by Polydor. **Disc'AZ** is also releasing a second single by **Luigi**. . . . **Belgium-based** jazz pianist **Scott Bradford** is having his new album released in the U.S. by **ABC** on the **Command** label.

Following the deal giving the company representation of the **Tamla-Motown** and **United Artists** labels, **Gramophone** has released almost 100 albums from these catalogs within a month. . . . **Gramophone** has acquired representation of the **Scepter-Wand** catalog as of Nov. 1. . . . **Jack Hammer** was in Brussels to promote his comeback single "What Greater Love." . . . The **Belgian** group **Wallace Collection** appeared in a show at the **Paris Olympia Theater** when **Joe Dassin** topped the bill. . . . **Fonior** will release the album "Animals in Music" to coincide with the visit of **Swiss-based** Israeli pianist **Varda Nishry** for three BRT television shows. . . . **Anvers Radio** has released the **Impulse** albums "Selflessness" by **John Coltrane** and "Spirit of 1976" by **Emil Richards**. . . . **Inelco** is strongly promoting the records of **Andree Simons** who has recently appeared in six TV shows. **Miss Simons'** records are being released in France and Switzerland. . . . **CBS** promotion manager **Willy Delabastita** arranged for the **Peddlers** to star in the opening show of the **Radio and TV Fair** in Antwerp.

**Fonior** has launched a budget label, **Eclipse**, which will feature classical music. . . . **Julos Beau-carne**, recently signed by **Inelco**, is recording an album for **RCA**. . . . Following acquisition of the master of "Je t'Aime. . . Moi Non Plus" by **Disc'AZ**, France, from **Philips**, **Vogue** in Brussels placed an initial order for 10,000 copies. Now **Belgian Radio** has lifted the ban on the disk. . . . In addition to distributing **RCA** 8-track cartridges, **Inelco** is also distributing on a provisional basis 8-track product from **EMI**, **CBS** and **Vogue**. **Inelco** is also distributing 8-track players imported from **Voxson** of Italy and sales manager **R. Colpin** reports a dramatic increase in 8-track sales since the beginning of the year. **Inelco** has also entered the musicassette field with the release of 50 stereo cassettes.

**Apollo Music**, the publishing company of **Radio Tele Luxembourg**, has acquired Belgian rights to the new **Jefferson** record, "I Fell Flat on My Face." Original publisher is Britain's **Cyril Shane**. **Apollo** also has representation of the **Samantha Jones** song "Today Without You," published by **Page Full of Hits**. . . . Following the success of the double album by the **Chicago Transit Authority**, **CBS** has released "I'm a Man" as a single. . . . **Elaine Delmar**, winner of the **Press Prize** at this year's **Knokke Song Contest**, sang four numbers from her **CBS** album, "Sneakin' Up on You" at (Continued on page 71)

# HITS OF THE WORLD

Billboard

## ARGENTINA

(Courtesy Escalera a la Fama)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YO EN MI CASA, ELA EN EL BAR	Los Naufragos (CBS)—Melograf
2	2	LA EXTRANA DE LAS BOTAS ROSAS	La Joven Guardia (Vik)—*Dali (Philips)—Relay
3	4	LISA DAGLI OCCHI BLU	Mario Tessuto (CBS); Nicola Di Bari (RCA); *The Sound and Co. (Music Hall)—Milena Ediciones
4	3	LA VIDA CONTINUA/ELISA	*Sandro (CBS)—Ansa
5	7	LODI/BAD MOON RISING	Creedence Clearwater Revival (EMI); *Trio Galleta (Odeon)
6	6	CUENTAME	*Fedra and Maximilian (CBS); Formula V (Philips)—Korn
7	8	ROSEMARY	*Lito Nebbia (RCA)—Fermata
8	10	AYER AUN	*Carlos Javier Beltran (DiscJockey)—Korn
9	9	GREEN RIVER	Creedence Clearwater Revival (EMI); *Trio Galleta (Odeon)
10	5	PROUD MARY	Creedence Clearwater Revival (EMI); Tommy Roe (Produsa); *Formacion 2000 (Odeon)

## BRITAIN

(Courtesy Record Retailer)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUGAR SUGAR	Archies (RCA)—Don Kirshner Music
2	4	OH WELL	Fleetwood Mac (Reprise)—Fleetwood (Fleetwood Mac)
3	20	CALL ME NUMBER ONE	Tremeloes (CBS)—Gale (Mike Smith)
4	3	HE AIN'T HEAVY, HE'S MY BROTHER	*Hollies (Parlophone)—Cyril Shane (Ron Richards)
5	8	RETURN OR DJANGO/DOLLAR IN THE TEETH	Upsetters (US 301)
6	—	SOMETHING/COME TOGETHER	*Beatles (Parlophone)—Harrison/Northern (George Martin)
7	18	WONDERFUL WORLD/BEAUTIFUL PEOPLE	*Jimmy Cliff (Trojan)—Island (Leslie Kong & Larry Ellison)
8	13	LOVE'S BEEN GOOD TO ME	Frank Sinatra (Reprise)—Ambassador (Sonny Burke)
9	7	NOBODY'S CHILD	*Karen Young (Major Minor)—Acuff/Rose (Tommy Scott)
10	2	I'M GONNA MAKE YOU MINE	Lou Christie (Buddah)—Kama Sutra (Lou Christie)
11	12	DELTA LADY	Joe Cocker (Regal Zonophone)—Writers Workshop (Denny Cordell)
12	36	SWEET DREAM	*Jethro Tull (Chrysalis)—Chrysalis (Terry Ellis/Ian Anderson)
13	22	WHAT DOES IT TAKE	Junior Walker and the All Stars (Tama Motown)—Jobete/Carlin (Fuqua Bristol)
14	38	COLD TURKEY	*Plastic Ono Band (Apple)—Apple (John and Yoko)
15	6	I'LL NEVER FALL IN LOVE AGAIN	Bobbie Gentry (Capitol)—Blue Seas/Jac (Kelo Hertson)
16	5	SPACE ODDITY	David Bowie (BF 1801)—(Essex) Gus Dudgeon
17	31	THE LIQUIDATOR	*Harry J. All Stars (Trojan)—B and C (Harry Johnston)
18	10	BOY NAMED SUE	Johnny Cash (CBS)—Evil Eye (Bob Johnston)
19	45	RUBY DON'T TAKE YOUR LOVE TO TOWN	Kenny Rogers and the First Edition (Reprise)—Southern
20	9	JE T'AIME MOI NON PLUS	*Jane Birkin/Serge Gainsbourg (Major Minor)—Shapiro-Bernstein (Jack Baverstock)
21	23	LONG SHOT/KICK THE BUCKET	*Pioneers Rico (Trojan)
22	14	DO WHAT YOU GOTTA DO	Four Tops (Tama Motown)—Carlin (Four Tops)
23	—	BILJO	*Clodagh Rodgers (RCA)—Kangaroo (Kenny Young)
24	32	FOR ONCE IN MY LIFE	Dorothy Squirespt 267 (Jobete/Carlin)—Nicky Welsh
25	14	IT'S GETTING BETTER	Mama Cass (Stateside)—Screen Gems (Steve Barri)
26	16	BAD MOON RISING	Creedence Clearwater Revival (Liberty)—Burlington (John Fogerty)
27	11	LAY LADY LAY	Bob Dylan (CBS)—Big Sky (Bob Johnston)
28	49	TERESA	Joe Dolan (Pye)—Shaftesbury (Geoffrey Everitt)
29	50	I MISS YOU BABY	Mary Johnson (Tama Motown)—Jobete/Carlin (Marv Johnson)
30	17	GOOD MORNING STARSHINE	Oliver (CBS)—United Artist (Bob Crewe)

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
31	—	YESTER-ME, YESTER YOU, YESTERDAY	Stevie Wonder (Tama Motown)—Jobete/Carlin (Fuqua Bristol)
32	37	NO MULE'S FOOT	*Family (Reprise)—Dukes Lodge
33	19	DON'T FORGET TO REMEMBER	Bee Gees (Polydor)—Abigail (Stigwood Bee Gees)
34	24	EVERYBODY'S TALKING	Nilsson (RCA)—Coconut Grove/Third Story (Rick Jarrard)
35	25	AND THE SUN WILL SHINE	Jose Feliciano (RCA)—Abigail (Rick Jarrard)
36	—	ONION SONG	Marvin Gaye/Tammi Terrell (Tama Motown)—Jobete Carlin
37	39	PUT A LITTLE LOVE IN YOUR HEART	*Dave Clark Five (Columbia)—United Artists (Davis Clark)
38	27	PENNY ARCADE	Roy Orbison (London)—Milene (Wesley Rose)
39	—	HERE COMES THE STAR	*Herman Hermits (Columbia)—E.H. Morris (Mickie Most)
40	41	ROBINS RETURN	*Nevilles Dickie (Major Minor)—Music Associates (Norman Newell)
41	—	THE LEAVING (DURHAM TOWN)	*Roger Whither (Columbia)—Meyolico (Dennis Preston)
42	48	GIN GAN GOOLIE	*Scaffold (Parlophone)—Noel Gay (Norrie Paramor)
43	—	DEAL	*Pat Campbell (Major Minor)—Moss Rose—Tommy Scott
44	21	LOVE AT FIRST SIGHT	*Sounds Nice (Parlophone)—Shapiro-Bernstein (Gus Dudgeon)
45	—	PROUD MARY	Checkmates Ltd. (A&M)—Burlington (Phil Spector)
46	—	WINTER WORLD OF LOVE	*Engelbert Humperdinck (Decca)—Donna (Peter Sullivan)
47	—	GREEN RIVER	Creedence Clearwater Revival (Liberty)—Jon Dora (John Fogerty)
48	42	MY WAY	Frank Sinatra (Reprise)—Shapiro-Bernstein (Don Costa)
49	—	SAVED BY THE BELL	*Robin Gibb (Polydor)—Saharet (Robin Gibb)
50	—	MELTING POT	*Blue Mink (Philips)—Cookaway (Blue Mink)

## FINLAND

(Courtesy of INTRO)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KOSKAAN EI MUUTTUA SAA	(Adazio Carnivale)—*Pasi Kaunisto (Decca)—Fazer
2	2	IN THE YEAR 2525	Zager and Evans (RCA)—Fazer
3	4	ET VIELA TIIDA	(Lo mucho qu te quiero)—*Johnny (Scandia)—Scandia (Ed. Coda)
4	5	UNTA EN SAA	(Love Me Tonight)—*Eero (RCA)—Ed. Coda
5	3	ELOISE	*Tapani Kansa (Sonet)—Scandia
6	—	VUONNA 2525	(In the Year 2525)—Robin (Philips)—Fazer
7	7	LOVE ME TONIGHT	Tom Jones (Decca)—Ed. Coda
8	6	HONKY TONK WOMEN	Rolling Stones (Decca)
9	9	MAKE ME AN ISLAND	Joe Dolan (Pye)—Fazer
10	—	EI KAUNIMPAA	*Katri Helena (Top Voice)—Levysavel

