MGM Rolls Into Streamline Plan

By ELIOT TIEGEL

LOS ANGELES—Having completed “operation clean-sweep” in which 100 employees have been trimmed from the company, MGM Records is now moving into “operation expansion.” The new management under president Mike Curb is forming a new BMI firm, MGM Music Publishing Co., MGM Records of London and will operate with three airl heads here, in New York and Nashville.

MGM Records of London will be formed after Jan. 1 revealed Curb, back in the U. S. after visits to that city and Rome.

EMI is MGM’s licensee, but there are no contracts renewing this affiliation.

Named to head the new publishing company is Allan Stanton, former ad department chief for A&M Records. Stanton has also been named vice president and general manager of Robbins-Feast-Miller. While MGM does not own all the stock.

Stogel in Memphis

By MIKE GROSS

NEW YORK—The importance of Memphis on the pop music scene is being further established by the entry of personal manager Leonard Stogel into Memphis’ managerial ranks. Stogel, whose managerial base is in Los Angeles, is opening a branch office in Memphis and is kicking off his personal management activities there with the signing of Isaac Hayes, Enterprise artist.

Stogel’s Memphis office will be under the direction of Ricky Taylor, formerly an agent for Premier Talent and Continental Artists which has worked with many prominent artists in the South.

Taylor brought Hayes to Stogel’s attention and began the ball rolling toward the managerial tie.

In addition to Hayes, regarded as one of the most promising new artists in show business.

Then As Now, Peace On Earth

Joe South has channelled his remarkable energy and insight into another hit, “Walk A Mile In My Shoes” (E2704). The song is included on Joe’s newest—and finest!—album, “Don’t It Make You Want To Go Home” (ST-295). Joe South on Capitol, record and tape.

Quincy Jones’ recent A&M album release “Walking in Space” is now at the top of Billboard’s jazz charts and bolted on the Top LP’s chart. A&M is now planning Quincy’s second album release, music from the motion picture “John & Mary” (starring Dustin Hoffman and Mia Farrow). The album will be available in mid-January.

Holiday Sales—Up, Up & Away

NEW YORK — The nation’s record companies are riding a booming business during the Christmas sales season. Not only albums, but cassettes and 8-track CARTRidges have all shown sales increases.

Karol up 33%

Ben Karol, of King Karol Records in New York, said that business was up 33½% over last year. He said that LPs were still the biggest sellers, but that cassettes were very strong. Sales of 8-track tape cartridges were leveling off according to Karol. His best sellers in both LP and cassette forms were the new Rolling Stones LP. "Let it Bleed," the Beatles’ “Abbey Road,” and the original cop of the Beatles’ "Help!"

Karol claimed that he was selling twice as many Christmas records and tapes last year, with many of the older monaural.

(Continued on page 9)

Co. Set as Small Mfr Sales Force

NEW YORK — Recognizing the trend towards multiple distribution, National Sound Marketing has been organized to function as a national sales force for record and tape manufacturers.

The new organization.

(Continued on page 4)

75th BIRTHDAY SALUTE BY BILLBOARD PRESIDENT

As I watched Billboard’s great staff publish this 75th anniversary edition—record the past, the present and point to the future—my mind continually dwelled on the thought that a business magazine, properly serving a single industry, is a very personal thing. The labor and anxious attention of this staff, so dedicated to the music industry, is what makes this issue a great one—and what makes Billboard magazine one of the great business magazines of the world.

This company is indebted to the builder of this staff, Hal Cook.

Seven years ago my brother, Roger, and I realized that the growth of our company into a multiple publishing house tended to isolate us from the music industry. Therefore, we dedicated the responsibilities of publisher, and appointed Hal Cook. Hal was a publisher. He was simply an experienced executive who loved the music business, loved the people in it, and, therefore, was capable of surrounding himself with top men having a similar wealth of music industry experience—men like Lee Zhiho, associate publisher and editor-in-chief, Paul Ackerman, Mike Gross, Eliot Tiegel, Claude Hall and Mort Naas, recently appointed publisher.

And overseas, under Cook’s leadership a similarly dedicated group, Julian Ormond, Andre de Velkey, Mike Hennessey, Graeme Andrews and Peter Jones, is building three more magazines to serve the international music scene, Record Source Italiano, more directories, and even a printing plant to make available fast-four-color printing, the same as in the States.

The assembling of this 75th anniversary issue was indeed an achievement. But I like to think of it not so much as a record of the past but as a leap toward the future—a jumping-off point for still greater service to the great international music industry. Thank you, Hal Cook and staff—U. S. and overseas.

W. D. Littleford

President

Billboard Publications, Inc.

MUSIC FROM THE PARAMOUNT MOTION PICTURE

PAINT YOUR WAGON

The John Cacavas Orchestra

A WAGON LOAD OF SPLASH AND COLOR

Metromedia Records, 1700 Broadway, New York, N.Y. 10019
...AND ON THE 8TH DAY
GOD CREATED RUTH COPELAND.

THE MUSIC BOX
I bought a round trip ticket
His letter in my pocket
And the Music Box
Which meant so much to us.
I smiled up at the stewardess
Covering my tear-stained new dress
In the jet which sped toward
His new home town.
The letter said he had to marry her
She had his son
I felt the child should have the Music Box
Which played our song.

Chorus
I found the street he lived on
So scared I almost turned round
When a voice I knew so well
Called out my name.
His eyes were filled with despair
He asked me why I'd come there
As we both tried hard to hide
The swelling tears.
I could only hand to him
The Music Box
And turn away
And as I walked away from all
I loved
I heard it play.

Chorus
Poetry: Ruth Copeland

A SMASH IN DETROIT-
48,000 SOLD THROUGHOUT MICHIGAN
AFM's Kenin Sees 70's As A Decade Of Change

BY HERMAN KENIN
International President
American Federation of Musicians (AFL-CIO)

NEW YORK — Accelerated change will characterize this new decade of the seventies. It means a new media, new forms, new musicians — vast in numbers.

This change will be the concert hall. Shopping centers already are becoming concert halls. Airports will continue to capture growing numbers of transients, eager to be entertained.

Just as our audience is moving, we must seek new ways to create the flexibility necessary to meet the needs of the times. We of the AFM are developing new plans and programs for the years ahead. I am confident that all of us to whom music is a way of life will demonstrate both the will and the dedication necessary to make our music serve this decade of the seventies. And to make the years ahead serve the cause of music.

Ampex Meets to Bare Disk Mart Program

LOS ANGELES — Straight Records, a division of Bizarre Inc., which distributes Warner Bros./Reprise records, will be distributed in the U.S. by Warner Bros./Reprise Records, which also distributes Bizarre Records nationwide. The distribution agreement gives WB/Reprise sales rights on existing Straight catalog tapes and Straight's new products. Bizarre and Straight will maintain creative control over all future Straight and Bizarre products and all associated services.

The change will free Frank Zappa and Herb Cohen from the sales responsibilities which they previously incurred and will enable the pair to devote more time to other Bizarre projects, including Zappa's first two feature films, "Uncle Meat" and "200 Motels." The projects, which are currently being filmed by Ted Seibler, will be distributed by United Artists/RKO.

Ampex tape recorders will be featured in a display at the Television Newsroom at the Waldorf-Astoria.

London to Hold Staff Meeting in N.Y. Jan. 5-6

NEW YORK — London Records will hold a staff meeting Jan. 5-6 at the Hotel War- ner in New York, which will be attended by the entire label president, will helm the meeting, which will be attended by all executive personnel, managers, and promotion executives from coast-to-coast.

A Cigarette Gains Ground

LOS ANGELES — The cigarette ad that appeared in the November issue of Rolling Stone magazine, which featured the Grateful Dead, is gaining ground in the entertainment industry.

Ampex records will be featured in a display at the Television Newsroom at the Waldorf-Astoria.

ABC Caster Of "Applause"

NEW YORK — The original cast album of "Applause," starring Lauren Bacall, will be re-leased by ABC Records. The label has made a "substantial" investment in the show and has purchased the cast, which is slated to open here mid-February, according to label executive John Rappoport.

The book for the musical was adapted from the film "All That Jazz," written and directed by Bob Fosse and Adolph Green. The score is by Charles Strouse and Lee Adams.

Eliot Tiegel

For Late News

See Page 50
Market Expansion Lagging in Music-Conscious W. Germany

West German market share

Although no official figures are available for a share of the market breakdown among record companies, an extrapolation of estimates given by various industry leaders gives the following approximate percentages:

Deutsche Grammophon, 26;
Ariston, 15; Electrella, 14; Phonogram, 13; Teldex, 11; CBS, 7.
Mecronome, 5; MCA Miller, 5; Liberty/UA, 3; and Vogue.

And this inevitably means an immense amount of private recording.

Sir Kurt Kinkele, director of Deutsche Grammophon, "Germany is the home of the tape recorder, and there were more tape recorders in use in Germany than there were in the U.S."

DG&G has made a point of exploring this situation by developing its pre-recorded reel-to-reel tapes, although other companies have either neglected to explore this sector of the market or have chosen to remain aloof.

(Continued on page 40)

Lowery President of Atlanta's NARAS

ATLANTA—Bill Lowery, one of the driving forces behind formulation of a NARAS chapter here, has been elected president of NARAS here.

Wade Pepper, another of those involved in the development of the new Southern chapter, was named vice president along with Pierce LeFevre and Phil Walden. John Barbe is treasurer, and Miss Tallent is the chapter's secretary.

Lowery, president of 1-2-3 Records and his own agency, LeFevre Press, is an offshoot of the Academy to Atlanta, along with one of the nation's top show business promotion men and annotator. LeFevre is working with gospel groups and others who utilize the LeFevre studios, while Walden, from Macon, Ga., has his own operation, and Miss Tallent is part of the Lowery complex.

Membership now has reached 175, and is still climbing. In the past, Atlanta NARAS members were a part of the Nashville chapter. Collectively, however, they plan to form an organization with strength. This was done with the help of the Nashville chapter. The organization now is drawing its charter and selecting national trustees.

Store Uses Movies To Project Product

by ELIOT TIEGEL

LOS ANGELES—A new merchandising technique utilizing large screen projections of artists, albums, and movie themes in a retail store, has opened a new avenue for consumer stimulation.

The project teams the Discound Record Center's new store with Talent Electronic and several record companies. It also includes a chain of retail shops in this country which has utilized the developed screen display with its projection system:

Impulse shoppers at the newly opened "Impulse" store in the "Miracle Mile" shopping center may observe a continuous projection of the latest music charts, featuring the jacket of records, cartridges and cassettes on sale, albums and LPs, or on the location of the setting of the music.

The slides are projected throughout the day onto eleven 8x10 projection screens. These screens are silvered aluminum foil set into a spherical

ART GROBERT adjusts one of the 31 projectors used in the system.
Bell NARM Talk to Stress Merchandising to Blacks

NEW YORK—Record Merchandising to the Black Community, which will be the theme of an address to be delivered by Al Bell, executive vice president of Stax/Volt Records, at the 1970 NARM Convention.

Bell's speech will follow the Handleman's Sales, Net Up

NEW YORK—Handleman Co., Detroit, has reported a sale and earnings increase for the six months and second quarter ended Oct. 31. For the six-month period, net sales were $44,459,420, up 30.1 percent over the $34,157,784 recorded for the first half last year. Net income increased 27.7 percent to $2,267,545 or $.54 per share as compared with $1,775,039 or $.45 per share.

For the second quarter, sales rose 35 percent to $25,282,571, compared to $18,718,127 for the same period last year. Net income increased $133,506 or $.25 per share, an increase of 32 percent over 1968's $1,012,724 or $.24 per share.

Co. Set as Sales Force

*Continued from page 3*

is designed to help the small manufacturer. Paul E. Adams, president of the operation, notes that many record and tape manufacturers have been confronted with the problem of servicing the proliferating tape distributor field. "With the increase in competition and the strength of the major labels, the days of the distributor are probably drawing to a close," he claimed.

National is already representing about a dozen lines. These include: Starland, Fiesta, Tape Mates, Stereo and Spot on tape; Music Box, Delta International on tape, LPS, and Gamble; Glad-Hamp; B. J. Pappy on records, Berline on cassette, and Jubilee on tape.

Adams claims that tape, unlike singles, requires much more service, both in terms of returns, defective merchandise, etc. "The major labels have been aware of this and service the nation with large sales organizations," he said. The independent manufacturer has had to do a lot of the servicing himself, he added.

National Sound will offer to the independent record company the total service of a national sales force which provides personal representation.

National Sound's start is scheduled for Thursday (1) with head-quarters in New York and regional offices in Atlanta, Chicago, Dallas, Columbus, Nashville and Philadelphia. At that time, the company will have representatives available to service its clients from all distributors, rack jobbers, and independent dealers.

By June 1970, the company expects to have offices in Miami, Detroit, Kansas City, New Orleans, Los Angeles and San Francisco. The line is structured towards a total sales force of 90 people.

It does not wish to go into the sales activity directly. National will also be involved in advertising and promotion in behalf of its clients.

Movies Being Used as Sellers

*Continued from page 3*

are located above cassette and record bins.

The titles are being provided by record companies such as Columbia, RCA, A&M, Liberty, Reprise and Capitol.