## ITALY

(Courtesy Discografia Internazionale)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LO STRANIERO	Georga Moustahl (Polydor)
2	2	QUANTO T'AMO	Johnny Hallyday (Philips)
3	3	SOME VELVET MORNING	Vanilla Fudge (Atlantic)
4	4	LADY MARY	David Alexandre Winter (Sil)
5	5	IL PRIMO GIORNO DI PRIMAVERA	Dik Dik (Ricordi)
6	6	ROSE ROSSE	Massimo Ranieri (CGD)
7	7	PENSIERO D'AMORE	Mal (RCA)
8	8	NON CREDERE	Mira (PDU)
9	9	UNA SPINA UNA ROSA	Tony Del Monaco (Ricordi)
10	10	COME TOGETHER	Beatles (Apple)
11	11	NON E' UNA FESTA	Little Tony (Durium)
12	12	TOMORROW	Bee Gees (Polydor)
13	13	NON VOGLIO INNAMORARMI PIU'	(Belinda)—Gianni Morandi (RCA)
14	14	IN THE YEAR 2525	Zager and Evans (RCA)
15	15	LADY MARY	Dalida (Barclay)
16	16	SOLI SIMUORE	Patrick Samson (Carosello)
17	17	30, 60, 90	Willie Mitchell (London)
18	18	CHE MALE FA LA GELOSIA	Nada (RCA)
19	19	SAVED BY THE BELL	Robin Gibb (Polydor)
20	20	INSEME A LEI	L. Gens (DTP)
21	21	SENZA TE	Eric Charden (H Nil)
22	22	VAI VIA COSA VUOI	I. Nomadi (Somo)
23	23	POMENIGGIO ORE SEA	Equipe 84 (Ricordi)
24	24	PULCINELLA	Sergio Leonardi (CGD)
25	25	NOI OI AMIAMO	I. Protagonisti (RCA)

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	NINGYO NO IE	*Hiroya Mieko (Columbia)—Watanabe
2	2	AI NO KASEKI	*Asaoka Ruriko (Teichiku)—Ishihara
3	3	IKEBUKURO NO YORU	*Aoe Mina (Victor)—Zen-On
4	7	ANATA NO KOKORO NI	*Nakayama Chinatsu (Victor) S & T
5	4	IN THE YEAR 2525	Zager and Evans (RCA)—Shinko
6	8	MAYONAKA NO GUITAR	*Chiga Kaoru (Columbia)—Amato Geimo
7	9	HANA TO NAMIDA	*Mori Shin-ichi (Victor)—Watanabe
8	5	IHA NAINO SHAWASE NARABA	*Sagata Naomi (Victor)—All Staff
9	6	KANASHIMI WA KAKEASHI DE YATTE KURU	*Anne Mariko (Victor)—World Music
10	15	KOI DOROBO	*Okamura Chiyoko (Toshiba)—Watanabe
11	12	SHOWA BLUES	*Bluebell Singers (Polydor)—Shogakukan
12	21	EARLY IN THE MORNING	Cliff Richard (Odeon)—Revue Japan
13	—	KURONOKO NO TANGO	*Minakawa Osamu (Philips)—Suiseisha
14	11	MAGOKORO	*Moriyama Ryoko (Philips)—Shinko
15	23	AIME CEUX QUI T'AIMENT	Daniel Vidal (Seven-Seas)
16	10	LOVE ME TONIGHT	Tom Jones (London)—Revue Japan
17	17	NAMIDA DE INO	*Mayuzumi Jun (Toshiba)—Ishihara
18	22	YORU TO ASA NO AIDA NI	*Peter (CBS Sony)—April
19	16	KYO KARA ANATA TO	*Ishida Ayumi (Columbia)—Nichion
20	13	ONNA	*Mori Shin-ichi (Victor)—Watanabe

## MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	PROUD MARY	Spiral Starecase (CBS)
2	4	I'LL NEVER FALL IN LOVE AGAIN	Bobbie Gentry (Capitol)
3	8	SUNSHINE RED WINE	Crazy Elephant (Stateside)
4	2	THROW DOWN A LINE	Cliff and Hank (Columbia)
5	7	MOVE OVER	Steppenwolf (Stateside)
6	10	HARE KRISHNA MAHTRA	Radha Krishna Temple (Apple)
7	5	DON'T FORGET TO REMEMBER	Bee Gees (Polydor)
8	—	SOMETHING	Beatles (Apple)
9	6	THIS GIRL IS A WOMAN NOW	Gary Puckett and the Union Gap (CBS)
10	—	BAD MOON RISING	Creedence Clearwater Revival (Liberty)

## MEXICO

This Week	Last Week	Title	Artist
1	1	AZUCAR, AZUCAR	(Sugar, Sugar)—Archies (RCA)
2	5	HERIDO (I've Been Hurt)	Bill Deal and Rhondels (Polydor)
3	3	ORGULLOSA MARIA	(Proud Mary)—Creedence Clearwater (Liberty)
4	2	TE VI LLORANDO	Marco Antonio Vazquez (Peerless)
5	4	ME QUIERO CASAR	CONFIGO—Roberto Carlos (CBS)
6	6	RIO VERDE	(Green River)—Creedence Clearwater (Liberty)
7	7	AMOR DE ESTUDIANTE	Roberto Jordan (RCA)
8	—	NO CAMINES EN LA LLUVIA	(Don't Walk in the Rain)—Turtles (London)
9	—	MI VIEJO	Alberto Vazquez (Musart); Piero (CBS)
10	—	TU CAMINO Y EL MIO	Vicente Fernandez (CBS)

## NEW ZEALAND

(Courtesy New Zealand Broadcasting)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	RAIN AND TEARS	*Hi-Revinig Tongues (Zodiac)
2	2	SAINT PAUL	*Shane (HMV)
3	1	SAVED BY THE BELL	Robin Gibb (Spin)
4	4	WAIT FOR ME MARY-ANNE	*Dedication (Polydor)
5	8	MISS YOU BABY	*Chicks (Polydor)
6	6	I'LL SING YOU A SONG	*Fourmyla (HMV)
7	7	GOOD MORNING STARSHINE	Oliver (CBS)
8	5	THE HUNT	*Larry Morris (Impact)
9	—	RAIN	Jose Feliciano (RCA)
10	—	SOMETHING	Beatles (Apple)

## PHILIPPINES

This Week	Last Week	Title	Artist
1	1	YESTERDAY I HEARD THE RAIN	Dionne Warwick (Scepter)—Mareco
2	2	IN THE YEAR 2525	Zager & Evans (RCA Victor)—Philippines
3	6	WHEN SOMEBODY CARES FOR YOU	Soundtrack from "The Big Bounce"—Warner Bros.—Mareco
4	3	SUGAR, SUGAR	Archies (RCA Victor)—Philippines
5	8	NANCY'S THEME	Soundtrack from "The Big Bounce"—(Warner Bros.)—Mareco
6	4	THE WAY IT USED TO BE	Jerry Vale (CBS)—Mareco
7	—	I'LL NEVER FALL IN LOVE AGAIN	Jack Jones (RCA Victor)—Philippines
8	5	SING A SIMPLE SONG	Sly and the Family Stone (Epic)—Mareco
9	7	LOVE THEME FROM ROMEO AND JULIET	Henry Mancini and His Orchestra (RCA Victor)—Philippines
10	—	OUR DAY WILL COME	Spiral Starecase (CBS)—Mareco

## SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	2	THROW DOWN A LINE	Cliff and Hank (Columbia)
2	3	MOVE OVER	Steppenwolf (Stateside)
3	1	SAVED BY THE BELL	Robin Gibb (Polydor)
4	7	BIRTHDAY	Underground Sunshine (Fontana)
5	8	I'D WAIT A MILLION YEARS	Grassroots (Stateside)
6	4	CONVERSATIONS	Cilla Black (Parlophone)
7	—	BAD MOON RISING	Creedence Clearwater Revival (Liberty)
8	—	SUGAR, SUGAR	Archies (RCA)
9	5	IN THE YEAR 2525	Zager and Evans (RCA)
10	6	BRINGING ON BACK THE GOOD TIMES	Love Affair (CBS)

## SOUTH AFRICA

(Courtesy Springbok Radio, EMI)

This Week	Last Week	Title	Artist
1	1	DON'T FORGET TO REMEMBER	Bee Gees (Polydor)—Belinda (Jib) (Trutone)
2	5	SUSPICIOUS MINDS	Elvis Presley (RCA)—Essex Music (Teal)
3	3	CRY TO ME	Staccatos (Nem)—Billy Forrest Production—R. Mellin (Trutone)
4	4	LA DE DOO DOWN DOWN	Archies (RAC)—Don Kirschner Laetree (Teal)
5	2	SOUL DEEP	Box Tops (Stateside)—Earl Barton Music (EMI)
6	—	WHO'S THAT GIRL	Bats (CBS)—GRPC (GRC)
7	7	GREEN RIVER	Creedence Clearwater Revival (Liberty)—Debut of California—MPA (Teal)
8	6	PUT A LITTLE LOVE IN YOUR HEART	Jackie De Shannon (Imperial)—United Artists Laetree (Teal)
9	10	VIVA BOBBY JOE	Ed Kassner (S.A.) (Gallo) (Continental)—Ed Kassner—Diamond (MCA)—Tommy Coghill—Tom Catlan & Neil Diamond—Stonebridge (Gallo)

From The Music Capitals of the World

Continued from page 70

the closing gala of the Antwerp Radio and TV Fair. . . . First recording on Polydor by the Ensemble d'Archets Eugene Ysaye features world premieres of works by J. M. Leclair and R. De Lassus. . . . Inelco has released eight budget albums from the MCA catalog featuring Buddy Holly, Sammy Davis Jr., Earl Grant, Brenda Lee, Mitch Miller, Burl Ives, Count Basie and Louis Armstrong. In the country field, Inelco has released MCA albums by Rick Nelson, Bill Phillips, Jimmy Martin, Conway Twitty, Loretta Lynn and Patsy Cline. . . . "Stop the Machine," by the Mee-Op Singers (HMV), published by Primavera, has been released on DiscAZ in Holland and France. . . . Important local album releases

## SPAIN

(Courtesy of El Gran Musical)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	IN THE YEAR 2525	Zager and Evans (RCA)—Ediciones Essex Espanola
2	4	SUGAR, SUGAR	Archies (RCA)—Grupo Editorial Armonico
3	2	IN THE GHETTO	Elvis Presley (RCA)
4	5	NO PUEDO QUITAR MIS OJOS DE TI	(In Spanish)—Matt Monro (Odeon)—Canciones del Mundo
5	6	HONKY TONK WOMEN	Rolling Stones (Columbia)—Ediciones Essex Espanola
6	3	LA CHARANGA	*Juan Pardo (Zafiro)—Ediciones Universal Zafiro
7	8	MARIA ISABEL	*Los Payos (Hispavox)—Ediciones Musicales Hispavox
8	9	BUSCA UN AMOR	Formula V (Fonogram)—Ediciones Universal Zafiro
9	—	LA MANANA	(In Spanish)—Al Bano (Odeon)—Ediciones Gramofono Odeon
10	—	EL TIEMPO VUELA	*Los Pekenikes (Hispanavox)—Chappel Iberica

## SWITZERLAND

(Courtesy Radio Basel)

This Week	Last Week	Title	Artist
1	1	GRUEZI WOHL, FRAU SHRNIMAA	Die Minstrels (Columbia)
2	3	COME TOGETHER	Beatles (Apple)—Northern Songs (NCB)
3	5	SUGAR, SUGAR	Archies (RCA)—Kirschner
4	9	VENUS	Shocking Blue (Metronome)—Pink Elephant Master
5	4	LOOKY LOOKY	Giorgio (Hansa)
6			





*Engelbert Humperdinck*

*A single for the new season*

*"Winter World Of Love"*

40044



Producer: Peter Sullivan for  
Gordon Mills Productions

Composed by Les Reed and Barry Mason

Television: ABC-TV Special:  
"The Engelbert Humperdinck Show"  
Monday December 2nd 10-11pm E.S.T.