"Four companies are giving us whole sets of slides every month," said Art Grohart, president of the Discount Record Center. "Unlike standing displays, which might take weeks to deliver and produce and cost thousands of dollars, new slides can be made in a day or two at minimal costs." Two projectors can be linked together for larger displays, which allows for fade in and fade out effects.

In the past, the use of slides or film displays in record shops was limited because of the need for projectors and equipment. The use of slides in the store will show off the merchandise.

Kodak added Grohart in the engineering of the projection systems, because 35mm slides vary from five to eight seconds.

Gary's Single A Gold Winner

NEW YORK—For the third year in a row, Gary Records' R&B Gary received his first gold album for his hit single "Take a Letter, Ma" which was released in October. The record, recorded at Atlantic Records' studio, was engineered by Ahmet Ertegun in Muscle Shoals, Ala.

Executive Tumble

Former MGM Records president Ronald S. Kass named vice president international, Sagittarius Productions Inc. He is also named managing director of two Sagittarius music subsidiaries, Centaur Music and Bauer Music. Kass will move to London and oversee the firm's film production, recording, music publishing and video tape activities.

Dave O'Connell, with the accounting firm of Smith and Harder, Chicago, named treasurer-controller, Mercury Record Corporation. He will be replaced by Bill Kusmeyer, who was named vice president of finance and controller. Kusmeyer was former director, royalties with Mercury. Before joining the company, he was a financial officer with Elektra Records.

Tom Nixon named director, production control at Stax Volt Records, overseeing all production aspects previously handled by executive vice president Al Bell, Bobby Manuel, engineer and session guitarist with Stax and formerly with Oays Records, has been named staff producer at Stax Volt. Also named staff producers: Marvel Thomas (staff songwriter and session musician with the company, brother of singer Carl), and the Wo Three (singing trio) named administrative, production, personnel and public relations managers.

Julian S. Weinstein has joined Magnate Tape Engineering Corp. (Magtech) as production vice president and a director. Julian S. Weinstein has been named executive producer of The Voice Recording Tape's SuperSound division. John Stevenson joins United Recording Tape as sales promotion manager.

Bell, Robert

In keeping with the new lottery draft system, which now at least gives you as much of a gambler's chance as the numbers racket, I made out a slip of paper for purchase. Along with it I put a "check out" pile and, after packing them in individual capsules, put them in a glass bowl. I let my 11 year-old son pull the first winner's number and the top of the review-of-the-month club just happen to be two rock rookies who will definitely make the symbolic leap from the 60's to the 70's in a matter of weeks. Their names are Soon and the road is truth, and rock is the medium. By the way, the capsules used in the selection were sealed prior to showtime and shut up in my refrigerator for hours. So, now I can say with pride that I am the proud owner of something no one else has, and I am the proud owner of the first ever "Lottery Number One."
A smash hit from BROOK BENTON rainy night in georgia

written by tony joe white
arranged & produced by arif mardin

Cotillion #44057
Stogel Moves Into Memphis

following the resignation to his first Enterprise album "Hot ButTed Soul," as well as to his initial promotional and personal appearances...Stogel has also signed management contracts with David Stogel and his new and all new group, tentatively called the American Sound and led by Memphis record producer Chips Moman.

Plans for Hayes' career, stated Hayes, also show a new direction including films, TV specials, movie scoring, concert appearances, and new record arrangements and record production. His next project, titled "Hot ButTed Soul," is in production in Memphis.

Hayes' new record company, the Cowgirls and the Cloque out of his Los Angeles office, has agreed to open a New York office in the near future. The Memphis office, which opened officially Thursday (1).

Gospel Show Set
In N.Y. for Dec. 23

NEW YORK—The Gospel Truth, a Christmas gospel show featuring many of the nation's leading gospel artists, will be staged in New York City on December 23. The show will be produced by Rick Shorter and Arch

Seidenberg Co.

NEW YORK — Sidney A. Seidenberg, an accountant with 20 years' experience in the music entertainment business, has formed an artist management firm in New York.

The offices are located at 1414 Avenue of the Americas in New York and Seidenberg is using his own accounting firm and Victoria Lucas Associates for public relations.

(Gold) STRIKE TO DISTINCTION

NEW YORK — RCA Records' "Friends of Distinction" have cut a single "Going in Circles." This is the second consecutive gold record received by the group. The first single "Grazing in the Grass" also received gold. The song "Going in Circles" can be heard on the group's latest album, "Highly Distinctive."
BASF... developer of magnetic tape... leading supplier of tape products to the Music Industry

CASSETTE TAPE   CALIBRATION TAPE
CASSETTES       MASTERING TAPES
CARTRIDGE TAPE  INSTRUMENTATION TAPE
VIDEO TAPE      DUPLICATING TAPE

For your tape needs call BASF today

BASF SYSTEMS INC  Bedford, Massachusetts / BASF Ludwigshafen am Rhein, West Germany
in the latter ASCAP company, will be the sole owner of its parent company and the largest stockholder.

He met with director Michelangelo Antonioni in Rome, where the director was filming the upcoming feature-length film titled "Zabriskie Point." Curb has lined up several top composers, including the team of John and Leo, to write and perform the music for the film slated for release in February.

While in London, Curb acquired the rights to the musical "The Boy Friend" by the Savoyar brothers, and plans to bring it to the United States. He also met with Sir Alfred Hitchcock in Cannes, where he expressed interest in producing a film of Hitchcock's "The Birds." Curb is also considering producing a film based on the novel "Lolita." He has also expressed interest in producing a film based on the novel "The Great Gatsby." He believes that the novel's themes of love, desire, and the American Dream are relevant to contemporary society.

Curb also plans to expand his business interests into the music publishing industry. He has expressed interest in acquiring the catalog of the influential music publishing company, Tomfeel, which represents the catalog of some of the most popular American songwriters, including John Lennon, Paul McCartney, and Bob Dylan. Curb believes that the acquisition of the catalog would strengthen his position in the music publishing industry and allow him to access a vast library of songs to be produced and performed by his artists.

Curb has also expressed interest in investing in the music streaming industry. He has partnered with a group of investors to acquire a majority stake in a music streaming service, which aims to compete with the established players in the market. Curb believes that the music streaming industry is ripe for innovation and that his company can disrupt the market with new and innovative services.

Curb's expansion into the music industry is part of a broader strategy to diversify his business interests. He has already invested in the entertainment industry, acquiring a majority stake in a film and television studio, and has expanded into the fashion industry, acquiring a majority stake in a luxury fashion brand. Curb believes that his diverse business interests will position him to weather any economic downturn and continue to grow his company.

Curb's investments in the music industry are also part of his broader strategy to lever his company's strengths to create new opportunities. He believes that his diverse business interests and his expertise in the entertainment industry will allow him to create new and innovative businesses that can complement his existing operations in the music industry.
A STONE SMASH RECORD OF
A STONE SMASH TUNE WRITTEN BY PAUL McCARTNEY

COME & GET IT
B/W NATS #3006

THE MAGIC CHRISTIANS

Watch for the soon to be released original soundtrack album of "THE MAGIC CHRISTIANS" starring Peter Sellers and Ringo Starr on Commonwealth United Records.

COMMONWEALTH UNITED RECORDS, INC.
745 FIFTH AVENUE NEW YORK, NEW YORK 10022 (212) 758-2900
A DIVISION OF COMMONWEALTH UNITED CORPORATION
The Big Little Integrals That Can Make Or Break Your Product.
WE’VE GOT A KNACK FOR PICKING WINNERS!
CONGRATULATIONS TO ALL OUR TOP TEN WINNERS

THREE DOG NIGHT
#1 TOP NEW SINGLES ARTISTS
#1 TOP NEW ALBUM ARTISTS
#10 TOP SINGLES ARTISTS
#7 TOP VOCAL GROUP / SINGLES
#9 TOP VOCAL GROUP / ALBUMS

STEPPENWOLF
#3 TOP VOCAL GROUP / ALBUMS
#5 TOP ALBUM ARTISTS

MAMA CASS
#4 TOP FEMALE VOCALIST

WE AT THE COMPANY STORE ARE VERY PROUD!

⭐⭐⭐
TENNA & CRAIG SUITS FILED

LOS ANGELES — Ten- na and Craig hardware manufac- turers, have filed two separate suits in U. S. District Court here involving patents. Ten- na has filed a suit against California Auto Radio for a "permanent injunction," while Craig has filed a complaint against 14-25-Gates Rubber Co., for declaratory relief in connec- tion with several patents.

LOS ANGELES — Tape pirating is becoming one major 8-track pain in the back. So serious has the condition become that National Tape Di- stributors, a leading complete tape distribution company for dealers around the country, has been moved to action.

The company is gathering data from the field of the ex- tent to which tapes are being illegally reproduced. "The prob- lem is getting bigger and bigger," said National Tape execu- tive Jack Leverke. "We are asking our manufacturers what they are going to do about it."

National Tape salesmen are gathering evidence from around the country as to what extent exact repro- ductions, or "pirates," are reproducing the cases themselves.

Leverke said that once the manufacturers have decided exactly is being duplicated with- out permission-like artist (like not being paid, or royalties —they will try to be more forceful legally.

In southern California, trucks are going around with counterfeit merchandise from store to store. Leverke said that four of his major customers are trying to get him to buy new labeling to prevent the label from being copied. "He feels it is time the industry as a whole started to do more to prevent the counterfeiters," Leverke commented.

A National salesman reports he found one store in San Luis Obispo, Calif., which was dupli- cating tapes. "I was down there one day and the owner said he was into this situation because he never saw a sale from any company."

His 8-track price was $25.00.

In another situation, a Salinas, Calif. truck stop was selling blank tapes. The owner of the store, Elvis Presley and Johnny Cash, prompting Leverke to feel "they are the people that suffer."

Atlantic Records has recently joined the antipiracy drive.


dubbing prepares for '70s with high-costing development plans

By RADCLIFFE JOE

NEW YORK — Dubbings Prepare for '70s With High-Costing Development Plans

By R. C. Massie

In its fourth major growth operation to meet the anticipated tape thrust of the 1970's, is instituting several new development programs, expected to raise the several hundred thou- sand dollars.

The first of these programs will involve the installation of new and improved duplicating equipment at the company's labeling machine, both of which are expected to be in operation by the year's end. Other new machines which will be added to the plant's production line by the end of the year, include editing and redesigning units.

Paul C. Smith, the company's president, said the move to newer, and more sophisticated equipment is designed, not only to meet the expected tape boom of the coming months, but also to bring greater emphasis to bear on quality production, an area which he feels is being largely neglected in the general expansion being by many companies striving to meet market demands.

He added, "The present all- around quality of fidelity in the cassette which is pretty good, can be improved, and we have a very ambitious program for making it the best possible.

Although Smith did not detail exactly how the program would be carried out, he hinted that Dubbings was taking a long hard look at the new chromium oxide tapes, with the hope of using them in future blank and prerecorded cassettes.

Dubbings, whose original in- volvement was in the manufacture of blank tapes, and the duplica- tion of prerecorded music for many leading music duplicating companies, is also mov- ing towards greater concentra- tion in the tape field.

The decision to make this shift in emphasis lies in the company's conviction that the tape market is "big enough to be interesting," but that the key need is musical entertainment, not in education, industrial, news, medical and infor- mation exchange as well.

"The cassette is ideally suited for this kind of market," Smith said. "It is convenient, reliable, economical and highly appealing, and the same equal success to school curricu- lums, teaching methods, sales training programs, language instruction, group instruc- tion and sales meetings, presentations, management reports, job prepara- tion, remedial education, and its special skills instruction."

He pointed out that in class- room potential alone the cas- sette is an unprecedented suc- cess. "Training through a virtually obsolete the class- room," said Smith. "The con- cept of training sessions on tape will eventually shift the em- phasis from the current ben- efit of crowded classrooms, to total home study sessions."

He continued, "Individual stu- dent instruction through the cas- sette method will be a great boon, not only to the hurried instructor, but also to less brill- iant students."

Audio Visual Dept

Amplifying the increased em- phasis on audio-visual methods of teaching, Dubbings has de- cided to establish an audio-visual division early in the new year. Product from this depart- ment, however, will not be in cooperation with educators from all different levels of classroom instruction.

Commenting on the creation of this new department, Smith said, "Through audio-visual tech- niques, schools can be complete- ly eliminated."

However, teachers will still be needed. They will have greater responsi- bility, and their time will be more constructively and crea- tively spent, leaving the entre- prise to the management of the classroom centers where the child will spend a couple hours a day.

Despite the attractive picture Smith paints of tape's potential in the non-music field, he asserted that Dubbings has no intention of making a mid-course turn.

"We have no plans to market music to non-music involvement. He said, "Even through the general accep- tance of the tape market" (Continued on page 14)

Tape CARtridge

National Tape Swinging Into Action Vs. Tape Pirates

By ELIOT TIEGEL

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Ethnic Tape Moves Into Cassette; 40 Out

By BILL JONES

NEW YORK — Ethnic Tape, subsidiary of Roulette Records, is moving into the cassette field. Roulette's vice president, Mr. Myers, Roulette vice president. The specialty tape company is releasing 40 cassette titles this week and about 20 more in the next two months. Eth- nic's cassette line will retail at $6.99, the same price as its 8-track product.

The plunge into cassette is attributable to the availability of low-end cassette players, said Myers. "Buyers of ethnic tape product are as influ- ential as others. But low-end product enables them to pur- chase equipment normally out of their price range."

A new series duplicates Ethnic line in both 8- track and cassette. The new series is offered in regular packaging— the Norcross box — because graphics are not that important to the ethnic tape buyer, said Myers. "A distinct plus in long playing is graphics, he feels. "But our buyer is not an impulse purchaser. He knows what he wants before he enters the store."

Ethnic Tape, which aims its product at the Latin, Italian, Polish, German and Yiddish markets, plans to concentrate in several new areas next year.

Myers plans to enhance his jazz, pop and rock titles, and is searching for a Mexican line. Many of the tape titles noted are made in Japan, especially in jazz. Ethnic, which plans to issue 20 new albums a year only) plans to have about 20 more in six weeks. No cas- sette record plant is planned for its jazz line.

Myers also plans to broaden Ethnic's Soul of Africa line by adding about 12 titles in the next four months. Michael for (Continued on page 14)
Which music-record trade publication do you read regularly?
When TAPE RETAILERS were asked this question,
77% said they read BILLBOARD regularly,
39% said they read Cashbox regularly
12% said they read Record World regularly

TAPE MEANS BUSINESS IN BILLBOARD

If you were a manufacturer, which music-record trade publication would you advertise in?
When TAPE RETAILERS were asked this question,
63% said they would advertise in BILLBOARD,
19% said they would advertise in Cashbox
19% said they would advertise in Record World

TAPE MEANS BUSINESS IN BILLBOARD

Which music-record trade publication do you believe to be the most reliable buying guide?
When TAPE RETAILERS were asked this question,
62% selected BILLBOARD as the most reliable buying guide,
10% selected Cashbox as the most reliable buying guide
5% selected Record World as the most reliable buying guide

TAPE MEANS BUSINESS IN BILLBOARD
Col Turning on Speed on Dubbing for Simulrelease

LOS ANGELES—Speed is the answer. Not the kind that kills, but swiftness in producing the part of a program for the cartridge while an album is simultaneously being manufactured. To facilitate the swift movement of a tape and an album record are recorded simultaneously. In addition, two copies of the master tape are produced and set aside prior to the release date.

Prior to New York receiving two masters, Columbia produces on-site the manufacturer's back East. From this tape the album was made. A new tape was cut to create the cartridge.

Now the cartridge and album can be manufactured side by side. "These are both first generation tapes, so there is no loss in a generation," says Bill Keane, West Coast operations manager for CBS Records.

In addition to two masters being cut, announcers themselves are starting to devise their own systems to speed the dubbing process in reducing 16-tracks to two for the stereo recording.

Jerry Jones, who has a color Polaroid picture of the control board, said he was not sure when before he begins a session. When he goes into that same studio tomorrow, he checks his picture and arranges the control panel to match those settings. "Jerry insists that he exclusively use the same control panel and record because he feels he gets the same exact sound," Keane said. "Jerry has no problem in re-creating that sound.

Perry Faith is another of Columbia's Coast artists who are using the same control facilities for mixed purposes instead of the separate editing rooms of which the company has four in its recently expanded studio.

There are some who feel that the choice of editing thought is for the producer. "It keeps the producer happy if that's what he wants," says one recordist. "It's all for practical ends.

Columbia's Coast office accounts for about half the pop albums the company releases, and its record is a new tape product. Last week, Keane's office was working on 10 15-minute tapes that will not be transferred to cassette.

Columbia has established a merchandising system where shots the basic color charts on blank discs and tapes and does the basic type layout. The company's New York office handles the actual stages of graphic reproduction.

Dubbings Prepare for '70's With Program

Other innovations planned by the record for the coming "70's" include greater development of its custom department in addition to record releases. Some clients can be duplicated, re-recorded, if necessary, packaged and shipped in all 24 hours. At present, because of the time factor and the problems of production capacity in this department, production is limited to 3000 copies. This will be greatly increased with the expansion of the department.

Dubbings is further concentration during the company's middle management by selecting the right people for the right jobs, and cutting through intensive training programs.

By doing this the company hopes to achieve a duplication of personnel in all management personnel, and thereby create greater efficiency at all levels.

The company is also exploring the expansion of its Berkshire line of pre-recorded budget tapes. The small evergreen catalog will be increased by the addition of a few new titles each month.

Also, the drawing boards is a plan for some involvement in the electronic marketplace. Some time during the first quarter of 1970, the company will release a line of Mona's, a series of recorders and headphones.

Dubbings manufactures in excess of 1000000 square feet of nylon material each day in 45000 square feet of space spread over five plants in the Long Island area. The company's main plant is at Copa-igue, N. Y. Dubbing is a subsidiary of the North American Philips Co.

ST. PAUL, Minn.—The 3M Co. has developed a five new models of its Wollensak recording equipment designed to extend the unit's usefulness in the classroom and training center.

The units were developed in response to requests from educators and industrial training directors for additional models of the Wollensak 2520 AVO recorder. Accessory manufac-
turing manager for Wollensak educational products, the new models are designed for duality and adaptability of the cassette recorder concept to a wide range of educational and learning situations.

One of the five new models, the 2515 AV, a playback record deck equipped with headphones, speaker, and a phono-microphone input, is currently available.

The other units, slide syn-chronizer, microphone accessory, audio-active, and a portable playback only, will be marketable later this year. The Wollensak chronization Model 2550 AV, and the 2550 AV portable playback only, will be available about mid-March.

The latter was introduced during the second quarter of 1969. In March, 1950 AV automatically synchronizes a slide showing with a recorded narration that can be controlled by sound pulses recorded on the second track of the cassette.

In the Model 2540 AV, all operable parts are completely self-contained within the chassis, and the audio-active model 2530 AV permits a student to record a narration or commentary with material which was prerecorded on the first track. The basic unit is available with an audio-active recorder is the first unit of its kind in the market place which can transport and electronic components which are required for lecture, training and recreational use.

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The basic unit uses a flywheel about the size of those used in phonographs. It also includes an automatic record level circuitry, and electronic circuitry which provides for automatic weight, sturdy case and cover modular construction for ease of servicing; and interlocked and coordinated controls for simple operation and instantaneous overload protection.

The flywheel, a 3M/Wol- lensak exclusive for which a patent has been filed, was designed to give the consumer the maximum amount of an increased reliability of hi-fi recording and playing found in reel-to-reel units, while maintaining the basic cassette concept.

The complete drive mechanism includes an a.c. motor which is switched on and off. The flywheel and capstan, which are both used in standard reel-to-reel units, are incorporated into the peripheral flywheel and capstan which reduces wow and flutter and drift.

To build full-size quality and dependability into the cassette concept, 350 of the models not only adopted the full-size motor, but also designed it to drive the spindles which wind or rewind the cartridge hubs to which the tape is attached.

The flywheel is 3.6 inches in diameter, nearly twice as large as the flywheel in most pe- ripheral disk units. When the capstan of most smaller flywheels is just about the size of a nail, the capstan of the new Wollensak, is larger and about three times as strong.

The Wollensak flywheel drive system, the inner and outer spindles, the Wollensak flywheel drive the takeup and re- wind spindle. In play or fast forward, the takeup spindle makes contact with the inner surface of the tape, counter-clockwise moving flywheel, moving the spindle counter-clockwise and winding the tape onto the hub.

In the rewind mode, the rewind spindle is brought into contact with the outer perimeter of the flywheel, driving it clockwise and winding the tape onto the hub.

The company plans some in- novations for Wollensak's cassette for Kent, which would mean that the company sound personnel is possible to obtain a reasonable status of simultaneous releases.

Said for cassette duplica- tion, the company will have a 15 LP series of original artist oldies hits.

The Tape Happenings

Pickwick International is launching a merchandising program for its behalf on the East Coast. The promotion makes use of a long, long shot which is a kit designed to convert existing display cases to "Pickwick" theme promotion. The kit includes magnets, merchandise, home entertainment, and all the kits are designed for easy handling. The company will stay with its current price structure.

Lee Jet, Japan Co. in Venture

DETROIT—Lee Jet Stereo is forming a new company, Maruwa Electronic & Chemical Co. of Japan which will be known as Maruwa-Lee Jet Co., Ltd.

The joint venture will provide Lee Jet with manufacturing and procurement arm in Japan, and the Japanese government is associated with that fact, said James Gell, Lee executive.

The company is planning approval by the Japanese government.

Fine-Tone Audio Adds Hitachi Recorder Line

NEW YORK—Fine-Tone Audio Distributors, Inc. has added the Hitachi line of tape recorders, according to Leonard Fin- kler, president.

The Hitachi line includes two 8-track and one 4-track model auto; seven cassettes, a stereo portable, four monaural portables, a low-end play and a recorder/playback with AM/FM radio; and two decks, one each in 8-track and casset- te.

In addition to Hitachi, Fine-Tone distributes Noroldo, Auto- matic Radio, Boman (California Auto Radio) and Mayfair. In tape, the company handles Ampex, Telefunken, Wollensak, Norelco, Ampex and Scott, and two others, in blank tape.

Plunkett said Fine-Tone's business has increased about 50 per cent over last year, with sales expected to grow in line with the tape boom.

Say You Saw It In Billboard

DECEMBER 27, 1969, BILLBOARD
### Compact Cassettes

**A MONTH EACH WITH AN UNCONDITIONAL LIFETIME GUARANTEE**

Audio Magnetics Corporation is the leading manufacturer of quality Compact Cassettes made to the U.S. Philips specifications. Nothing left out. And still competitively priced.

**WHY PAY MORE?**

Get Pfanstiehl’s CASSETTES AT NEW LOW PRICES!

**BLANK CASSETTES**

WRITE FOR DETAILS!

### Cassette Chart

#### 8-Track

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE-Artist, Label</th>
<th>Weeks on Chart</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>ABBEY ROAD</td>
<td>Beatles, Apple</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>LED ZEPPELIN II</td>
<td>Atlantic</td>
<td>6</td>
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<tr>
<td>3</td>
<td>GREEN RIVER</td>
<td>Columbia, Clearwater Revival, fantasy</td>
<td>45</td>
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<tr>
<td>4</td>
<td>TOM JONES LIVE IN LAS VEGAS</td>
<td>Parlophone</td>
<td>5</td>
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<td>5</td>
<td>IN A-GADD-A-DA-VIDA</td>
<td>Don Ellis, Emi</td>
<td>31</td>
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<tr>
<td>6</td>
<td>JOHNNY CASH AT SAN QUENTIN</td>
<td>Columbia</td>
<td>21</td>
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<tr>
<td>7</td>
<td>SANTANA</td>
<td>Columbia</td>
<td>9</td>
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<tr>
<td>8</td>
<td>BLOOD SWEAT &amp; TEARS</td>
<td>Columbia</td>
<td>31</td>
</tr>
<tr>
<td>9</td>
<td>EAST RIDER</td>
<td>Soundtrack, Reprise</td>
<td>3</td>
</tr>
<tr>
<td>10</td>
<td>CROSBY, STILLS &amp; NASH</td>
<td>Atco</td>
<td>31</td>
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<tr>
<td>11</td>
<td>THROUGH THE PAST DARKLY (Big Hits, Vol. II)</td>
<td>Rolling Stones, London</td>
<td>14</td>
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<tr>
<td>12</td>
<td>BLIND FAITH</td>
<td>Atco</td>
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<td>13</td>
<td>PUZZLE PEOPLE</td>
<td>Testament, Liberty</td>
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<td>14</td>
<td>MONSTER</td>
<td>Columbia, Dunhill, Sundek</td>
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<tr>
<td>15</td>
<td>HOT BUTTERED SOUL</td>
<td>Creedence Clearwater Revival, Fantasy</td>
<td>14</td>
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<td>16</td>
<td>I'VE GOT DEM OL' KOZMIC BLUES AGAIN, MAMA</td>
<td>Albatross, Columbia</td>
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<td>17</td>
<td>BEST OF CHARLEY PRIDE</td>
<td>Columbia</td>
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<tr>
<td>18</td>
<td>WILLY &amp; THE POOR BOYS</td>
<td>Creedence Clearwater Revival, Fantasy</td>
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<td>19</td>
<td>CAPTURED LIVE AT THE FORUM</td>
<td>3 Dog Night, Santa Barbara</td>
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<tr>
<td>20</td>
<td>JANIS JOPLIN</td>
<td>Columbia</td>
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#### 4-Track

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<td>3</td>
<td>GREEN RIVER</td>
<td>Columbia, Clearwater Revival, fantasy</td>
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<td>4</td>
<td>WILLY &amp; THE POOR BOYS</td>
<td>Columbia, Clearwater Revival, Fantasy</td>
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<td>5</td>
<td>JOHNNY CASH AT SAN QUENTIN</td>
<td>Columbia</td>
<td>20</td>
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<td>6</td>
<td>STAND UP</td>
<td>Atlantic</td>
<td>4</td>
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<tr>
<td>7</td>
<td>EASY RIDER</td>
<td>Soundtracks, Reprise</td>
<td>1</td>
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<tr>
<td>8</td>
<td>SANTANA</td>
<td>Columbia</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>LET IT BLEED</td>
<td>Rolling Stones, London</td>
<td>1</td>
</tr>
<tr>
<td>10</td>
<td>CROSBY, STILLS &amp; NASH</td>
<td>Atlantic</td>
<td>7</td>
</tr>
</tbody>
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**Tape Cartridges**

**BEST SELLING Tape Cartridges**

**B-TRACK**

### Cassette Corporation

The largest studio of its kind in the East, will open through this new subsidiary, A SUBSIDIARY OF NATIONAL CITY/NEW YORK/11101.212.4937-3344, 41-34 27th Street, Long Island/New York. To serve the music industry via cassette and cassette duplicating, a service of AMERICAN NATION. 9th Street, New York, N.Y. 10001.
TOP RECORDS OF 1969
(Based on Billboard Charts)

The information compiled for the Top Records of 1969 was based on the weekly chart positioning and length of time records were on the respective charts from the Billboard issue dates of January 4, 1969, through December 13, 1969. These recaps, as well as the weekly charts, do not reflect actual sales figures. The ratings take into account the number of weeks the disk was on the chart, plus the weekly positions it held during its chart life. Each disk was given points accordingly for its respective chart. These recaps were compiled by the staff of the Billboard Popularity Charts Department, under the direction of Andy Tomko.