# Spotlight Singles

NUMBER OF  
SINGLES REVIEWED

THIS WEEK  
146

LAST WEEK  
154

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart

## TOP 20 POP SPOTLIGHT

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

### THE ARCHIES—JINGLE JANGLE

(Prod. Jeff Barry) (Writers: Barry-Kim) (Don Kirshner, BMI)—The million-seller, "Sugar, Sugar" group strikes back with equal sales potency in this blockbuster bubblegum swinger penned by Jeff Barry and Andy Kim. Flip: "Justine" (Don Kirshner, BMI). Kirshner 63-5002

### THE TOKENS—SHE LETS HER HAIR DOWN (Early in the Morning)

(Prod. The Tokens) (Writers: Vance-Carr) (Moon Beam, ASCAP)—The Clairou commercial, now making noise via the Gene Pitney version, serves as a powerful piece of material for the Tokens in their move to the label. Loaded with Top 40 appeal. Flip: (No Information Available). Buddah 151

### \*ELVIS PRESLEY—DON'T CRY DADDY

(Writer: Davis) (Gladys/B-n-B, ASCAP)—His "Suspicious Minds" brought Elvis back to the No. 1 chart spot! This compelling rhythm ballad with potent lyric line offers much of that play and sales power. Flip: "Rubber-neckin'" (Elvis Presley, BMI). RCA 47-9768

## TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

### ENGELBERT HUMPERDINCK— WINTER WORLD OF LOVE

(Prod. Peter Sullivan) (Writers: Reed-Mason) (Donna, ASCAP)—This ballad beauty, penned by Les Reed and Barry Mason, offers still more sales and chart potency than his recent "I'm a Better Man." Top performance... one of his most commercial. Flip: "Take My Heart" (Northern, ASCAP). Parrot 40044

### WILSON PICKETT—YOU KEEP ME HANGING ON

(Prod. W. Pickett & D. Crawford) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—A hit twice, by the Supremes and later the Vanilla Fudge, now Pickett's soulful, emotion-packed reading makes it a contender again—both pop and soul chart action. Flip: (No Information Available). Atlantic 2682

### JOE COCKER—SHE CAME IN THROUGH THE BATHROOM WINDOW

(Prod. Denny Cordell & Leon Russell) (Writers: Lennon-McCartney) (Maclen, BMI)—The Beatles rocker serves as strong material for Cocker to quickly surpass the sales and chart action of his "Delta Lady." Flip: "Change in Louise" (Tro-Andover, ASCAP). A&M 1147

### WIND—TEENYBOPPER

(Prod. Paul Naumann-Bo Gentry) (Writers: Gentry-Bloom) (Love Songs-Cheeseburger, BMI)—Group broke with chart and sales impact in their first entry "Make Believe." The follow-up is a driving rocker with much of the potency of the initial outing. Flip: "I'll Hold Out My Hand" (Blackwood, BMI). Life 202

### THE METERS—LOOK-KA PY PY

(Prod. Marshall Sehorn & Allen R. Toussaint) (Writers: Nocentelli-Porter-Neville-Modeliste) (Marsaint, BMI)—The "Cissy Strut" gang is back with a solid beat dance number certain to run them up the Hot 100 and Soul Charts. Flip: (No Information Available). Josie 1015

### THE SHOCKING BLUE—VENUS

(Prod. Pink Elephant-Red Bullet Prod'n) (Writer: Leeuwen) (Fat Zach, BMI)—This record is sweeping Europe and it's easy to see why. With its raunchy beat and solid vocal performance, it will hit here with potent sales and chart action. Flip: (No Information Available). Colossus 108

### LAURA NYRO—TIME AND LOVE

(Prod. Laura Nyro & Roy Halee) (Writer: Nyro) (Tuna Fish, BMI)—With three of her songs currently riding in the top 20 of the Hot 100, she will make an impact on the chart with her own earthy composition. Watch this one! Flip: "The Mand Who Sends Me Home" (Tuna Fish, BMI). Columbia 4-45041

### CRAZY ELEPHANT— THERE'S A BETTER DAY A COMIN' (Na, Na, Na, Na)

(Prod. J. Katz, J. Kasenetz, R. Cordell, S. Charles & G. Edwards) (Writers: Cordell-Kasenetz-Katz) (Kaskat/Dragoon, BMI)—The "Gimme Gimme Good Lovin'" group swings back with a potent rocker that never lets up. This is the one to put them back up the chart in short order. Flip: "Space Buggy" (Kaskat/Dragoon, BMI). Bell B46

### \*HERMAN'S HERMITS—HERE COMES THE STAR

(Writer: Young) (Wren, BMI)—This version of the much recorded international hit is a fine change of pace for the British group and should take Hot 100 chart honors. Currently on the British chart, this is one of their strongest entries in some time. Flip: "It's Alright Now" (Noma/Enquiry/High Count, BMI). MGM 14100

### SPIRAL STARECASE—SHE'S READY

(Prod. Sonny Knight) (Writers: Sherrill-Sutton) (Algee, BMI)—This catchy easy-beat rocker has much of the appeal of the group's "More Today Than Yesterday" smash and should travel along a similar chart route. Flip: "Judas to the Love We Knew" (Spiral, BMI). Columbia 4-45048

### LEE HAZLEWOOD—TROUBLE MAKER

(Prod. Lee Hazlewood) (Writers: Summerville-Belland) (Landville, ASCAP)—The controversy surrounding the lyric about a discontented youth who might be a saviour should hit with impact for play and sales. Top vocal workout. Label handled by Amos Records. Flip: "Greyhound Bus Depot" (Attache, BMI). LHI 20

### JOE JEFFREY—HEY HEY WOMAN

(Prod. Chips Moman, Jerry Meyers & Alan Klein) (Writers: Christopher-West) (Press, BMI)—Pulsating, driving blues swinger will prove another important chart item for Jeffrey. Top vocal workout and Glenn Spreen arrangement. Flip: "The Change of Loving You" (Wednesday Morning, BMI). Wand 11213

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

RAY STEVENS—Have a Little Talk With Myself (Prod. Jim Malloy & Ray Stevens) (Writer: Stevens) (Ahab, BMI)—Following up his "Sunday Mornin' Comin' Down," Stevens has a winner in the infectious rhythm item that will put him back on the charts—pop and country. Monument 1171

MONGO SANTAMARIA—Feeling Alright (Prod. Tom Dowd) (Writer: Mason) (Almo, ASCAP)—Santamaria's move to the label is a strong one in this solid beat swinger that could easily prove a left-field smash. Atlantic 2689

TERRY WILLIAMS—Baby Without You (Prod. Jimmy Bowen) (Writer: Settle) (The First Edition Prod'ns, BMI)—Williams of the First Edition group, comes up with a solo winner in this strong Mike Settle rhythm ballad. Top material and performance. Reprise 0874

BOB DARIN—Baby May (Prod. Maher, Dennis & Amato) (Writer: Darin) (TM, BMI)—The Darin label is now distributed by Commonwealth-United. This Darin entry is a potent piece of rock-ballad material with strong lyric line. Much potential here. Direction 4001

THE RARE EARTH—Generation (Light Up the Sky) (Writers: Zesses-Fekaris-Verdi) (Jobete/Legation, BMI)—The new label, part of Motown, comes up with what should prove an important chart and sales item. Strong rocker and lyric. Rare Earth 5010

\*HERE COMES THE STAR—(Writer: Young) (Wren, BMI)—ROSS D. WYLIE (Prod. Bob Foster) A&M 1133 / FRANKIE AVALON (Prod. Jimmy Bowen) Amos 127—Two potentially strong versions of the international hit. Wylie's disk is a smash in Australia, while Avalon's interpretation is one of his strongest entries in some time.