NOTE: Since the singles charts listed the most popular single sides and not the single record (with both sides) for the first 47 weeks of the year, the recap lists single sides in order of strength.

In the case of a two-sided hit single, both sides were listed in the recap on the basis of the individual strength on the weekly chart.

TOP HOT 100 SINGLES—1969

POS. TITLE—Artist (Label)
1. 7.77 RINGO-STARCHER (Elektra)
2. 8.77 DID YOU KNOW YOU'RE LOVE—WILLIE NELSON & THE ELDERS (RCA)
3. SHERMAN DAVIS (Columbia)
4. SHERMAN DAVIS (Columbia)
5. SHERMAN DAVIS (Columbia)
6. SHERMAN DAVIS (Columbia)
7. SHERMAN DAVIS (Columbia)
8. SHERMAN DAVIS (Columbia)
9. SHERMAN DAVIS (Columbia)
10. SHERMAN DAVIS (Columbia)

POS. TITLE—Artist (Label)
11. SHERMAN DAVIS (Columbia)
12. SHERMAN DAVIS (Columbia)
13. SHERMAN DAVIS (Columbia)
14. SHERMAN DAVIS (Columbia)
15. SHERMAN DAVIS (Columbia)
16. SHERMAN DAVIS (Columbia)
17. SHERMAN DAVIS (Columbia)
18. SHERMAN DAVIS (Columbia)
19. SHERMAN DAVIS (Columbia)
20. SHERMAN DAVIS (Columbia)

TOP LP'S—1969

POS. TITLE—Artist (Label)
1. 11.77 IN THE WILD—(Columbia)
2. 12.77 IN THE WILD—(Columbia)
3. 13.77 IN THE WILD—(Columbia)
4. 14.77 IN THE WILD—(Columbia)
5. 15.77 IN THE WILD—(Columbia)
6. 16.77 IN THE WILD—(Columbia)
7. 17.77 IN THE WILD—(Columbia)
8. 18.77 IN THE WILD—(Columbia)
9. 19.77 IN THE WILD—(Columbia)
10. 20.77 IN THE WILD—(Columbia)

TOP COUNTRY SINGLES—1969

POS. TITLE—Artist (Label)
1. 12.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
2. 13.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
3. 14.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
4. 15.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
5. 16.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
6. 17.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
7. 18.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
8. 19.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
9. 20.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
10. 21.77 MY LITTLE GIRL—JOHNNY CASH (Columbia)
### Top Soul Classics—1969

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<td><strong>Watts</strong></td>
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<td>4.</td>
<td><strong>Aretha Franklin</strong>—<strong>Aretha Franklin</strong></td>
<td><strong>Sparrow</strong></td>
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<td><strong>Marvin Gaye</strong>—<strong>Marvin Gaye</strong></td>
<td><strong>Tamla</strong></td>
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<td><strong>Bob Dylan</strong>—<strong>Bob Dylan</strong></td>
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<td><strong>Laurie Johnson</strong>—<strong>Laurie Johnson</strong></td>
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### Top Soul Albums—1969

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### Top Soul Hits—1969

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### Top Pop Classics—1969

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### Top Soul Singles—1969

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<td><strong>Marvin Gaye</strong>—<strong>Marvin Gaye</strong></td>
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<td><strong>Stevie Wonder</strong>—<strong>Stevie Wonder</strong></td>
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**Powerful Quarry Set Scores at Fillmore**

NEW YORK—Quarry, one of the most powerful groups, scored a high triumph at Fillmore East, Dec. 16, in a new talent program. The show opened with a good performance by the Weight and closed with the Tony Williams Lifetime, a heavy jazz trio, who record for Polydor Records.

The Weight, a New York quartet who have played extensively in New England, displayed good musicianship from lead guitarist Tony Natale, drummer Noel Cassidy and organist Peter Maks, who also played acoustic guitar and harmonica, and capably handled vocals. "I'm Sure We're Gonna Die" and "Honky Tonk Night" were among their better numbers. The latter was done in popular style.

Quarry, now from McAfee, N.C., repeated their superior performance. They were at the Woodstock Festival as the quartet showed they could handle soft and loud material equally well. The most breathtaking finale were the selections of the "St. Pepper's Lonely Hearts Club Band" with echo effects.

Guitarist Dave Carron showed a firm touch while the other vocals were also well handled by drummer Mike Valente, who share lead, and bass guitarist Van Vliet, Mike Furry, who switched lead and rhythm guitar chores with Tom, also played well. "Shenanadoon" was a good openers with the lyrics. The quartet also well did country-style material. Much more will be heard from the quartet in the future.

**FRED KIRBY**

**Andersen's Material Lights Up the Village Gaslight**

NEW YORK — Eric Andersen's direct, straightforward material produced a meaningful first LP, "Material," on Folkways Dec. 14. The Warner Bros.-7 Arts Records artist drew a large crowd and he continued to do well. Sales of his LP, although Sunday usually is an off-night, were exceptional with the crowd in through from the street.

The set caught fire with the quiet accompaniment to the Joyce's "Bedside," which is on his latest album, "Secret." Another good was "Serpent's Song." The Same Old Country Moon" was a humorous selection, which Andersen followed with Merle Haggard's "Mama Tried," which he sang in good straight coun-

**FRED KIRBY**

**Ackles Shows More Force In Bitter-Sweet Opener**

NEW YORK—David Ackles has developed into a more effective folk performer as his first set at the Bitter End, Dec. 13 showed. The show was with Morgen, a heavy group whose strong lyrics helped the unit succeed in a club accustomed to softer sounds.

Ackles was at the communicative best, both in his interpretations of his fine material, and in his sharp rapport with the packed audience. The Elektra Records artist opened with bitter

**FRED KIRBY**

**Jazz Wave Package Gets a Warm Reception**

LONDON—Despite the fact that the Thad Jones-Mel Lewis band had to play without charts—they'd gone south in Paris—the Jazz Wave package which played at the Royal Festival Hall, Dec. 13, was warmly received by the London audience.

With outstanding contributions from trumpeter Freddie Hubbard, organist Jimmy McGriff, guitarist Kenny Burrell, flutist Jeremy Steig, pianist Roland Hanna and bassist Richard Davis, the package presented the straight-ahead swinging jazz and the powerful finales in which the soloists joined the Jones-Evens band in a marathon workout on "Control North." It was a fitting climax.

The package wound up its European tour December 6, which kicked off at the Coliseum, the Baja Marimba Band will appear at 5:30 and 8:30 p.m. at the Winter Garden. The country music entertainers, the Louisiana Hayride band, will appear at 6:30 and 9:30 p.m. in the Winter Garden.

Count Basie and his band the Glenn Miller Band will be at both shows. Basies will share the bandstand at the Coliseum on Jan. 19, Miss Clark will appear at three performances, at 8 p.m. Jan. 21, 8 and 11 p.m. Jan. 22 with Buddy Rich and his band at Jones Hall.

The Dave Clark Five show are $7, $5 and $4; for Miss Clark and Buddy Rich, $5, $4 and $3; for Count Basie and Glenn Miller orchestra, $6, $5, $4 and $3; for the Nashville Accents, $4, $3 and $2 and the Baja Marimba Band, $7, $5, $5 and $4.

Tickets charged to any one over 14 for the Jones Hall show Dec. 15 at Foley's, local department store sell $1 on each ticket purchased.

**4 Seasons with Frank Valli Lose on Technical Grounds**

NEW YORK — The Four Seasons with Frank Valli, members of high-art society in the early sixties, made an unimposing bow at the Waldorf-Astoria Hotel's-Opera Room last week. The group opened with a feed ahead of their own big show and 21 hours of music on tape which will be edited for a series of Solid State albums.

**MIKE HENNESSEY**

**Lyndon Still Lead With the Bellworlds**

NEW YORK—Robert Lyndon, who recently joined the professional department of the United Artists, still is lead singer with the Bellworlds. He has not left the act as previously reported.

**Artists Intl, Showcase To Present Show Pkg**

**NEW YORK—"La Strada," the new opera by Giuseppe Carron and Charles Peck Jr., closed after only its Dec. 14 premiere at the New York City Opera. The show, which was based on the popular novel, was received with much unfavorable notices. Featured were Bernadette Peters, Larry Kert, and Stephen Perkins.

**FRED KIRBY**

between. The act suffered also because too much time was spent in self-promotion and it dis-

**ROBERT SOBEL**

**Dave-Mar Sold To Duckman Co.**

NEW YORK—Progressive Media Inc., the owner of Dave-Mar Entertainment Corp., a producing company, incorporated in the 1960s, is the Shirley, Mary Lou Williams, executive director of the Atlantic, Billy Ware, and the Turnpikes.

The David Media's president, Mike Duckman, and executive vice president Stu Vincent are leaving the company. Duckman's executive vice president, the placing of these acts, with possible utilization under Progressive's record label, was sold to Duckman Co.
IN ALL THY WAYS ACKNOWLEDGE HIM AND HE SHALL DIRECT THY PATH.

Thank you, thank you, thank you...
...to all the members of the Bill Gavin Radio Programming Conference for naming me the Record Executive of the Year.

God bless,
Al Bell
From The Music Capitals of the World

DOMESTIC

NEW YORK

Elektra's Ribesoreo plans The Bitter End beginning Friday (26)... Bell's Box Tops have added guitarists Bruce Reed and organist Swain Schaefer replacing Bill Causerman and Nick Allen who are returning to school. Avco Embassy's Eric Marx plays Ludlow's Garage, Cincinnati, Friday (26), and Saturday (27). He appears with Atlantic's Rascals in Seattle, Sunday (28) and Vancouver, Monday (29).

RCA's Sergio Franchi opens at Vancouver's Majestic for one week beginning Wednesday (24). Crews' Julian La Rose performs at that hotel's Cauicade of Stars, Friday (26). . . . Comedian Unix Deary has been signed for four syndicated Dennis Whibley Shows out of New York. He plays the Cleveland Civic Auditorium, Saturday (27).

Columbia's Blood, Sweat and Tears and Arlo's Alliance Brothers play Fillmore East, Friday (26) through Sunday (28). Reprise's Paul Hornstock is the New Year's Eve headliner. Sated for Friday (2) and Saturday (1) are Warner Bros.' Art's Grateful Dead and Eddie Cahn. Reza Kristal begins a four-month tour in the interior manager of Fillmore East, Thursday (1), replacing Kip Cohen, who will travel to India for a three-month retreat with the Maharishi Mahesh Yogi during his four-month leave of absence.


Apple's Modern Jazz Quartet performs at Alice Tully Hall, Friday (26). At the New York Rock & Roll Ensemble, given Carnegie Hall concert, Sunday (29).

MGM's Otis Redding performs at the Moda Theater, East, Windward, Tuesday (30). The Voice of America will profile Soul City's 5th Dimension twice the week of Jan. 11, including a playing of their 30-minute White House concert of Dec. 3.

Pearson Band

NEW YORK—While big bands may or may not be coming back commercially, in New York they are certainly growing at a terrific rate, and this trend is increasing places to appear in that Blue Note Club. Pearson Big Band (mainly composed of session musicians) can appear at the Village Vanguard only when the Thad Jones-Mel Lewis band vacates its regular spot is no reflection on Pearson's music or talent.

Pearson quietly led a normal big band through originals and standards ("Days of Wine and Roses," etc.) with a lot of help from tenor saxist Frank Foster, Dec. 15. The musicians obviously like to blow in this format and it is extended to the audience in the small Vanguard Club. A full complement of musicians blowing aggressively full steam ahead, also achieves noural discomfort compared with the average big band quartet.

IAN DOVE

Talent

terially acquired in Europe, Robert Reiter is executive director of the parent company which uses Century Tape 100 Series and Producers for its cartridge manufacture.

Jacques Wilson, author of ADAM'S 12 guitar albums, is on a two-week promotional junket.
A BILLBOARD SPECIAL REPORT
To be distributed at MIDEM
JANUARY 1970

"The Art of Publishing in the '70's"

An in-depth study of the worldwide music publishing industry and the outlook for the 1970's... an issue of particular interest to every music publisher... with such probing articles as:

- the role of the independent publisher/producer today
- the conglomerate — what it means to the publishing business
- soul and country music — their contributions to publishing
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- problems of translating material for foreign markets
- the state of copyright protection in various key markets
- the state of performances, mechanicals, sheet music and live film performances

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In BILLBOARD: January 17
Advertising Deadline: JANUARY 5
Radio Geared to Blacks Only

LOS ANGELES — Negro radio specializing in music for strictly a black audience will disappear in the next two or three years, predicts "Wolfman" Jack, XERB personality.

In reality, the Wolfman is Bob Smith, a white from Brooklyn, who runs XERB, and broadcasts with a rural southern black sound to his voice.

Formerly a soul station, XERB is today a mixture of what Smith calls "psychedelic soul" or a good mixture of soul and hits from the Top 40 list. "We are basically a black station, the 18-25 age group we are trying to reach, buys the Beatles, Creedence Clearwater Revival, the Rolling Stones and all the heavy rock bands. They buy the white as well as black soul artists," Smith said.

Negro music programming will fade, Smith believes, because of the melding of the musical tastes of the young generation of blacks and whites. "I see 50,000-watt clear channel stations will be tuned in by the kids to Wolf and Creedence Clearwater Revival. We don't play a record unless it's on both black and record store. Smith said.

Program director Murray Lange surveys eight black record stores in San Diego and 15 here to further support his claims. Lange puts together the playlist called the "Super Soul 21 Survey." He has compiled a music list that Smith and Nathaniel (Magnificent) Montague pull from when they are taping their show.

All the discs are taped in the station's new studios West Sixth St. and these tapes are shipped to the transmitter site in Swamp. The sales and engineers operate the tape switching.

"The only thing blacks will identify with today is the personnel they identify with," Smith said. "You can't define musical tastes anymore, you can't identify with a category of soul people, not black only. It is a hybrid, we will remain loyal to KQIF — the 'traditional' soul station here — which has not strayed into playing Top 40 hits by caucasion.

Smith, 32, has been in broadcasting for five years. He is always involved with black music and has his own musical and record company. "It's a matter of being the only one in town who is an independent. You have to be your own man. You have to be on your own. You have to be your own boss." Smith said.

KZFQ does 4-HR. Special

Bakersfield, Cali— "Hits and Happenings '69," four-hour radio special featuring everything from the top 50 gold discs award records of the year to highlights of the major news events to predictions for 1970 by Gary DeGood has been produced for syndication by radio station KAFY here. Putting the package together is Hugh Gerber, operations director of the Top 40 station. The package is aimed for New Year's Eve presentation.

Scene 70' Being Revamped—Cole Named New Host

INDIANAPOLIS — "Scene 70," an hour syndicated pop music show by National Teleproductions, is being revamped.

Clay Cole has been named new host of the show, replacing Jay Reynolds. Cole said last week that the show's format will be revised to aim at a more intelligent approach to rock music..."to aim not at teens, but at people like pop music," Cole said.

KRD's Live Play

PHOENIX — KRDJ, local country music station, will broadcast country music live from Mr. Luck's, 6-10 p.m. Thursday and Friday starting New Year's Eve. Reports KRDJ programming director Bob Pond. Mr. Luck's is the station's No. 1 country music nightclub.

December 27, 1969, Billboard
Radio Geared to Blacks Only Near End

* Continued from page 22

Key Smith says to maintaining the hectic enthusiasm. "If I had to do it live, I'd burn myself out playing records, so I created a cocking whole, a howling wolf fill the background, one of the Wolfman's calling cards."

This is part of the personality that Smith brings into the show and captures the attention of the listeners. Smith is known for his engaging style and the way he connects with his audience.


december 27, 1969, billboard 23
For those who don't dig surprises—even in the holiday season—Soul Sauce has achieved a kind of immortality to the immediate future from a usually highly unreliable source. Nevertheless, last year we correctly reported the splitting of the Supremes, the Beatles' infatuation with soul music and a number of other forgettable revelations. So once again, after predicting trends and even making a few soul moves last month, we must look back to 1970 in the soul business. All predictions which turn out to be right are further proof of our genius, while all incorrect predictions should be brought to the attention of the complacent department on the third floor.

**JANUARY.** Motown buys a big Hollywood movie lot. Smokey Robinson writes a script for Diana Ross. Jerry Wester's Florida retreat becomes the soul capital of the world. Rick Hall sets up a studio in the kitchen. Producers reverse the turntable and, like Isaac Hayes, become star producers. There are no soul spotlights this week.**

**FEBRUARY.** Bill Chamberlin quits pro basketball and signs with Capitol Records. His first disc, "The Game," the new dance craze in Philadelphia, San Francisco and Los Angeles. James Brown quits touring to concentrate on record sales. Chicago becomes the soul capital of the world as Chuck Berry returns to the top... There are no soul spotlights this week.

**MARCH.** Record companies hold a convention in St. Louis to draft black athletes into soul music. First man drafted is Muhammed Ali, who says he will not serve. James Brown has 11 singles on his label, Wilson Pickett writes a song for the Beatles, but for the first time they don't make the charts. O. J. Simpson quits pro football and signs with Stax. His first disc, "The O.J.," is a regional breakout in Berkeley and Buffalo.

**APRIL.** Diana Ross wins an Academy Award for playing Barbara Streisand, who also wins an Academy Award for "Hello, Dolly." Gladys Knight & the Pips score a hit with the theme song, but Marvin Gaye's "I Heard It Through the Clothesline." Motown finally joins the RIAA because the sport seems to be the soul success of the new year with his third gold record. James Brown stops making records to concentrate on movies.

**MAY.** Dennis Edwards heads for the Temptations to play pro football. A nationwide contest to take his place won by David Ruffin, who says he will not serve. Los Angeles becomes the soul capital of the world. Mercury opens a studio in Watts. James Brown has five movies playing on Broadway, but Motown chooses to concentrate on television... Cordell, Curtron and Invectus are the hottest soul labels in Motown.

**JUNE.** Jerry Wester records his first disc as a singer. Aretha Franklin produces the sequences in Great Neck, Wester writes the liner notes to his first LP... A new soul theater opens up across the street from the old one and becomes the new one. Warner Bros.-7 Arts makes a bid to break into the soul market, as he presented on the "Ed Sullivan Show" that made them biggest to announce... Sam & Dave split up, but both register hits in their solo debuts.

**JULY.** Motown wraps up the entire top ten, led by the Jackson Five, Motown surprises the soul world by signing Ed Sullivan to write liner notes and emcee a three-hour long TV special with the Supremes. A national referendum declares Martin Luther King's birthday a national holiday. The new production combines of Gamble-Huff-Dotson/Dozier-Holland & Crepper record themselves as a group, but top forty radio refuses to play the disk because they think the name takes too long to announce... Sam & Dave split up, but both register hits in their solo debuts.

**AUGUST.** Standard Oil buys Capitol Records, joining Gulf & Western in the music business. Nelson Rockefeller offers his first gold record?... James Brown is the owner of his own daytime quiz show and a late-night talk show. His first guest is himself... The Beatles team up with Motown in a new endeavor. Their first disc, "Let's Go Meta," is a regional best-seller in Baltimore, Los Angeles and the Boston area. The run for the U.S. Senate. William Morris Agency is known to have a hand in this.

**SEPTEMBER.** The Beatles are inducted into the R&B Hall of Fame along with Ray Charles, Otis Redding, Curtis Mayfield, Smokey Robinson & the Miracles. Single records are up to $2.15 to stimulate sales. Motown discovers a new singing group, who are presented in their own television show by the Jackson Five, who are introduced by Diana Ross, who is introduced by Ed Sullivan. The new group is Berry Gordy & the Spinners. James Brown quits television to concentrate on his fried chicken franchises and makes a few records.

**OCTOBER.** The St. Louis Cardinals win the World Series and Bob Gibson, Stax Volt artist, sings the "Staple-Spangled Banner." Marvin Gaye challenges him to a singing contest, while John Felicino's version reaches the top of the charts. Artist-producer Isaac Hayes finally gets to Phoenix, Jerry Wester's anti-war disk, "I'm Sick and I'm Tired, Part I" is a top ten hit, and Brown returns to live appearances by popular demand, he says, New Orleans becomes the soul capital of the world.

**NOVEMBER.** Gulf & Western and Standard Oil are busied with a music business reorganization that leads to the liquidation of Motown. James Brown's anti-war campaign, "If I Could Change the World," becomes a success. The Atlantic's team of athlete-artists beats Motown's in the first annual NATRA football game. Jerry Wester is named "Coach of the Year" in the music business.

**DECEMBER.** Jerry Wester wins the Pulitzer Prize for his liner notes. Berry Gordy buys the music business for $800. The Virgin Islands become the soul capital of the world. There are no soul spotlights this week... Billboard changes the heading "soul music" to "Aretha's melodies." Soul Sauce is arrested for predicting the future without a license. Happy New Year!
How to Manage A Loser—Easy

- Continued from page 22

ABOUT EACH JOCK. This is most useful when he asks for a raise and you'll find many other uses for it. Be sure to keep it up.

12. VIOLATE YOUR OWN POLICIES. Try to establish at least one rule (even if you have to hire a consultant to find one) that you have no intention of ever following yourself. Then give vigorous tongue-lashings in every instance of employee violation. This will work wonders, as demonstrated in most staff meetings.

13. ESTABLISH AND MAINTAIN DIVINE SUPERIORITY. Never recognize an employee outside the station. Ignore him if he talks to you. If possible enter his office and pretend he doesn't exist especially if he tries to introduce you to some other people as associates, or better yet if it's a young lady he wants to impress.

14. EFFECT FREQUENCY CHANGES IN PROCEDURE WITHOUT NOTIFICATION. Tell your staff that over the next two weeks you will be selecting that portion of the operation that is most stable and putting into effect 10 or 12 of the most idiotic changes you can dream up, one each day, and that they should expect it. (Refer to rule 9.)

15. SUBSTITUTE YOUR OWN FORMAT. This is a lot of trouble but well worth it. It's really great if you have a tin ear. Work out a seven or eight-page playlet that they MUST ASK TO PAY FOR. Be sure to include a line that says, "This is a dog box," and be sure that there are at least a half-dozen records on the sheet that aren't in the play box. Be sure to lock the record library prior to the day for your format begins. Wait ten days or so, then put into effect your program director's original playlet. Remember you are dealing with jocks. A week later give yourself credit in a staff meeting for improving the overall station sound. Disown your earlier format, denying any responsibility for it.

16. PASS THE BUCK. If you goof, always make the most responsible candidate on the staff chew him out for the error at the next staff meeting.

17. CULTIVATE CONFRUSION. For instance: If your station uses a simple, well-coordinated numerical system that will require constant communications between traffic, continuity, production and programming. Then throw away the chart and WLS and WLSM and WLSW. Use your imagination here. Try issuing two sets of orders about the same thing to each half of your station personnel.

18. DONT MAINTAIN EQUIPMENT. Keep everything on the verge of collapse and give your engineer a bonus every time there is a problem. In less than 30 days your equipment will constantly on quality of production and air sound.

19. LOOSE UP THE PAY. Try to short each man's paycheck at least 30% and make it up on the payday preceding the first of the month. Be sure you're out of town paying with a $20 bill. He'll be forced to cash the short check. Always keep payroll payments two or three months behind and never pay it at all unless you absolutely must.

---B.B.

---Continued from page 23

Lee Duncan resigned at KRLA, Los Angeles, to join KRLW, WHOO, Orlando, air personality, tape producer...]

In Denver: Tom O'Connor, KQV; Be sure to save the new edition of KLZ Denver. He'll con-

The lineup at WTVR, Rich-

At KPIX in San Francisco: Dick Klinger, Al Bishop, Dick Hoak, and the masses of Massa. 

At KJPA Portland: Orville, Dick Beasley, Rich Swell, Steve Pape, and Ron Peters. Ted Rogers does a "Nightline" talk show. . . . Robert A. Kopler has been appointed operations manager of WQAM in Pittsburgh and WKPA in New...
Classical Music

Rarities Highlight Original LPs

NEW YORK—Orion Records has a new valuable nine-album release, mainly of disk rarities included are such newer composers as Leon Levitch, Andrew Zatman and David Van Vechten and such better known composers as Dukas, Paganini, Shostakovich, Bloch, Prokofiev, and Gershwin.

The Paganini is a special treasure with a record of 72 sonatas for violin and guitar. This performance is by violinist Harold Kohon and guitarist Robert Shaugnessy, and it was given in Carnegie Hall. The orchestra, under the direction of the Hungarian Symphony Orchestra, is a program of “Pastoral and Dance for Flute and Orchestra” with the compositions as follows: “Suite for Flute and Guitar” by Mozart, “Piano Sonata” by Beethoven’s “Twelfth” Sonata No. 1. The Valley String Quartet, Chamber Music Society of Lincoln Center completed the LP.

The other disk features early Shostakovich piano works. Prokofiev’s “Chopin et al” contains the disk. Zatman’s compositions are played by Paganini, violinist Stephen Shupack, and some other well known disk artists.