\*CONNIE FRANCIS—Zingara (Prod. Les Reed) (Writer: Gypsy) (W-7, ASCAP)—First prize winner of the 1969 San Remo Festival, the ballad beauty serves as strong material for the powerful Francis voice. MGM 14091

FIVE BY FIVE—Penthouse Pauper (Prod. Gene Kent) (Writer: Fogerty) (Jondora, BMI)—Hard driving blues rocker offers much for play, sales and chart action. Wild vocal workout. Paula 326

KIM WESTON—Danger, Heartbreak Ahead (Prod. Mickey Stevenson & Clarence Paul) (Writers: Stevenson-Hunter) (Jobete, BMI)—The new West Coast based label offers much potency here—both pop and soul with the top stylist's first entry. People 1001

\*QUINCY JONES—Oh Happy Day (Prod. Creed Taylor) (Writer: Hawkins) (Kama Ripa/E. R. Hawkins, ASCAP)—Culled from his current hit LP, Jones has a winner in this strong and tasty instrumental treatment of the Hawkins Singers smash. Much potential here. A&M 1139

SHANE MARTIN—Something Beautiful Is Gone (Prod. Jay Darrow) (Writers: Darrow-Shane) (Famous, ASCAP)—Strong rock ballad with top vocal work has all the ingredients to put Martin on the Hot 100. Good, commercial outing. Epic 5-10552

GEOFFREY STEVENS—Grant Street Church (Prod. Al Schmitt) (Writer: Stevens) (Jona Pooh/Avemb Songs, BMI)—New, fresh vocal sound that could establish the newcomer and the label on the chart. Strong rock ballad, original material and a potent performance. Avco Embassy 4512

JIMMY HELMS—Your Past is Beginning to Show (My Love) (Prod. Dallas Smith) (Writer: Greaves) (Racle/Old World, BMI)—The R. B. Greaves driving material is delivered in a winning treatment that has all the earmarks of an important chart item—pop and soul. Oracle 1004

ITHACA—Bow Down (To the Dollar) (Prod. Larry Weiss) (Writer: Weiss) (Larry Weiss, ASCAP)—Biting lyric, strongly supported by a driving rock beat is loaded with underground and Top 40 possibilities. Powerful vocal workout. Vanguard 35100

THE FOREVER MORE—Back in the States Again (Prod. Ray Singer & Simon Napier-Bell) (Writer: Travis) (Dunbar, BMI)—Debut for the British-based group is loaded with play and sales appeal. Strong rock material and lyric with an equally strong performance. Watch out for this one! RCA 74-0277

\*CY COLEMAN—Russian Roulette (Prod. Cy Coleman) (Writer: Coleman) (Notable, ASCAP)—Infectious and clever instrumental entry that should put Coleman on the charts—pop and Easy Listening. Notable 1102

WILLIE HUTCH—When a Boy Falls in Love (Part 2) (Prod. John Florez) (Writers: Cooke-Lavert) (Kags, BMI)—Powerful blues ballad, could easily prove a giant! Exceptional performance. RCA 74-0294

## TOP 20 COUNTRY

### COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

### LINDA GAIL LEWIS & JERRY LEE LEWIS— ROLL OVER BEETHOVEN

(Prod. Jerry Kennedy) (Writer: Berry) (Arc, BMI)—Their "Don't Let Me Cross Over" duet took them into the Top 10 and this rocking-country treatment of the Chuck Berry classic offers equal sales potential. Vocal and piano performance are tops. Flip: "Secret Places" (DeCapo, BMI). Smash 2254

### DOTTIE WEST & DON GIBSON— THERE'S A STORY (Goin' Round)

(Prod. Danny Davis) (Writer: Gibson) (Acuff-Rose, BMI)—The "Sweet Memories" duo come back strong with this fine Don Gibson rhythm ballad. Certain to take them right back up the chart in short order. Flip: "Lock Stock and Teardrops" (Tree, BMI). RCA 74-0291

### BILLY WALKER—THINKING 'BOUT YOU BABE

(Prod. Fred Foster) (Writer: Howard) (Wilderness, BMI)—A sure chart topper for his recent "Better Homes and Gardens" hit is this easy rhythm ballad from the pen of Harlan Howard. First rate: Walker reading. Flip: (No Information Available). Monument 1174

### SKEETER DAVIS—I'M A LOVER (Not a Fighter)

(Prod. Ronny Light) (Writer: Light) (Crestmoor, BMI)—Here's just the potent rhythm item the fine stylist needed to spiral her up the chart. Watch this infectious winner go! Flip: "I Didn't Cry Today" (Crestmoor, BMI). RCA 74-0292

### JUNE STEARNS— DRIFTING TOO FAR (From Your Arms)

(Prod. Frank Jones) (Writer: McAlpin) (Acclaim, BMI)—The country blues-ballad material of Vic McAlpin, delivered in an exceptional soulful performance is a sure fire winner for top chart honors. Potent entry. Flip: "He Was a Carpenter" (Tree, BMI). Columbia 4-45042

## CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

LINDA MARTELL—Before the Next Teardrop Falls (Shelby Singleton, BMI). PLANTATION 35  
JOHNNY CARVER—Willie and the Hand Jive (Eldorado, BMI). IMPERIAL 66423  
DUANE DEE—A Mighty Fortress Is Our Love (Al Gallico, BMI). CAPITOL 2686  
J. DAVID SLOAN—Angeline (Acuff-Rose, BMI). STARDAY 881  
LAWANDA LINDSEY—Partly Bill (Sue-Mir, ASCAP). CHART 5042  
GEORGE LINDSEY—Freaked Out (Blue Book/Tree, BMI). CAPITOL 2685  
RITA FAYE—Follow It (Passkey, BMI). STOP 353  
SNUFFY MILLER—I Sure Do Enjoy Lovin' You (Stallion, BMI). STOP 351

## TOP 20 SOUL

### SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING SOUL SINGLES Chart

### BETHEA, THE MASKED MAN AND THE AGENTS— ONE EYE DOG IN A MEAT HOUSE

(Writer: H. Bethea) (Catalogue/Den, BMI)—Those wild "One Eyed Jacks" swingers are back with a blockbuster that should have no trouble climbing right up the soul chart and spilling over to pop. Flip: "Never Would Have Made It" (Catalogue/Den, BMI). Dynamo 141

### RUBY ANDREWS—ALL THE WAY

(Prod. Eaton Knight Bridges) (Writer: Williams) (Ric-Well, ASCAP)—This is the easy beat swinging ballad she needed to put her back up the charts. Loaded with chart and sales potential. Flip: "Help Yourself" (Ric-Well, ASCAP). Zodiac 1016

## CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

TOMMY STRAND—Funky Way to Treat Somebody (Milen, BMI). FAME 1462  
FREDA PAYNE—The Unhooked Generation (Gold Forever, BMI). INVICTUS 9073  
HOWARD TATE—Have You Ever Had the Blues (Lloyd & Logan, BMI). TURNTABLE 1020  
JUDY WHITE—Vacuum Cleaner (Triple 3, BMI). T NECK 911  
JERRY-O—Popcorn-Boo-Ga-Loo, Pt. 1 (Boo-ga-Loo & Lovelane, BMI). BOO-GA-LOO 104  
THE MANHATTANS—It's Gonna Take a Lot to Bring Me Back (Zira, BMI). DELUXE 115  
DEE IRWIN—Cherish (Beechwood, BMI). IMPERIAL 66420  
CHUCK BRIDGES and the L.A. HAPPENING—Keep Your Faith Baby (Zeus, BMI). VAULT 958  
DIZZY GILLESPIE—Soul Kiss-Part 1 (N'Bani/Popdraw, ASCAP). PERCEPTION 1  
JACKIE THOMPSON—Got to Right the Wrongs (Blackwood, BMI). COLUMBIA 4-45039  
DON NERO and the FULL FLAVOUR—That Reminds Me of You (Monster/Darrell Glenn, ASCAP). SHOW BIZ 229  
BILL CODAY—Sixty Minute Teaser, Pt. 2 (Ordona, BMI). CRAJON 48202  
CAROLYN BASLEY—River's Invitation (Inviting Me to Jump In) (Unart/Placid, BMI). MINIT 32083  
PEGGY GAINES—Just to Satisfy My Baby (Tennessee/Jarrett/Doorway, BMI). REF-O-REE 711  
ROMAN & ARTHUR GRISWOLD & the ORGANICS—Daddy, Daddy, Pt. 1 (Trianon, BMI). FORTUNE 872  
RAY (the Rev.) PETTIS—Hello There Pretty Baby (Insound, BMI). DEE DEE 3903

NOVEMBER 22, 1969, BILLBOARD

**'SPACE'  
MODERN JAZZ  
QUARTET**

# TOP LP'S

FOR WEEK ENDING NOVEMBER 22, 1969

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
6	1	1	<b>BEATLES</b> Abbey Road Apple SO 383					
3	15	★	<b>LED ZEPPELIN II</b> Atlantic SD 8236					
11	2	3	<b>CREEDENCE CLEARWATER REVIVAL</b> Green River Fantasy 8393					
11	4	4	<b>SANTANA</b> Columbia CS 9781		NA			
7	5	5	<b>JANIS JOPLIN</b> I've Got Dem Ol' Kozmic Blues Again Mama Columbia KCS 9913					
7	8	6	<b>TEMPTATIONS</b> Puzzle People Gordy GS 949	NA	NA	NA		
21	3	7	<b>JOHNNY CASH</b> At San Quentin Columbia CS 9827					
22	6	8	<b>CROSBY/STILLS/NASH</b> Atlantic SD 8216					
2	24	★	<b>TOM JONES</b> Live in Las Vegas Parrot PAS 71031					
15	9	10	<b>BLIND FAITH</b> Atlantic SD 33-304 A/B					
43	10	11	<b>BLOOD, SWEAT &amp; TEARS</b> Columbia CS 9720					
71	12	12	<b>IRON BUTTERFLY</b> In-A-Gadda-Da-Vida Atco SD 33-250					
12	14	13	<b>SOUNDTRACK</b> Easy Rider Dunhill DSX 50063 (Tapes Reprise 8 RM 2026)					
11	7	14	<b>ROLLING STONES</b> Through the Past Darkly (Big Hits, Vol. 2) London NPS 3					
20	11	15	<b>ISAAC HAYES</b> Hot Buttered Soul Enterprise ENS 1001					
6	13	16	<b>THE BAND</b> Capitol STAO 132					
77	17	17	<b>ARLO GUTHRIE</b> Alice's Restaurant Reprise RS 6267					
8	22	★	<b>A GROUP CALLED SMITH</b> Dunhill DS 50056					
24	18	19	<b>TOM JONES</b> This Is Parrot PAS 71028					
69	21	20	<b>ORIGINAL CAST</b> Hair RCA Victor LOC 1150 (M); LSO 1150 (S)		NA			
19	16	21	<b>BEST OF THE CREAM</b> Atco SD 291					
10	19	22	<b>GLEN CAMPBELL</b> "Live" Capitol STBO 268					
16	23	23	<b>SOUNDTRACK</b> Midnight Cowboy United Artists UAS 5198		NA			
41	25	24	<b>LED ZEPPELIN</b> Atlantic SD 8216					
7	20	★	<b>JETHRO TULL</b> Stand Up Reprise RS 6360					
4	45	26	<b>CHARLEY PRIDE</b> The Best of RCA Victor LSP 4223		NA	NA		
30	27	27	<b>BOB DYLAN</b> Nashville Skyline Columbia KCS 9825					
5	31	28	<b>DIANA ROSS &amp; THE SUPREMES &amp; THE TEMPTATIONS</b> Together Motown MS 692		NA			
20	28	29	<b>THREE DOG NIGHT</b> Suitable for Framing Dunhill DS 50059					
3	66	★	<b>BOBBY SHERMAN</b> Little Woman Metromedia MS 1014		NA	NA		
3	183	★	<b>ANDY WILLIAMS</b> Get Together With Columbia CS 9922					
4	54	★	<b>DIONNE WARWICK</b> Greatest Hits, Vol. 2 Scepter SPS 577					
4	43	★	<b>LAURA NYRO</b> New York Tendaberry Columbia KCS 9737					
12	39	★	<b>LETTERMEN</b> Hurt So Bad Capitol ST 2690					
42	33	35	<b>SOUNDTRACK</b> Romeo & Juliet Capitol ST 2993					

★ STAR PERFORMER - LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.  
NA Not Available

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
17	29	36	<b>JIMI HENDRIX EXPERIENCE</b> Smash Hits Reprise MS 2025					
26	37	37	<b>FIFTH DIMENSION</b> Age of Aquarius Saul City SCS 92005					
5	38	38	<b>VANILLA FUDGE</b> Rock 'n' Roll Atco SD 33-303					
7	35	39	<b>GRAND FUNK RAILROAD</b> On Time Capitol ST 307		NA	NA		
7	34	40	<b>STEVIE WONDER</b> My Cherie Amour Tamla TS 296		NA	NA		
8	42	41	<b>JERRY BUTLER</b> Ice on Ice Mercury SR 61234					
16	26	42	<b>DOORS</b> Soft Parade Elektra EKS 75005					
11	36	43	<b>ONOVAN</b> Barabajagal Epic BN 26481					
13	41	44	<b>TEN YEARS AFTER</b> Sssssh Deram DES 18029					
18	30	45	<b>BEST OF THE BEE GEES</b> Atco SD 33-292					
1	-	★	<b>JEFFERSON AIRPLANE</b> Volunteers RCA Victor LSP 4238		NA	NA		
24	47	47	<b>IT'S A BEAUTIFUL DAY</b> Columbia CS 9753		NA	NA		
1	-	★	<b>JOE COCKER!</b> A&M SP 4224		NA	NA	NA	NA
31	49	49	<b>SLY &amp; THE FAMILY STONE</b> Stand Epic BN 26456					
12	50	50	<b>JAMES BROWN</b> It's a Mother King 1063					
42	51	51	<b>CREEDENCE CLEARWATER REVIVAL</b> Bayou Country Fantasy 8387					
7	60	52	<b>KENNY ROGERS &amp; THE FIRST EDITION</b> Ruby, Don't Take Your Lovè to Town Reprise RS 6352					
12	53	53	<b>LEE MICHAELS</b> A&M SP 4199					
17	46	54	<b>OLIVER</b> Good Morning Starshine Crewe CR 1333					
5	55	55	<b>JACK BRUCE</b> Songs for a Tailor Atco SD 33-306					
10	32	56	<b>JOHN MAYALL</b> Turning Point Polydor 4004					
12	40	57	<b>TAMMY WYNETTE</b> Tammy's Greatest Hits Epic BN 26486					
76	58	58	<b>JOHNNY CASH</b> At Folsom Prison Columbia CS 9639					
10	48	59	<b>FLOCK</b> Columbia CS 9911		NA	NA	NA	
5	76	★	<b>SOUNDTRACK</b> Paint Your Wagon Paramount PMS 1001					
5	72	★	<b>ARLO GUTHRIE</b> Runnin' Down the Road Reprise RS 6346					
28	57	★	<b>CHICAGO TRANSIT AUTHORITY</b> Columbia GP 8		NA	NA		
25	44	63	<b>WHO</b> Tommy Decca DXSW 7205		NA	NA		
6	68	64	<b>O. C. SMITH</b> At Home Columbia CS 9908					
37	65	65	<b>TOM JONES</b> Live Parrot PAS 71014					
67	62	66	<b>TOM JONES</b> Fever Zone Parrot PAS 71019					
10	52	67	<b>JOHNNY MATHIS</b> Love Theme From Romeo & Juliet Columbia CS 9909					
12	64	68	<b>FRANK SINATRA</b> A Man Alone Reprise FS 1030					
14	78	69	<b>DELLS</b> Love Is Blue Cadet LPS 829					
30	69	70	<b>HENRY MANCINI &amp; HIS ORK</b> A Warm Shade of Ivory RCA Victor LSP 4140 (S)					

Artist and or Selection featured on "The Music Scene" this week, ABC-TV Network. Those in black were featured on past programs.

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
40	59	71	<b>DONOVAN</b> Greatest Hits Epic BKN 26439					
16	67	72	<b>SMOKEY ROBINSON &amp; THE MIRACLES</b> Time Out for Tamla TS 295					
72	74	73	<b>SOUNDTRACK</b> 2001: A Space Odyssey MGM SIE 13					
10	56	74	<b>JUDY COLLINS</b> Recollections Elektra EKS 74055					
8	61	75	<b>ASSOCIATION</b> Warner Bros.-Seven Arts WS 1800					
27	71	76	<b>HERBIE MANN</b> Memphis Underground Atlantic SD 1522					
19	63	77	<b>ARETHA FRANKLIN</b> Aretha's Gold Atlantic SD 8227					
6	85	78	<b>SOUNDTRACK</b> Alice's Restaurant United Artists UAS 5195				NA	NA
11	82	79	<b>ARCHIES</b> Everything's Archies Calendar KES 103				NA	
22	80	80	<b>THE SENSATIONAL CHARLEY PRIDE</b> RCA Victor LSP 4153					
9	70	81	<b>MAMAS &amp; PAPAS</b> 16 of Their Greatest Hits Dunhill DS 50064					
44	75	82	<b>THREE DOG NIGHT</b> Dunhill DS 50048					
6	86	83	<b>SONNY JAMES</b> The Astrodome Presents Capitol ST 320					NA
5	84	84	<b>GLADYS KNIGHT &amp; THE PIPS</b> Nitty Gritty Soul 713				NA	
30	88	85	<b>JOHNNY CASH</b> Greatest Hits Columbia CS 9478					NA
14	79	86	<b>SPOOKY TOOTH</b> Spooky Two A&M SP 4194					
48	73	87	<b>SOUNDTRACK</b> Oliver Colgems COSD 5501					
21	77	88	<b>JOSE FELICIANO</b> Feliciano/10 to 23 RCA Victor LSP 4185				NA	
26	87	89	<b>MOODY BLUES</b> On the Threshold of a Dream Deram DES 18025					
12	83	90	<b>BILL COSBY</b> Best of Warner Bros.-Seven Arts WS 1789					
8	105	91	<b>DEAN MARTIN</b> I Take a Lot of Pride in What I Am Reprise RS 6338					
8	93	92	<b>GUESS WHO</b> Canned Wheat Packed By RCA Victor LSP 4157				NA	NA
15	103	93	<b>DIONNE WARWICK</b> Greatest Motion Picture Hits Scepter SPS 575					
4	116	94	<b>MANTOVANI</b> World of London PS 565					
61	90	95	<b>SOUNDTRACK</b> Funny Girl Columbia BOS 3220 (S)					
7	96	96	<b>ROD MCKUEN</b> At Carnegie Hall Warner Bros.-Seven Arts WS 1794					
49	101	97	<b>BEATLES</b> Apple SWBO 101					
6	98	98	<b>BILL COSBY</b> UNI 73066				NA	
6	102	99	<b>MERLE HAGGARD</b> A Portrait of Capitol ST 319					NA
24	89	100	<b>B. B. KING</b> Alive and Well BluesWay BLS 6031					NA
13	91	101	<b>JAMES BROWN</b> Popcorn King KSD 1055				NA	NA
15	92	102	<b>SERGIO MENDES &amp; BRASIL '66</b> Crystal Illusions A&M SP 4197					
37	81	103	<b>TEMPTATIONS</b> Cloud Nine Gordy GLPS 939					
12	97	104	<b>BARBRA STREISAND</b> What About Today Columbia CS 9816				NA	
4	117	105	<b>BUTTERFIELD BLUES BAND</b> Keep on Moving Elektra EKS 74053					

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

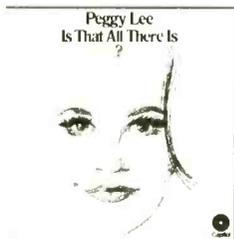
**Is That All There Is?**

Peggy Lee's  
incredible single (#2602)  
is now an incredible album. (ST-386)

**Is That All There Is?  
No.**

Peggy has a new single.  
It's another Lieber-Stoller winner,  
called "Whistle for Happiness."

**Is That All There Is?  
Not Likely.**



**capitol**



# TOP LP's

CONTINUED FROM PAGE 76

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
41	114	105	<b>CREEDENCE CLEARWATER REVIVAL</b> Fantasy 8382					
4	115	107	<b>HENRY MANCINI &amp; HIS ORK</b> Six Hours Past Sunset RCA Victor LSP 4239		NA	NA		
4	108	108	<b>MONKEES</b> Present Colgems COS 117		NA	NA	NA	
21	110	109	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> Warm A&M SP 4190					
12	99	110	<b>LESLIE WEST</b> Mountain Windfall 4500				NA	
24	111	111	<b>ELVIS PRESLEY</b> From Elvis in Memphis RCA Victor LSP 4155		NA			
17	94	112	<b>TV SOUNDTRACK</b> Dark Shadows Philips PHS 600-314				NA	
8	100	113	<b>MOTHERLODE</b> When I Die Buddah BDS 5046					
26	104	114	<b>JOE COCKER</b> With a Little Help From My Friends A&M SP 4182					
7	121	115	<b>FERRANTE &amp; TEICHER</b> 10th Anniversary Golden Piano United Artists UAS 70	NA	NA	NA		
4	122	116	<b>EDDY ARNOLD</b> Warmth of Eddy RCA Victor LSP 4231		NA	NA	NA	
4	133	★	<b>TURTLES</b> Turtle Soup White Whale WW 7124					
90	124	118	<b>BEATLES</b> Sgt. Pepper's Lonely Hearts Club Band Capitol ST 2633					
14	107	119	<b>SPIRIT</b> Clear Spirit Ode 212-44016				NA	
9	120	120	<b>JOHNNY CASH</b> Golden Hits, Vol. 1 Sun 100				NA	
2	177	★	<b>SOUNDTRACK</b> Hello, Dolly 20th Century-Fox DTS 5103					
3	126	122	<b>B. J. THOMAS</b> Greatest Hits Scepter SPS 578					
3	159	★	<b>BUCK OWENS</b> Tall Dark Stranger Capitol ST 212					
43	118	124	<b>TOM JONES</b> Help Yourself Parrot PAS 71025					
47	129	125	<b>ASSOCIATION</b> Greatest Hits Warner Bros.-Seven Arts WS 1767					
8	112	126	<b>ELECTRIC INDIAN</b> Keem-O-Sabe United Artists UAS 6728	NA	NA	NA	NA	
32	136	127	<b>GLEN CAMPBELL</b> Galveston Capitol ST 210					
4	138	128	<b>JACKIE De SHANNON</b> Put a Little Love in Your Heart Imperial LS 12442					
11	119	129	<b>SAVOY BROWN</b> One Step Farther Parrot PAS 71029					
20	95	130	<b>JEFF BECK</b> Beck-Ola Epic BN 26478					
12	135	131	<b>NILSSON</b> Harry RCA Victor LSP 4197		NA	NA	NA	
6	130	132	<b>BREAD</b> Elektra EKS 74044					
6	140	133	<b>ED AMES</b> The Best of RCA Victor LSP 4184		NA	NA	NA	
61	146	134	<b>BEATLES</b> Magical Mystery Tour Capitol ST 2835					

Artist and/or Selection featured on "The Music Scene" this week, ABC-TV Network. Those in black were featured on past programs.