**FRED KIRBY**

**STRIFE SETTLES, MET TO OPEN DEC. 29 WITH 'AIIDA'**

NEW YORK—The Metropolitan Opera will open its abbreviated season this week with the opening of the new production of Verdi’s “Aida.” The opera will feature soprano Leontyne Price, tenor Richard Tonino, and baritone Richard Tucker. The production, which is a new production of Leopoldo de Szanto’s “Aida,” will be conducted by Richard Tonino and will be presented in the newly renovated Metropolitan Opera House, which has been undergoing a $25 million restoration in the last two years.

Under the terms of the new three-year contract with Leopoldo de Szanto, the new production of “Aida” will be presented in a select group of cities. The opera will be presented in New York City, Los Angeles, and Chicago.

**Masselos Puts on Marathon Concert in Stunning Style**

NEW YORK—Pianist William Masselos gave a concert of Beethoven’s complete piano sonatas and sonatinas at Carnegie Hall last week.

The program included four Beethoven sonatas, including the “Sonata No. 27 in D Major, Op. 90,” the “Sonata No. 26 in C Major, Op. 81a,” the “Sonata No. 24 in F Major, Op. 78,” and the “Sonata No. 23 in F Major, Op. 70.” The performance was given by the New York Philharmonic, under conductor David Steinberg.

Masselos, who has performed in many of the world’s leading concert halls, has been praised for his “intense and passionate” interpretations. The piano sonatas, which are among the most difficult and complex works in the repertoire, are widely regarded as some of Beethoven’s greatest achievements.

**Miss Lear, Boston Click**

NEW YORK—Soprano Evangeline Lear, who has been with Boston Opera, is scheduled to sing in a concert at the Boston Symphony Hall, Dec. 12, to Albert Berg. The concert, which consists of Tchaikovsky’s “Symphony No. 6 (Pathétique),” will be given by the Boston Symphony Orchestra, under conductor Sir Charles Mackerras.

The concert will feature a solo performance by pianist Gertrude pedal, who will be accompanied by the orchestra. The program will also include Beethoven’s “Overture to Fidelio” and Schumann’s “Cello Concerto.”

**FRED KIRBY**

DECEMBER 27, 1969, BILLBOARD
1969's Big Stories

Labels Mail Samples to Operators

Record manufacturers’ growing romance with the operators of America’s 590,000 jukeboxes ranks as the top coin machine story of 1969, a year when the trend to LP-release-first-and-single-afterwards continued. All the record labels exhibiting at the Music Operators of America (MOA) convention announced direct mail sampling plans for operators.

Record Firms Switch to Stereo 45’s

RCA Records' switch to stereo singles early in the year, Epic Records’ initial release of Memory Lane singles in stereo and Electra Records’ belief in stereo 45’s dramatized the record manufacturer’s move to two-channel singles. A series of stories documented the delight of jukebox operators and one-stop as well as the fact that nearly 50 percent of the nation’s 500,000 jukeboxes are equipped for stereophonic sound.

100 Firms Set For Big ATE

Japanese Operator Laments Christmas Singles Shortage

By MIKE HENNESSEY

LONDON The European coin-operated leisure equipment industry is in a steady period of growth. This was pointed out recently when the Amusement Trades Exhibition (ATE) announced that over 100 manufacturers are already signed up for exhibit space at the Alexandra Palace here for ATE’s Jan. 29-32 show. Indications are that this will be the largest ATE show in its 25-year history.

New Equipment

Chicago Coin—Target Game

The sophistication of new amusement games utilizing sound effects has now been introduced in this new ride gallery from Chicago Coin called Super Circus. The trapese artist in the game talks and teases the player while circus music forms a realistic background. The tent flaps open automatically adding still more appeal to the game and creating an illusion of depth. The speaker of the sound system, which is close to the player’s ear, can be adjusted so there is no noise nuisance in a location. Addition still more exciting is the fact that hitting either of two spinning targets causes a bright flash and an explosive sound. The player’s skill is challenged by a flash-o-meter scoring system that forces the shooter to time his shot at a clown on a moving trapese. The unit features black light, has four flop targets and three moving targets, and is adjustable for 1-cent or 25-cent pricing.

Bright Future For German Pay-Out Units

By WALTER MALLIN

FRANKFURT, West Germany — A federal department here has two ready-made pay-out units and has approved two models manufactured by an English firm. The optimistic outlook on gaming equipment has caused one importer and two other firms to present orders of 200 to 250 machines per month in West Germany during 1970. Mr. Robert H. head of Robertson and Co. of Offenbach, which imports and manufactures under license English gaming machines, expects

Jukebox Programmer Finds 200,000 Oldies Gather Dust

By GEORGE KNEEMEYER

Hudson Falls, N.Y.—H.C. Knoblauch and Sons, Inc. has examined over 200,000 old records, but John P. has this year released some 5,500 copies of old records as a test for the company, admits that the library hasn’t been used that much.

“It comes in very handy for special requests for a song on a local jukebox, but otherwise than that it isn’t used much,” he said. “Oldies just aren’t that profitable for us.” We have all the records listed alphabetically by label and number as we can find them quickly

100 Firms Set For Big ATE

Japanese Operator Laments Christmas Singles Shortage

PHILADELPHIA operators celebrated the 40th anniversary of the Amusement Machine Association, Cigarette Vending and Music Machine Association here recently, the 40th anniversary of the Atlantic City in Pennsylvania. N.J., to Judge Joseph Gold. At for left, executives immediately behind Judge Gold is Joe Levin who was found coin machine manufacturer of the year.

35,000 Jukebox Helps Sell Records

LOS ANGELES—More than 35,000 photographic records were sold in a booth display the Jukebox America III here at the Los Angeles County Fair recently. The jukebox was stocked with the current top tunes which were played by the large number of customers during the 17-day run of the fair. The booth was manned by personnel from the Singer Record Stores and Interstate Dist., Inc. The booth was outdoors with a

New Rose Honors Farny Wurlitzer

NEW YORK—John Billotta, veteran jukebox operator, brought the Wurlitzer name to horticulture. He arranged to have a rose named in honor of Fanny Wurlitzer. The rose catalog lists the Fanny Wurlitzer Rose as having been named for Wurlitzer in recognition of his outstanding contributions to the field of music during the past 56 years.

Executive Turntable

Reorganization of the corporate structure of United, Inc., Wurlitzer distributing firm in Milwaukee was announced by the new president, Paul Jacobs. Business has been named to the vice-president and Joe Strauch will take over as secretary-manager. The company has moved to quarters at 3415 N. 12th St. in suburban Brookfield... Ralph J. Thrasher has joined Fischer Manufacturing Co. as a manufacturer’s representative for the Fischer line of coin-operated machines... J. M. Johnson has been appointed director of marketing for Notting Industries, Ltd., a Milwaukee-based manufacturer of coin-operated machines... Joel T. J. Johnson of the machine coordination department at Sega’s Tokyo headquarters.

Coming Events

January 18—Iowa Automatic Merchandising Convention, general meeting, Des Moines, Iowa.
February 6—California Automatic Vendors Council Installation dinner, Sheraton Inn, San Diego.
March 21—North Carolina Coin Operators Association Convention, Sheraton Hotel, Charlotte.

December 27, 1969, Billboard
Silverman Honored by Philly Operators

PHILADELPHIA distributor David Rosen (standing) and his family group enjoying the festive party of the Philadelphia operator's association which celebrated its 40th anniversary recently.

SAMUEL STERN, president of the association (right) with his wife and (at left) Mr. and Mrs. Louis Stern.

BANNER Specialty's Mr. and Mrs. Marc Marcus and (at right) Mr. and Mrs. James Ginsberg.

BILL ADAIR, Seeburg Corp., with Joe Silverman.

FRED PLINER, Bally Manufacturing Corp., and his wife.

MR. AND MRS. Harvey Ellison, Eastern Music.

SID WILLIAMS, one-stop owner, who furnished flowers for the ladies.

ART Daddis, United Billiards and Ron Daddis and their wives.

MARVIN Stein, Eastern Music and Mr. and Mrs. Joe Silverman.

ELECTRIC SCOREBOARDS...2 Models

COIN BOX
- Heavy-duty steel. Dark brown baked enamel finish.
- 100 or 250 capacity. Large coin capacity. National Rejectors.
- Size 6" x 10" x 4." Electric counter optional.

SIDE-MOUNT MODEL...$69.50

Each model also has these features:
- 1 to 1, 2, or 4 player by simple plug switch.
- Also 2 for 250.
- 2 for 10.
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Jukeboxes Promote Mod Fashions
No longer regarded as gaudy and noisy, the jukebox moved into new, exciting areas, The Seeburg distributor in Paris helped promote a new chain of jukebox boutiques by locating a jukebox in each outlet; MOA president Howard Ellis said J. C. Penney on using a jukebox in its Omaha teen fashion center; in its 1970 model introduction Roger Rowe said jukeboxes were even showing up in the dentist's waiting room; a huge breakdown of a Rock-Ola jukebox appeared in a Belgian stage show; a Wurlitzer jukebox helped sell 35,000 records at a teen fair.

Records, Tape Selling in Vendors
More companies developed vending machines for singles, tape cartridges, tape cassettes and even LPs. David Giovanny's Disc-O-Mat, which holds 240 singles, the American Corporation's Pocket-disc vendor (for a small 4-in. single) and North American Leisure 8-track cartridge vendor were among some examples. Seeburg Corp., also adapted its Tobacco Counter cigarette vendor to handle cassettes.

Large Vendors Buy Music Routes
The acquisition of jukebox operating routes by such large vendors as ARA Service, Sociology, Interstate United, Automatic Merchandising, American Automatic Vending Corp., and others continued. At Billboard's International Music Industry Conference in New York, J. Cameron Gordon, president, Cameron Musical Industries, Ltd., said: "I predict that in five years 60 percent of all U. S. jukeboxes will be owned by vending firms and that a whole new level of sophistication will be adopted by the jukebox industry."

Charts, Radio, Meters

Key Jukebox Program

as Glen Campbell, can be programmed on any jukebox, be it country and western, rock, or easy listening, because of the "artists' appeal to all segments of music," Powers pointed out. Records by local artists are also programmed, although not too often, Powers said. "We will program the record if it is good enough, although nine times out of ten the records do not catch on. I always listen to the record before deciding to put it on. This gives me an idea if it will get a lot of play and where to program it. Most of the records by local artists are country oriented," he said.

(Continued on page 30)

HOUSTON
Many technicians were present at the service seminar sponsored by the Wurlitzer Co. here, according to Ralph D. Crum, regional sales manager for the company. It was held at the Gulf Coast Distributing Co., whose president is L. C. Butler, Karl Johnson, field representative for the Wurlitzer Co., was in charge of the two-day seminar. The technicians who participated included Sonny Hill, Gorra Vending Co., of Corpus Christi; Scott V. Brown, Allan Jackson, 100-variety A. M. Tony White, Richard Cocke, and Ben H. Wells Jr., of the Gulf Distributing Co., Freeport Park, and Interstate Vending Co. in San Antonio. Frankie H. Roger of Rogers Vending Co. of Houston, Tex.; Robert Colborne and Marvin T. Carson of the Nuces Novelty Co. of Corpus Christi; and Ray Einfeldt of the Coast Amusement Co. in Freeport, Tex. In addition to seminar participants Louis Johnson and Lloyd Fehder of Gulf Coast Distributing.

PHILADELPHIA
Mark Hawkins was awarded a gold watch for ten years of service with ARA Service, Inc., by William S. Fishman, president of the tool and vending service firm. The watch was added to the growing list of Williams of Pennsylvania, who was with Bertco Vending Company servicing the International Airport location. ARA Services advances two technical supervisory positions in Harry J. Kenny and George E. Shea. Samuel Stern, president of the Amusement Machines Assn. of Greater Philadelphia, leads up the committee for 1970-1971. Suburban Congress's outing is set for Saturday, Oct. 12. David Cohen, president of Riddell-Stabbing Co., has merged his law firm to create a new partnership as Cohen, King, Fishman,enders, Cragen, Har-Will Corp, set-up quarters at 1231 Airdrie Street in the city, manufacturer and servicing of coffee vending equipment and while continuing its center city sales offices at Two Penn Center Plaza.

MAURIE H. ORODERKEN

SCOPTONES
LIKE-NEW WITH 300 FILMS FOR SALE
LOWEST PRICES EVER
Also FOR SALE
SCOPTONES FILMS
SCOPTONE PARTS

EDWARD A. LAHOOD
700 American Bldg., Chicago, Ill.

BROWNSVILLE

BOWLERS

COINMEN IN THE NEWS

BULK VENDING MACHINE OPERATORS

MECHANISMS-Lid bell gun, wrapped gun, change, filled capsules, filled tubes, fully automatic, 4000-8000 caps, pincushion, 12-cap, 20-cap, 10-cap, 5-cap, 3-cap, 1-cap gun, solid state gun, vending joke gun.

SUPPLIES-Supply capsules V-1/2-In, V-1/4-In, coin wrapping cases, carbon paper, carbon paper, coin tubes, coin rolls, candy wrappers, machine cleaners & lubricants, paper cups for hot and cold drinks, glassware.

EQUIPMENT-All Western bulk vendors, coin less stands, and coin less machines, with or without lock, coin less lock, coin less & coin operator, bulk vendors of 14 kinds, parts for all bulk vendors.