TAPE PACKAGES AVAILABLE

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
23	137	135	<b>JOHNNY RIVERS</b> A Touch of Gold Imperial LP 12427					
11	125	136	<b>JOHN MAYALL</b> Looking Back London PS 562					
16	113	137	<b>TEMPTATIONS</b> Show Gordy GS 933					
9	141	138	<b>VARIOUS ARTISTS</b> Fathers & Sons Cadet LPS 127			NA		
41	132	139	<b>IRON BUTTERFLY</b> Ball Atco SD 33-280					
3	144	140	<b>DONOVAN</b> Best of Hickory LPS 149				NA	
5	143	141	<b>TOMMY JAMES &amp; THE SHONDELS</b> Cellophane Symphony Roulette RS 42030			NA		
105	127	142	<b>WALTER CARLOS/BENJAMIN FOLKMAN</b> Trans-Electronic Music Productions, Inc., Presents Switched-On Bach Columbia MS 7194			NA		
1	—	★	<b>KINKS</b> Arthur (Or the Decline and Fall of the British Empire) Reprise RS 6366				NA	
7	149	144	<b>TAJ MAHAL</b> Giant Step Columbia GP 18		NA	NA	NA	
65	145	145	<b>BIG BROTHER &amp; THE HOLDING COMPANY</b> Cheap Thrills Columbia KCS 9700					
9	131	146	<b>VOGUES</b> Memories Reprise RS 6347					
7	147	147	<b>BROOKLYN BRIDGE</b> The Second Buddah BDS 5042		NA	NA		
11	148	148	<b>NEIL YOUNG &amp; CRAZY HORSE</b> Everybody Knows This Is Nowhere Reprise RS 6349			NA		
43	158	149	<b>PETER, PAUL &amp; MARY</b> Album 1700 Warner Bros.-Seven Arts WS 1700					
22	142	150	<b>STEVE MILLER BAND</b> Brave New World Capitol SKAO 184					
32	150	151	<b>VIKKI CARR</b> For Once in My Life Liberty LST 7604					
2	196	★	<b>GORDON LIGHTFOOT</b> Sunday Concert United Artists UAS 6714					
12	109	153	<b>BYRDS</b> Pryflyte Together ST-1-1001	NA	NA	NA	NA	
22	123	154	<b>BURT BACHARACH</b> Make It Easy on Yourself A&M SP 4188					
11	139	155	<b>RAMSEY LEWIS TRIO</b> Another Voyage Cadet LPS 827			NA		
8	156	156	<b>MIREILLE MATHIEU</b> Capitol ST 306		NA	NA	NA	NA
13	157	157	<b>CHARLEY PRIDE</b> In Person RCA LSP 4094					
9	134	158	<b>PERCY FAITH &amp; HIS ORK &amp; CHORUS</b> Love Theme From Romeo & Juliet Columbia CS 9906				NA	
1	—	★	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> The Brass Are Coming A&M SP 4228		NA	NA	NA	NA
4	162	160	<b>SPANKY &amp; OUR GANG</b> Greatest Hit(s) Mercury SRS 61227			NA	NA	NA
3	164	161	<b>UNDERGROUND SUNSHINE</b> Let There Be Light Intrepid IT 74003		NA	NA	NA	NA
125	—	162	<b>ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS</b> The Sea Warner Bros.-Seven Arts WB 1670					
4	163	163	<b>KEITH BARBOUR</b> Echo Park Epic BN 26485		NA	NA	NA	NA
9	151	164	<b>CROW MUSIC</b> Amaret ST 5002			NA	NA	
2	172	165	<b>FAT MATRESS</b> Atco SD 33-309					
3	166	166	<b>PAUL REVERE &amp; THE RAIDERS</b> Featuring Mark Lindsay Two All Time Great Selling LP's Columbia GP 12		NA	NA	NA	

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
1	—	167	<b>JOHN DAVIDSON</b> My Cherie Amour Columbia CS 9859			NA	NA	
12	106	168	<b>LOVE</b> Four Sail Elektra EKS 74049					
4	178	169	<b>BERT KAEMPFFERT</b> Traces of Love Decca DL 75-140					
2	174	170	<b>LAWRENCE WELK</b> Jean Ranwood R 8060					
3	175	171	<b>SONS</b> Capitol SKAO 323			NA	NA	
4	182	172	<b>JAMES GANG</b> Yer Album BluesWay BLS 6034			NA	NA	
5	185	173	<b>FRIENDS OF DISTINCTION</b> Highly Distinct RCA Victor LSP 4212			NA		
47	155	174	<b>JERRY BUTLER</b> Ice Man Cometh Mercury ST 61198					
3	181	175	<b>NANCY WILSON</b> Hurt So Bad Capitol ST 353				NA	
26	173	176	<b>YOUNGBLOODS</b> Elephant Mountain RCA Victor LSP 4150					
40	170	177	<b>GRASS ROOTS</b> Golden Grass Dunhill DS 50047					
22	180	178	<b>PETER, PAUL &amp; MARY</b> Peter, Paul & Mommy Warner Bros.-Seven Arts WS 1785					
3	195	★	<b>MICHAEL PARKS</b> Closing the Gap MGM SE 4646			NA	NA	
25	176	180	<b>NEIL DIAMOND</b> Brother Love's Traveling Salvation Show Uni 73047			NA	NA	NA
23	161	181	<b>JONI MITCHELL</b> Clouds Reprise RS 6341					
9	152	182	<b>RHINOCEROS</b> Satin Chickens Elektra EKS 74056					
9	171	183	<b>DICK HYMAN</b> Age of Electronicus Command 946					
4	179	184	<b>NEW COLONY SIX</b> Attacking a Straw Man Mercury SRS 61228					
1	—	185	<b>HERBIE MANN</b> Live at Whiskey a Go Go Atlantic SD 1536				NA	
1	—	186	<b>ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS</b> For Lovers Warner Bros.-Seven Arts WS 1795					
1	—	187	<b>IKE &amp; TINA TURNER</b> The Hunter Blue Thumb BTS 11				NA	
2	188	188	<b>STEPPENWOLF</b> Mon*3r Dunhill DS 50066					
4	197	189	<b>ROD MCKUEN</b> Best of RCA Victor LSP 4127					
1	—	190	<b>MYSTIC MOODS ORCHESTRA</b> Love Tokens Philips PHS 600-321			NA	NA	NA
4	—	191	<b>SOUL CHILDREN</b> Stax STS 2018			NA	NA	NA
1	—	192	<b>QUINCY JONES</b> Walking in Space A&M SP 3023			NA	NA	NA
28	193	193	<b>DICK HYMAN</b> Moog: The Electric Eclectics of Command 938					
1	—	194	<b>DOLLY PARTON</b> My Blue Ridge Mountain Boy RCA Victor LSP 4188				NA	NA
1	—	195	<b>FERRANTE &amp; TEICHER</b> Midnight Cowboy United Artists UAS 6725			NA	NA	NA
2	198	196	<b>MELANIE</b> Buddah BDS 5041					
1	—	197	<b>METS</b> The Amazing Mets Buddah KETS 1969			NA	NA	NA
1	—	198	<b>TONY JOE WHITE</b> ... Continued Monument SLP 18133					
2	199	199	<b>HARDY BOYS</b> Here Comes the Hardy Boys RCA Victor LSP 4217					
2	200	200	<b>RUSTIX</b> Bedlam Rare Earth RS 507					

## TOP LP's A-Z (LISTED BY ARTIST)

Herb Alpert & the Tijuana Brass	109, 159
Ed Ames	133
Archies	79
Eddy Arnold	116
Association	75, 125
Burt Bacharach	154
Band	16
Keith Barbour	163
Beatles	1, 97, 118, 134
Jeff Beck	130
Bee Gees	45
Big Brother and the Holding Company	145
Blind Faith	10
Blood, Sweat & Tears	11
Bread	132
Brooklyn Bridge	147
James Brown	50, 101
Jack Bruce	55
Jerry Butler	41, 174
Butterfield Blues Band	105
Byrds	153
Glen Campbell	22, 127

Carlos/Folkman	142
Vicki Carr	151
Johnny Cash	7, 58, 85, 120
Chicago Transit Authority	62
Joe Cocker	48, 114
Judy Collins	74
Bill Cosby	90, 98
Cream	21
Creedence Clearwater Revival	3, 51, 106
Crosby/Stills/Nash	8
Crow	164
John Davidson	69
Dells	128
Jackie DeShannon	128
Neil Diamond	180
Donovan	43, 71, 140
Doors	42
Bob Dylan	27
Electric Indian	126
Percy Faith & Orch.	158
Fat Mattress	165
Jose Feliciano	88
Ferrante & Teicher	115, 195

Fifth Dimension	37
Flock	59
Aretha Franklin	77
Friends of Distinction	173
Grand Funk Railroad	39
Grassroots	177
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Arlo Guthrie	17, 61
Merle Haggard	99
Hardy Boys	199
Isaac Hayes	15
Jimmi Hendrix Experience	36
Dick Hyman	183, 193
Iron Butterfly	12, 139
It's a Beautiful Day	47
James Gang	172
Sonny James	83
Tommy James and the Shondels	141
Jefferson Airplane	46
Tom Jones	9, 19, 65, 66, 124
Quincy Jones	192
Janis Joplin	5
Bert Kaempfert	169

Anita Kerr/Rod McKuen/San Sebastian Strings	162, 186
B. B. King	100
Kinks	143
Glady Knight & the Pips	84
Led Zeppelin	2, 24
Lettermen	34
Ramsey Lewis Trio	155
Gordon Lightfoot	152
Love	168
Rod McKuen	96, 189
Mamas & the Papas	81
Henry Mancini & His Orch.	70, 107
Herbie Mann	76, 185
Mantovani	94
Dean Martin	91
Mereille Mathieu	156
John Mayall	56, 136
Melanie	196
Sergio Mendes & Brasil '66	102
Mets	197
Lee Michaels	53

Steve Miller Band	150
Joni Mitchell	181
Monkees	108
Moody Blues	89
Mother Lode	113
Mystic Moods Orchestra	190
New Colony Six	184
Nilsson	131
Laura Nyro	33
Oliver	54
Original Cast	
Hair	20
Buck Owens	123
Michael Parks	179
Dolly Parton	194
Peter, Paul & Mary	149, 178
Elvis Presley	111
Charley Pride	26, 80, 157
Paul Revere & the Raiders	
Featuring Mark Lindsay	166
Rhinoceros	182
Johnny Rivers	135
Smokey Robinson & the Miracles	72
Kenny Rodgers & the First Edition	52

Rolling Stones	14
Diana Ross & the Supremes	28

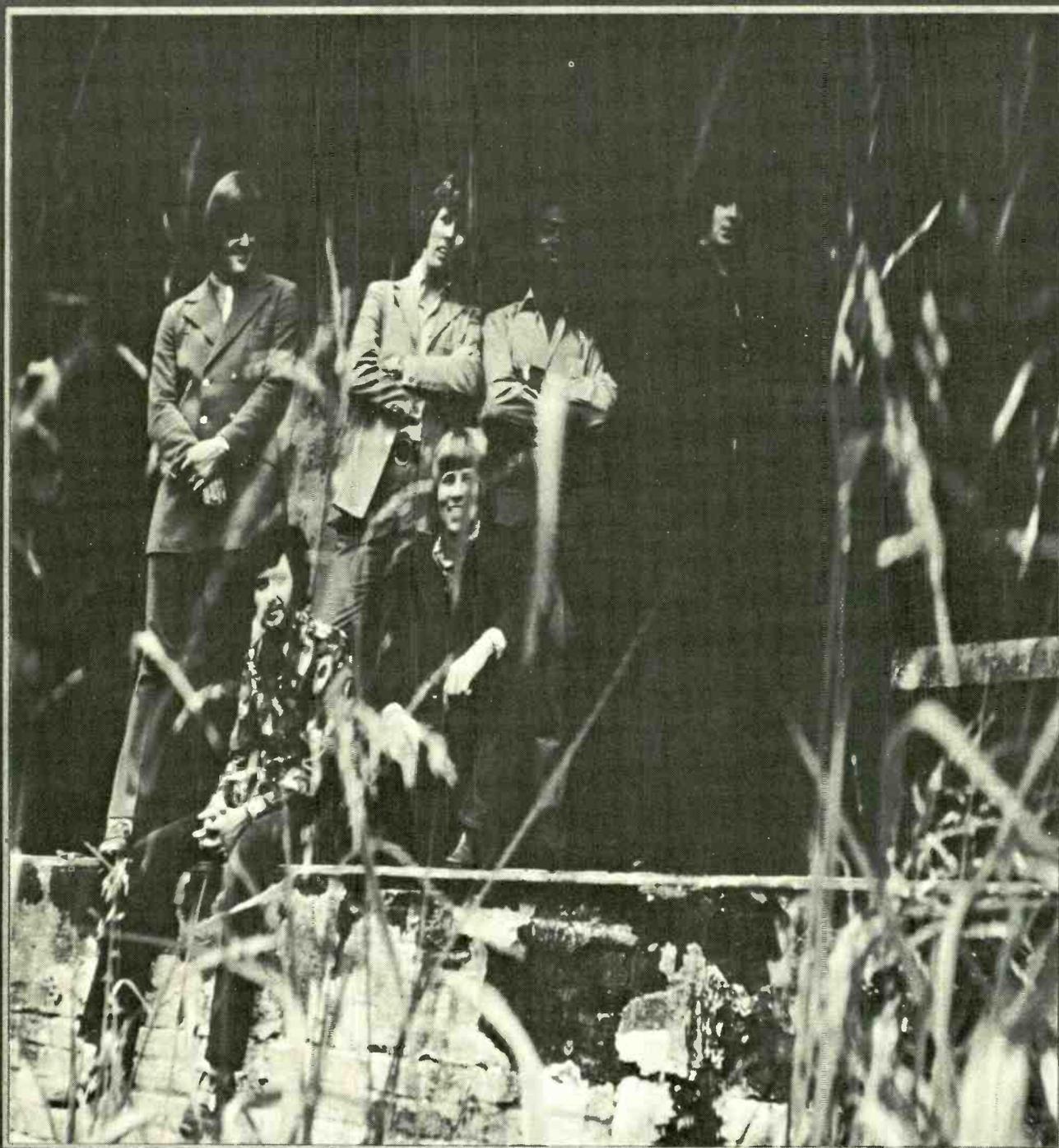
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# Amos to Manage & Administrate LHI

NEW YORK — Lee Hazelwood and Jimmy Bowen have made an alliance under which Bowen's Amos Records will assume management and admin-

istration of Hazelwood's LHI Records.

Hazelwood will maintain complete artistic and financial control of LHI. The management agreement will free Hazelwood to concentrate more on television production and films. Hazelwood has just completed his first film assignment for Filmway and MGM, "The Moonshine War."

LHI Records will now be housed in the Amos Record offices at 6565 Sunset Blvd., Hollywood. Bruce Hinton, general manager of Amos, said that the distributors for the joint venture would be announced shortly.

Bowen said that the Alliance would not effect Amos Productions in any way.

Amos Productions will continue to produce for other labels; the engineering division will remain as is; and the production company will continue under its previously set up organization with Bowen as president and Tom Thacker as vice president.

# Change Single Charts' Score

• Continued from page 1

sale of other singles records, as opposed to the splitting of the points for two titles on the single record.

Examples of the two-sided hit in the current issue, on the Hot 100 chart, are: Apple's "Something" and "Come Together" by the Beatles, in positions 3 and 7, respectively. Fantasy's "Fortunate Son" and "Down on the Corner" by the Creedence Clearwater Revival, in positions 14 and 21, respectively, and Columbia's "See Ruby Fall" and "Blistered" by Johnny Cash, in positions 75 and 100, respectively.

The same is true for Reprise's "Forget to Remember" and "Going Out of My Head" by Frank Sinatra, at positions 104 and 108, respectively, in the Bubbling chart, and positions 22 and 21, respectively, on the Easy Listening chart. The Country Singles chart also has two such records. Plantation's "Back Side of Dallas" and "Things Go Better With Love" by Jeannie C. Riley at positions 37 and 38, respectively, and Musicor's "She's Mine" and "No Blues Is Good News" by George Jones at positions 40 and 72, respectively.

# Merc Budget Titles

• Continued from page 18

Jerry Lee Lewis, George Jones, the Platters, Dave Dudley, Bill Justis, Dusty Springfield, Louis Armstrong, Lesley Gore, Horst Jankowski, Dinah Washington, Paul Mauriat, Roger Miller, Oscar Peterson Trio, among others.

The first two twin-packs will be "The Legend of Jerry Lee Lewis" and "The Very Best of George Jones."

# TV Musicals Push Acts

• Continued from page 1

in the world. It is no wonder that London Records, taking the Latin American market, for example, reports that Tom Jones has become the company's top recording star there. And, we are all aware of the explosion in the U. S. of Jones' record sales since the telecasting of "This Is Tom Jones" by the ABC-TV network.

## Coordinator

In the sale of "This Is Tom Jones" in Latin America and other markets, ITC acted to coordinate the promotion and exploitation efforts between native broadcasters and record distributors. The same policy will prevail in the foreign distribution of "The John Davidson Show," off the ABC-TV network, "Liberace" off the CBS-TV network, and "Stars In Revue," the new title of the "Sandler & Young Music Hall" episodes, telecast by NBC-TV.

In reference to "The John Davidson Show," "Liberace," and the newly titled "Stars in Revue," Mandell disclosed that for the Spanish speaking mar-

kets, each of the three series will be dubbed. It was decided to dub these three series after ITC had perfected the technique of video tape dubbing.

"We have so mastered the art of integrating the dubbed dialog with that of the singing artist that audiences cannot distinguish where the dubbed voice ends and the voice of the singing artist begins," Mandell said, "and the music which has no language barrier, remains intact." According to Mandell, the significance of this move to the record industry is that the dubbing development increases the TV reach of recording artists.

## Artists Set

Among the artists who will be making guest appearances on "This Is Tom Jones" during the 1969-70 season are Tony Bennett, Vicki Carr, Diahann Carroll, Johnny Cash; Crosby, Stills, Nash & Young; Sammy Davis Jr., Glen Campbell, Jose Feliciano, Mary Hopkin, Barbara Eden, Matt Monro, Cass Elliott, Judy Collins, Paul Anka, and Nancy Wilson.

Even prior to the completion of 26 new hours of "This Is

Tom Jones," the full 1969-70 cycle has been sold in Canada (CTV Network), Mexico, the Philippines, Venezuela, Puerto Rico, Colombia, Ecuador, El Salvador, and Costa Rico.

Guest artists in "Stars In Revue," hosted by Tony Sandler & Ralph Young, include: Lena Horne, Nancy Ames, Ella Fitzgerald, Barbara Feldon, and Carol Lawrence. (There are 12 hour programs in the "Stars In Revue" series.)

"The John Davidson Show," co-starring Mireille Mathieu and featuring Rich Little, has guest stars such as Cass Elliott, O. C. Smith, Paul Anka, Lana Cantrell, Dave Clark 5, Lulu, and the Moody Blues. (There are 13 hour programs in "The John Davidson Show" series.)

The guest star roster in the "Liberace" series of 10 hour episodes include: Engelbert Humperdinck, Dana Velery, Dusty Springfield, Sacha Distel, Anita Harris, Matt Monro, Mary Hopkin, Nancy Wilson, Frankie Vaughan, Cliff Richard, and Shani Wallis.

ITC's move to dub "Stars In Revue," "The John Davidson Show," and "Liberace" stirred such interest in the Latin American market that the three musical-variety series have been bought in Mexico and Venezuela, even prior to the completion of all dubbing required.

The new Engelbert Humperdinck special and series on ABC-TV will be sold internationally by ITC. The weekly Engelbert Humperdinck hour musical-variety series is due to start Jan. 21, 1970, after the Humperdinck special Dec. 2 on the same network.

Other musical-variety series sold internationally by ITC include "Spotlight" and "Showtime," both off the CBS-TV network.

ITC is the worldwide distribution organization of Associated Television (ATV) of England.

# Pickwick Intl to Buy U.S. Records, Racker

• Continued from page 1

common stock, last week purchased Northeast's preferred stock, guaranteed Northeast's notes to the Congregation and was granted a five year option to buy the remaining 90 percent of Northeast's common. The cash proceeds from the preferred stock and the guarantee of the notes are what consummated Northeast's deal with the Congregation.

Pickwick, which has been on the acquisition trail during the past several years, appears likely to exercise its option for the remaining 90 percent of Northeast's common well before the five-year period expires. This will bring U.S. Records into the Pickwick fold and thereby further bolster Pickwick's strength on the merchandising side of the business.

Pickwick's outstanding acquisition within recent years was that of Heilicher Brothers, the Minneapolis-based retailer, distributor and rack jobber. Heilicher Brothers operates more than 30 retail outlets, and its rack jobbing wing services more than 400 customers. The firm also is recognized as one of the leading record distributors in its area.