DECEMBER 27, 1969, BILLBOARD
1969's Big Stories

* Continued from page 29 *

MOA Early Show Proves Success

"Jukebox operators in America use $52 million dollars worth of records each year," thus stated part of MOA's "Jukebox Story," the association's 1969 rallying point for a new public relations program. Confronted with an early date which found only one jukebox manufacturer with a new model ready, MOA bettered its 1968 attendance.

Music Men Hold Pool Tournaments

In the East, in South Dakota, in Davenport, Iowa, and in Oklahoma music operators held successful coin-operated billiard table tournaments, and in many cases reaped excellent public relations benefits.

Bally Manufacturing Corp. Growth

The healthy state of the amusement games business was highlighted by Bally Manufacturing's dramatic expansion, first indicated in a story in the May 17 issue which pointed to the eventual acquisition of Midway Manufacturing and Leno-Smith. Bally, which became publicly owned during the year and which hired industry veteran Sam Stern, expanded in Europe, too.

New Jukeboxes Pave New Pricing

More sophisticated jukeboxes—such as Seeburg's Apollo which features digital push buttons similar to push-button telephones, led the way for the change over to two-for-a-quarter pricing. Many operators merely told locations that "the new jukeboxes came set two-for-a-quarter." Games also reflected the new price change.

Propose $1 Jukebox Royalty Fee

The copyright revision law continued to haunt jukebox operators as a new record royalty (for recording artists) of $1 per jukebox per year was included in a Senate Judiciary Committee proposal. Operators, having agreed on an $1 yearly fee for songwriters, voted opposition. New MOA president A. L. Placek, said: "We stand firm on the $8 jukebox section in HR 2512; we oppose the Williams (performance royalty) amendment in principle and any increase that might be added on. We will oppose any periodic review of royalty rates."

Ken O'Connor Heads MOV

RICHMOND, Va.—Prominent Richmond civic leader and veteran diversified operator Kenneth O'Connor was elected president of the Music Operators of Virginia (MOV) at the group's 11th annual convention here recently.

Newport News operator John Cameron was elected first vice president, Harry M. Healy, from Gloucester, was elected second vice president, and popular Hy Lesczynski, of Richmond, was returned to his perennial post as secretary-treasurer.

Outgoing president Moe Holbink of Rochester moves to a board of directors which now includes Ralph C. Young, Harrisonburg; Dewey Gillette, Richmond; Charles W. Callaway, Gloucester; F. D. Colburn, Danville; Jim Dennis, Norfolk; H. E. Shull, Waynesboro; Harry Hensley, Norfolk; Eddie Morgan, Richmond; Harry fake, Strasburg; Mr. and Mrs. Larry Wilson, Petersburg; Alton Lewis, Staunton; William Showalter, Harrisonburg; Robert H. Miller, Richmond; Arnold Pantle, Charlottesville; Lewis Jones, Richmond; Bob Lewis, Richmond; Richard Pearson, Roanoke; Mervin Lonergran, Lynchburg, and Claude Smith, Roanoke.

The association, one of the industry's pioneer groups, voted to hold its next convention in Richmond Nov. 21-20, 1970, at the Jefferson Hotel. The group's

Coming Events

* Continued from page 27 *

March 20-21—Alabama Automatic Merchandising Council/ Southern Advertising Association joint meeting, Broadwater Beach Hotel, Biloxi, Miss.

April 3-5—International Automatic Merchandising Association Conference, Convention Center, Atlanta, Ga.


April 17-18—Indiana Vending Council meeting, Holiday Inn, Indianapolis.

May 9—Automatic Merchandising Council of New Jersey meeting, Holiday Inn, Atlantic City, N. J.

May 15-16—Ohio Automatic Merchandising Council meeting, site to be announced, Columbus, Ohio.

May 24-27—National Restaurant-Hotel-Motel Convention, International Amphitheater, Chicago, June 14-17—New York State Automatic Vending Association meeting, Grosinger's, Grossinger, N. Y.


New Capsule Design for Zodiac Rings

NEW YORK — The current excitement over the horoscope is being used to create a vehicle for launching a new capsule and ring series designed around the signs of the Zodiac. Horoscopes and Premiums Corp., sales manager Ron Rosen last week that his firm is already hardy on shipments of the new ring series and special capsule that encloses the rings.

The capsule is the regular size used for vending 10-cent items, but the space of the entire capsule is utilized by the ring which acts as a cover for the capsule with the hole of the ring locking into a clear shell forming the exterior of the capsule. Rosen claims one big advantage of encapsulating the ring is that it increases the amount of merchandise that can be loaded into machines.

"This also allows us to offer a larger size ring for a 10-cent value," he said, describing the piece which measures over one-inch in diameter. The capsule is already 1-inch tall. "The idea for the capsule and ring combination came to me when I was going to advertising," he said. "We have invested considerable money in developing the capsule and ring combination in a variety of versions."

All 12 signs of the Zodiac are

Puerto Rico's CAPSULE will be

A Full Line of Coin Operated Recreational Tables from

American

AMERICAN

UPPERMAN COMPANY

216 PETERSON PLAIN ROAD

NEW JERSEY

"The House That Quality Built!"

BEST

WISHES

HELICOPTER TRAINER

$395.

MIDWEST WHITE LIGHTNING GUN

$495.

NIEUWENHUIS"

$695.

RIO PLATERO MACHINES

RECONDITIONED—LIKE NEW

REDUCED TO READY TO GO—HERE TO USE ON ANY MACHINE LIST

Exclusive Roe AMI Distributor

Ella P. S. Jersey Del.-Md.-D.C.

December 27, 1969, Billboard
Moog Establishes Role
As Musical Instrument

By GEORGE KNEMEYER

CHICAGO — Can the Moog Synthesizer be a musical instrument? Can the machine that makes those funny noises actually contribute something lasting to music? Is it more than a toy for someone rich enough to buy one?

 darkest. Its ability to create electronic sound effects is well known. But a second album by Sonart is also available, and it shows that the synthesizer can be used in a patch cord and get funny

The Moog is a musical instrument and not just a noise maker. Even the synthesizer will be a performance oriented instrument and will allow a performer to hear and control the sounds produced on the Moog. Walter Carlos and Benjamin Folkman on Columbia. As with “The Moog Strikes Bach” all sounds were produced on the Moog. The Carlos/Folkman album captured both the pop and classical audience and stayed on the Top LP’s chart for nearly a year.

This is a serious instrument, and people are just beginning to scratch the surface of what can be done with the Moog.”

Rock and Roll Music

A UNIQUE pickup for electric guitar. Featuring an individual string separation system, has been introduced by Inovox. A division of Hammond Corp. Although able to fit any guitar, it is designed for the Condor 535. The device produces individual pickup for each string and includes individually adjustable supports for strings.

Songwriter Does ‘Own Thing’
From Publishing to Promoting

By EARL PAIGE

SKOKIE, III.—It may not be necessary for a songwriter to be skilled in the graphic arts but Vera Englehorn feels that it doesn’t hurt anything. Englehorn not only composes his own songs and lyrics but designs the covers for his sheet music and song books, hand sets the type, supervises the printing and then personally handles the promotion. Currently, he is publishing a Christmas song arranged by Eddie Ballantine, former music director of Don McNeill’s “Breakfast Club.” But Englehorn was only able to obtain 80 copies in time for this season.

A self-taught musician as well as a songwriter, Englehorn was doing such a bad printing job that he thought his song “Christmas” was going to pay the printer’s bill any way. I should have known his shop wasn’t equipped to turn out the quality sheet music cover.

Vocal Master. The VAM301’s Monitor System, developed by Shure Brothers Inc., Evanston, Ill., allows a performer to hear himself on stage. Although the monitor was developed for use with the Shure Vocal Master Microphone System, it can be used with other systems. The suggested list price is $125.

DECEMBER 27, 1969, BILLBOARD

www.americanradiohistory.com
Moog Establishes Role As Musical Instrument

*Continued from page 31*

doing classical music, but we will eventually get into pop, heavy rock, jazz, and even baladi (oriental music). I don't know of anybody in the country who is as diversified as we are."

Lisbon is very critical of most of the pop music Moog albums released. "To me they're just a bunch of cracks and pops put on record. They sound like the people just wanted to do a Moog album without learning what the instrument can actually do. Everything on the 'Moog Strikes Back' album was carefully plotted and not just a galvanized hodgepodge," he pointed out.

Part of the reason for a seeming lack of credibility in the first Moog albums is the fact the instrument is very difficult to play. "It is tremendously hard to keep the instrument in tune," Lisbon said. "It takes a great deal of knowledge to operate the Moog properly. The instrument is still a number of years ahead of its time."

**Songwriter Does Own Thing From Publishing to Promoting**

*Continued from page 31*

hand crafting sheet music and song books he is busy involved in barbershop quarter singing. A member of a local group here, he thinks his beginning in the barbershop field hurt his feeling of his own creativity even at 8 years old. Listening to this kind of country music led to his "Monty County's songbook." The book, again completely hand written by Engle and featuring an Engle photo of his daughter on the cover, has enjoyed modest sales. It contains 19 original songs.

Englebrink originated some teaching aids which are also enjoying some success in the few stores he has been able to contact personally. One aid is a chord chart using a revolving wheel and shows people how to position their fingers for every chord used on the organ, piano or accordion. Another chart is geared for guitarists. Music teachers are also thrilled when I first saw them they said that isn't the kind of thing that usually works with their style of teaching. One goes to the country music band Hall of Fame in Nashville, Englebrink established the chord charts as a regular item in the music store have a pay-out department.

His latest accessory item is a thumbing guide for transposing both notes and chords. Between Choristers Music Publishing Co., located in Englebrink's home here, performing with his quartet and working as a full-color photo engraver, Englebrink's busy life style is further complicated because he still teaches the organ. "I'm phasing out my teaching here and may set up my own recording studio. I'm definitely thinking of producing my own recordings."

**Bright Future For German Pay-Out Units**

*Continued from page 37*

pects the whole market to open up next year.

Recently the Kerox and Reko Extravaganza machine was sold to the British company Ainsworth Consolidated, which was examined by the Pennsylvania-Technische Musikal-Bahnhof of West Berlin, which, as the Federal Bureau of Standards, is responsible for the German music industry. The machine is designed to cut pay-out machines. The PTV authorized the use of the machines on the basis of a minimum win.

The Ainsworth machines have been adapted to meet these requirements and have a pay-out quota of 75 percent. The 15-second limitation is achieved by a clockwork device.

The mechanical Kerox and Reko machines cost about 3,000 marks, substantially higher than German manufactured pay-out (Continued on page 37)

**NEW ACCORDION from Scala Accordion of Brazil. Model 4015K, a student size instrument, features 42 keys, 120 bass notes, 2 set of treble reeds, 4 set of bass reeds, 5 treble switches and 1 bass switch. Its suggested retail price is $259.50. Merion Musical Productions Corporation will market it in America.**
Country Music

Country Opera Produced For TV in Netherlands

NASHVILLE—A country opera written and recorded more than five years ago now has been produced for television in the Netherlands. And it is the works of the world by stars of international stature. The country opera is "The Legend of Johnny Brown," written by Eddie Miller, was recorded on Capitol Records featuring Jerry Naylor, Kay Adams, Alice Renee and Ray Sanderson, was the first and only country opera ever written.

The story, briefly, is of Johnny, whose father ran off with a Cajun Queen, who fights alligators, who lived in a cabin on the river, and whose own marriage ends in disaster. The opera contains 15 Miller compositions, many of which later were recorded as singles.

The LP, of course, drew little air play because of the reluctance of disk jockeys to program one consecutive record for 45 minutes. However, there are areas in this country where the entire "Legend" is still being performed.

Through Tree Inc., which holds the copyrights, the Dutch production company, and performed in The Netherlands production company. They included Rene Frank, Els miller, Globe, Tall Bess and Frank Koppers.

Miller was recently involved with several American records by overseas production companies to perform the opera on radio, rather than on stage or on television.

Strangely, although the central characters in the opera are southern river residents, the concept of country and western music carried over to the Netherlands as cowboys, and all of the characters wore cowboy suits and boots.

Encouraged by this action of the Dutch production company, Miller now plans to try to bring the music to other countries in the world. This will be particularly necessary.

The former west coast radio writer, now a script writer, has authored the best sellers, including "Releasing Me," and will continue to bring the music to other countries.

The Netherlands version of the country opera is available for a limited time in the translation. Instead of coming out "The Legend of Johnny Brown," the title of the opera is Johnny Green.

Southern Album to Open N.Y. Office

NASHVILLE—Southern Album Service Inc., a firm which has expanded a great deal in just a few years, will open a New York office.

Mrs. Betty Cox, manager of the company which is a division of Southern Graphic Communications, now is having to spend one week of four in New York because of orders from many companies by so an entire sales office will be established in that city.

After six months with Southern Graphics, Mrs. Cox moved into the new album service division, took it over, and built it to almost 100% of the total business in that department of the original operator, the design, the customer service, and the album department, and finally the album jacket printer.

Mrs. Cox said that, despite advice that Nashville could not support an album service whose only concern was the music industry, she proved that it could be done. "Harper Valley, P.T.A." she added, is the crucial test.