## Other Purchases

Pickwick's more recent acquisitions include National Record Merchandisers of St. Louis and Kansas City; Mars Sales Corp., which racks in the Iowa, Kansas and Nebraska territory; Everest Records, the Los Angeles-based label specializing in classical repertoire; Targ & Diner, the musical instruments distributor.

Pickwick also operates through a subsidiary firm in the U.K., where its distribution

## Polydor, Spring Tie

NEW YORK—Polydor, Inc., has reached a label distribution agreement with Spring Records. Polydor is organizing distribution for Spring, a soul label headed by Julie Riffkind.

division recently acquired RCA's Camden line.

Dan Gittelman, 45, founded U.S. Records 12 years ago and built it into one of the leading rack jobbing firms in New England. U.S. Records, a privately held corporation, was sold to the Congregation Adas Israel four years ago. Gittelman started in the record business 20 years ago as a record dealer in Fall River, Mass.

Pickwick's board of directors met late Friday afternoon (14) and approved the company's transaction with Northeast.

# Tea Contest Boiling as 26 Stations Join Hunt

• Continued from page 1

berland, Md.; WLYV, Fort Wayne, Ind.; and WALL, Middletown, N. Y.; KDWB, Minneapolis.

More stations to join in the search are being sought now in small, medium and large markets. The plan is to have more than 200 markets launching the promotion simultaneously. Only one station will have the promotion in each market. Billboard will feature profiles of each station involved.

Several radio stations have

## Classical Upsurge

• Continued from page 12

are to release selected material simultaneously on disk and tape. Capitol will offer tape on Angel, Melodiya/Angel, Capitol Classics and Seraphim. Next year it plans releasing about 150 classical titles in cassette.

In addition to consumer interest in classical cassettes, Dumont feels that rack merchandisers, distributors and retailers have had a hand in the classical rebirth. Make it official, Capitol has joined the classical cassette parade in a big way.

indicated they will hold auditions of local groups and perhaps record the best of these in their own studio. Tapes would then be sent to Billboard for the national competition. Some stations will hold live concerts to find the leading groups. Other stations will be merely asking local groups for tapes to forward to Billboard.

The 50 best groups in the nation will receive professional advice and sent back into a recording studio for a session. The tea industry will pay for \$50 in studio time. The six best groups of these 50 will receive an all-expenses-paid trip to Washington's National Press Club to perform at the finals. A representative from the stations that found the six best groups will also go to Washington, expenses paid, to introduce the group.

The awards will include record contracts, television appearances, instruments, and cash prizes. The Tea Association will pay for the expenses of the Washington trip. In addition, the tea industry will present a special gift to the stations that find the 50 first-stage winners.

For further information about the Search, call or write Claude Hall, Billboard.



SEN. JOHN L. McCLELLAN (D.-Ark.) has a friendly chat with fellow Arkansan Glen Campbell.

# 2 Arkansas Boys— Campbell, McClellan

• Continued from page 3

ally for years on end. At 25, in 1960, he finally struck gold in California recording studios, launched a hit record, and became today's triple-threat performer in music, on TV and in movies.

On his visit here, Campbell was given typical tourist treatment—a ride in the Capitol subway from the Senate office building to a luncheon with Senator and Mrs. McClellan in the Senate dining room at the Capitol. There, the singer ate with one hand and autographed albums with the other, surrounded by a coterie of ecstatic Arkansas belles who staff McClellan's

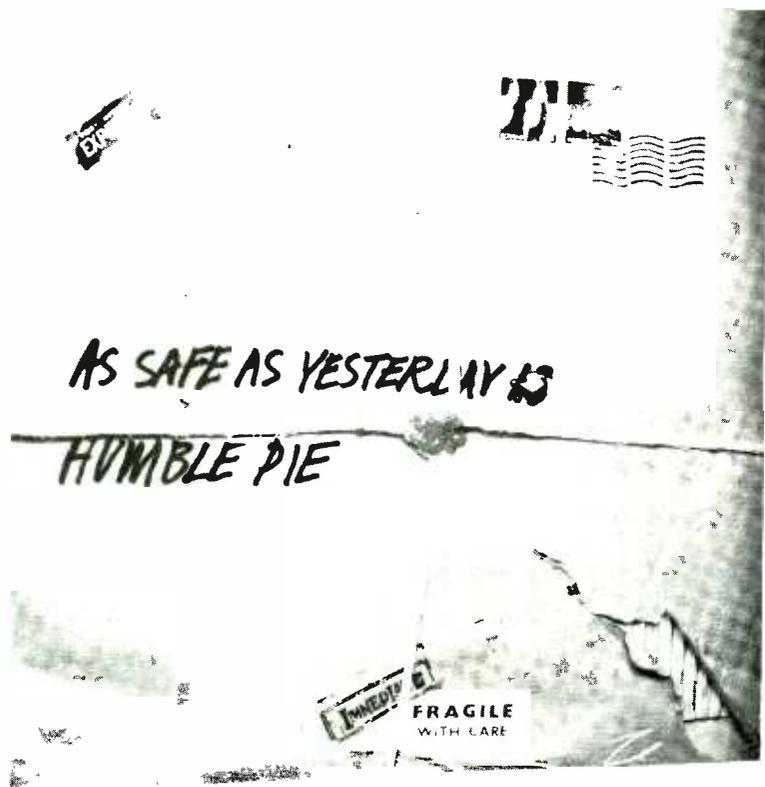
office, while still more albums were passed to the long table from the Senator's retinue and Campbell's.

Not a word was mentioned about legislative matters. Both the Senator's office and the Campbell entourage (his personal manager, a New York and a Washington attorney, and a representative of Record Industry Association of America) stated that this was a purely social visit of one native Arkansan to another. It was totally unpublicized.

And if Campbell was aware that the Senator was also chairman of the Senate Copyrights Subcommittee, he never let on—and neither did the Senator.

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# The two hit albums from England



AS SAFE AS YESTERDAY IS / Humble Pie / IMOCS 101

EVERYTHING AS NICE AS MOTHER MAKES IT / Nice / IMOCS 102  
and  
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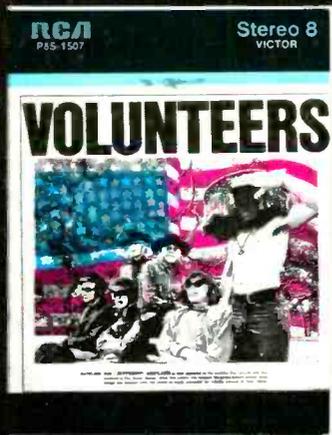
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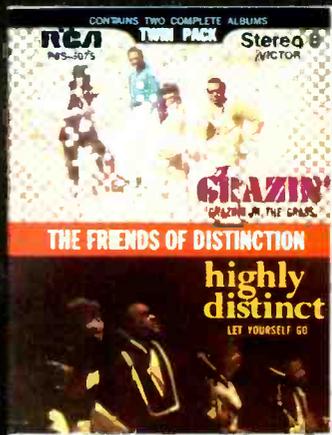
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HEILICHER — Minnesota  
M. S. — Morton Grove  
MANGOLD — North Carolina  
SCHWARTZ — Washington  
TONE — Florida

T. D. C. — E. Hartford  
T. D. C. — Burlingame  
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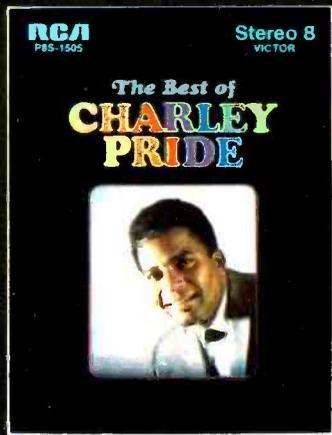
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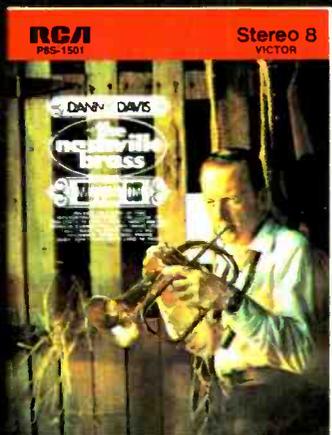
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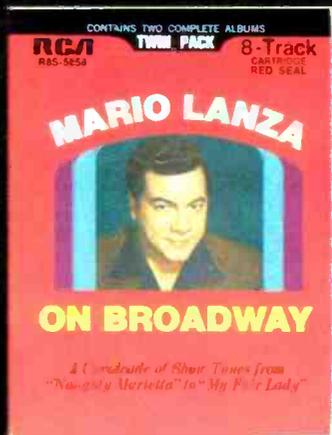
P8S-5075



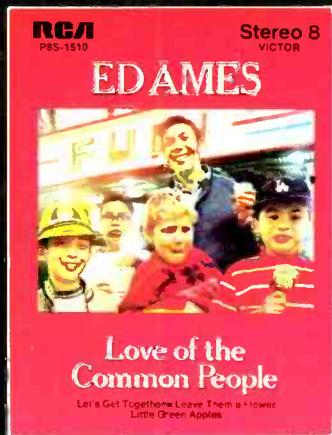
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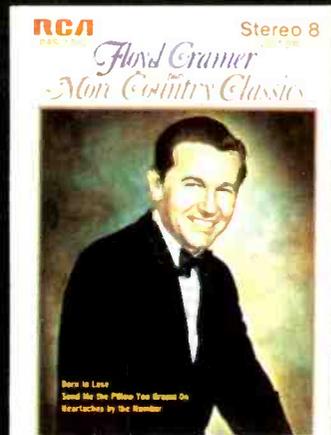
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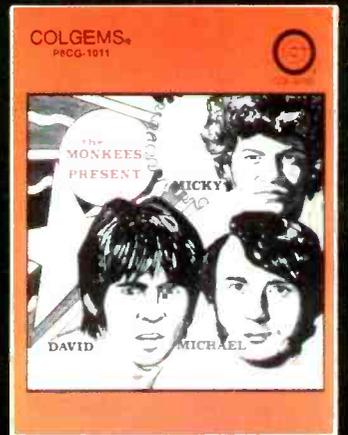
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P8S-1510



P8S-1502



P8CG-1011\*



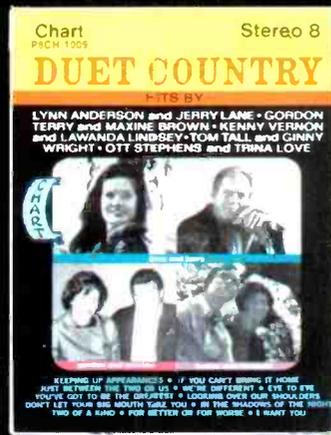
P8CH-1010\*



C8S-1076



C8S-1073



P8CH-1009\*



R8S-1137



C8S-5049



P8S-1485

# RCA

## Stereo 8 Cartridge Tapes