Having moved quickly when the single became an overnight hit, Mrs. Cox got up the album with the recording of the J.P. and speaking things together, she was able to produce 150,000 jackets in the first run, just in time for the day the sessions began.

Having created the market, the company now is helping it grow. Southern Albums has become a fully-staffed, independent division of Southern Graphic, and the labels have won several artists' awards.

Mrs. Cox, a member of the Country Music Association, Gospel Music Association, NARAS, and NARM, feels that she has been the key to the growing industry. In a recent interview, Mrs. Cox said, "Our customers' needs are our concerns. We know the market, and we understand the music business. We're in a unique position to provide them with the services they need."

The label, to be called Sound of Figaro, will have as its first release an instrumental arrangement of "The Eyes of Texas." The album is scheduled to be released in the near future.

No other firm in this area works exclusively with the music industry in the field of album covers.

Western Concerts Planning Shows for Texas Town

EL PASO, Tex.—Western Concerts, Ltd., a firm of Entertainment Enterprises, has announced a series of upcoming shows through Texas, called "Country Festival 70." The firm, through vice president of Western Concerts, Larry Johnson, and with the assistance of Jonathan Frank, also announced the appointment of veteran actors, producers, and directors of both in the West, which are public relations directors for the all-country program.

Headlining the Western tour will be Jay & the American Band. Other artists on the bill will be the Bellamy Brothers, the Oak Ridge Boys, and the Ozark Mountain String Band. Entertainment Enterprises is producing the shows for the Texas Jaycee and the Navajo chapter.

An accomplished actor, he is now the executive director of the Johnsons' new show, "The White Face of Texas," scheduled at the Columbia Records.

A highlight of the performance will be the utilization of a real-time screen projector and slides to accentuate the mood of a show.
Country Music

Nashville Scene

By BILL WILLIAMS

Ronnie Barth and her husband-manager Richard Layton are making the big move to Nashville. On this move, Layton's business associates have been building up a network of contacts in the music industry, including Nashville. One of these contacts is the new talent scout, Pam Tanner. Tanner has signed several promising young artists to her roster, including Summertime Jones and Nightwalker. Jones, a former member of the popular group, Nightfire, has been gaining popularity in the country music scene and is expected to release her first single soon. Nightwalker, on the other hand, is a new artist who has caught the attention of several record labels.

Chalk another one up for monogamy!

Claude King's new Columbia single, "Friend, Lover, Woman, Wife," at #20 with a bullet. And still moving steadily up. Because a lot of people like hearing that one way or another, you can still put it to work. With Claude King's "Friend, Lover, Woman, Wife" (4-4031) On Columbia Records

Country Music

Hot Country L.P.'s

By BILL WILLIAMS

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December 27, 1969, Billboard

Copyrighted material.
Album Reviews

This is Bob Denny's review of RCA LP 4274.

Miss Klein's voice is capable and carries enough sensitivity to make this LP a short thing. Her space, "Faithful," "Plagiarism," which captures the mood perfectly, and "Reflections" are noteworthy, arrangement much by Stryk. Many production by RCA will be of great help.

Connie Francine sings the songs of Lee Rittenhouse, a solid LP with Sun 4065.

This LP shows Miss Francis in some of her finest singing moments, as she moves into the role of the "No No Song" singer. Whatever the tune, "Dixie," "The Last Waltz," or "Love's Second Chance," she performs with professional taste and a warmth so necessary to make the tune succeed.

Carl Perkins sings the golden songs of Music. By RCA.

Vintage rock is experiencing a big rekindling with the addition of Carl Perkins to the collection of 10 Carl Perkins originals. In addition to his famed "Blue Suede Shoes," this album contains such well known winners as "Only You" and "Everyday's Trying To Be My Baby."

Mornin' and Provost IS A Probe 24.

STARS 4507.

Mornin' and Provost IS A Probe 24.

STARS 4507.

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STARS 4507.
Quality Expands A&R Dept.—Steps Up Disks by Local Talent

BY RITCHIE YORKE

TOKONTO — Quality Records is expanding the A&R department and stepping up record production by Canadian talent. The expansion differs radically from Quality's past involvement in record production when the company merely marketed finished product produced from other sources across the country.

"Quality will now become more involved in the development of Canadian sets," said Harold A. "Hal" Finch, national record promotion manager. "We plan to seek out new talent, sign the artists and personally produce all disks."

For the expansion, George Struth, Quality's assistant to the

GRT CANADA DISTRIBUTE

TOKONTO — GRT of Canada, Ltd. will distribute De-Lite and Hobbit product in Canada. Included in the De-Lite label is an album by Kool and the Gang Sets by Rockin' Foo, Plane Jane and fellow Thinkers and Randy Holden will be released shortly on the Hobbit label.

Screen Gems Get Page Full Of Hits

LONDON — Page Full Of Hits boss Terry Noon has set a deal with Screen Gems Columbia for the company to represent all of their acts in the U.S. The deal was started on Noon's recent trip to the U.S. with Page International boss Larry Page and Screen Gems executives Les内衣和 Ed Wilson and Erwin Robinson.

The contract is for an initial three-year period with two one-year options. It is understood that if the option is taken up for the complete five years, a figure of $250,000 will be advanced.

The Screen Gems tie-up took effect from the beginning of the month and "Today Without You" by Samantha Jones, to be released in the new year, will be one of the first copyrights which Screen Gems will control.

Terry Noon has previously been associated with Page and his Page Full Of Hits record label, will be among the first copyrights which Screen Gems will control.

Anti-Noise on Rio Stores

RIO DE JANEIRO—Retail record stores have been warned by the state government to install soundproof booths or lose their licences.

A number of stores have failed to comply with the order alleging that the booths encourage some customers to commit acts of vandalism as well as to steal the stock.

A new anti-noise law ordered the stores to cease playing records so that they were audible to passersby on the sidewalk. The state complains that the ruling caused a drop of 50 percent in sales of all of their merchandise — not just records.
Ex-Bendiksen Starter to Set Up Publishing Firm

OSLO — Edgar Schoenhals, formerly with Arne Bendiksen, has founded a music publishing company, Norway Music, with offices at Rådhuset 6, Oslo 3. Schoenhals began in business for himself a year ago when he acquired the Nor-Artist record company from its founder, C.C. Boysen.

His publishing company has been active in acquiring a number of Scandinavian copyrights and has also had success with the German song "Guten Morgen lieber Sonnenschirm," recorded by Ingrid Helen which is released in Norway on Nor-

Saar Inks Pact With Saga Label

MILAN—Saar has signed a long-term contract with the British Saga label for exploitation of Saga budget product in Italy, including 900 pop albums.

Saar executive Sergio Balboni, said Saga disks would be released in Italy under the various Saar labels—Koker, Stella, and Signal, selling at $1.53, and Vibration, selling at $2.19.

The first batch of 50 releases will appear in January and will include an English language recording of the music from "Hair" on the Vibration label, five Charlie Parker LP's, and some classical, opera and pop music.

Radio Nordsev To Set Anchor

AMSTERDAM — Radio Nordsev International, the pirate radio station to be operated by Swiss housewives, Edwin Bal- ler, and Erwin Moster (Billboard, Dec. 13) will be anchored 35 miles west of Radio Veronica and will broadcast on the 166.5 meter band, with a power of 100 kilowatts.

The station will also broadcast for continental Europe on 48.30 metres, using two ten kilo- watt transmitters and may also use 102 megacycle FM to reach the British Isles.

Advertising rates on the station will be $200 for a 30-second spot and $375 for a one-minute spot. The radio will broadcast programs in French, German and English. There will be no Dutch transmissions.

The company's repertoire in-cludes 102 complete opera recordings.

EMI Reception Opens New Building in Norway

OSLO—More than 100 people attended the reception to open the new premises of EMI Nord A/S, including press, radio, television representatives, retailers and executives from other EMI companies, among them Aaars Volden, EMI, supervisor for Scandi-

The building was officially opened by EMI Overseas man-

agement director Bill Stanford who said that in the highly competi-
tive conditions obtaining in the record industry today, it was very necessary for a company like EMI to have its own company in Norway.

Stanford paid tribute to the work done by EMI's former li-
er, which has presented a gold record to Mrs. Anna French, who has had 55 years of ap-

reciation of the 40 years work in representing EMI carried out by the company.

Since April EMI's information service is housed in a new building, which was constructed by Hager Plastis A/S, the company which produces EMI disks. The managing director, Ragnar Heg-

er, is also chairman of EMI Nord A/S.

John Bush, managing director of EMI Nord A/S, gave a speech of welcome to the guests at the opening ceremony.

Carosello Reaps New Plans

MILAN—Representatives of Carosello, record distribu-
tors, met at company headquarters in Milan to hear details of the commercial and artistic program for the coming months.

The new Carosello labels, NCA, Page One, 20th Century, Fox, Palace, Acropolis, and Dischi del Sole, were also presented.

On hand to meet with Carosello executives were the director of Walt Disney Italiana, Berlino, Gianni Rosio, executive director of Dischi del Sole; Di Lenna, Acquisition executive; Swedish vice president of MCA, and Nisio and Robinson, directors of Disney MC.

A highlight was the preview screening of the Japanese film, "Pass a Book!" soundtrack which will be released by Carosello.

Latin American Beat on Upswing Globally: Garcia

NEW YORK—A swing towards Latin American music worldwide was evident in 1969, revealed Provi Garcia, Latin lover of the South-

ers. This was due in part to the impec-
tude of the winning songs, "Papi" by the group from the Dom-

inican Republic, "Jogo," winning the Latin American Song Festival.

There are approximately 50 recordings made by "New World" throughout the world with new record companies every month. It's a similar case with "August," she said. "As a company that was one of the pio-

ners in the Latin field we are conscious of an inordinate number of requests for Dominica music, but we have the typical rhythm of the country — both here and abroad." Garcia adds that the press a re-

vival of interest in Cuban music which followed the success of the Cuba Song Festival to be released in the U.S. this year.

Now, Miss Garcia reports that Cuban nationals located now in Florida are re-creating their country's music. "I estimate that once again Cuban music will be prominent in both Latin countries and the U.S.," she said Garcia.
HITS OF THE WORLD

BRAZIL

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

ARTHUR, RISE DE JONCTION

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

BRITAIN

This Week

1. ALL THE WORLD'S LOVING (DETECTIVE)
2. LA DOG—Brian Hyland (RCA)
3. ALL THE WORLD'S LOVING (DETECTIVE)
4. ALL THE WORLD'S LOVING (DETECTIVE)
5. ALL THE WORLD'S LOVING (DETECTIVE)
6. ALL THE WORLD'S LOVING (DETECTIVE)
7. ALL THE WORLD'S LOVING (DETECTIVE)
8. ALL THE WORLD'S LOVING (DETECTIVE)
9. ALL THE WORLD'S LOVING (DETECTIVE)
10. ALL THE WORLD'S LOVING (DETECTIVE)

HOLLAND

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

MEXICO

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

ITALY

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

NEW ZEALAND

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

PUERTO RICO

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

SINGAPORE

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

JAPAN

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
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7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

SPAIN

This Week

1. SUGAR, SUGAR—Archies (RCA)
2. PAUL TROPICAL—Wilton Storied
3. MY LOVE—Billie Holliday
4. THE GREATEST THING YOU COULD GIVE ME—John Denver (CBS)
5. SUGAR SUGAR—Archies (RCA)
6. SUGAR SUGAR—Archies (RCA)
7. SUGAR SUGAR—Archies (RCA)
8. SUGAR SUGAR—Archies (RCA)
9. SUGAR SUGAR—Archies (RCA)
10. SUGAR SUGAR—Archies (RCA)

From The Music Capitals of the World

Continued from page 49

VIENNA

Polyphon has released a new single from Fontana by the Hubs, ... Proceeds from a concert given by Fontana and featuring Dreh Spleit, Die Harrits and other Central European groups are to go to the UN World Refugees Fund. The five first groups to enter Austria for TV recordings were Peter Breg, Munich, Europe, Harry Douglas, Quentin, and Don Pratidge, Columbus. Polyphon is releasing a new budget line series. Fass, on the Philips label, selling at $2.30. Dusty Springfield was in Vienna yesterday. During the interview on the TV quiz show "Worum war das," a co-production of Ger- man, Austrian, and Swiss TV, ... The Golden Gate Quartet completed a tour of the USSR recently. Jimmy & the Harlettes was in Austria for the first time and were given a warm welcome. The plane was attacked by Reds in the area and carried some passenger mail. ... The BBC Orchestra performed some British hits live on BBC1. ... American composer George Gershwin is working on a new opera to be premiered by the Vienna State Opera in 1971. ... The Vienna Symphony Sewickley under Eugen Thuon will tour Germany, Switzerland, and Austria this fall. Nov. 6, 1970, visiting Munich, Hamburg, Bonn, Nuremberg, Koln, Hanover, Frankfurt, Stuttgart, Ludwigshafen, Karlsruhe, Wuppertal and Heidelberg. With Bankas, will also create a special City of Vienna film to mark the bicentenary of Johannes Brahms.

Belter Artist Clicks in Show

WARSAW—Belter recording artist Cornelia Bautista scored a triumph when she appeared in the Polish version of the popular TV variety show, "Carrer: here". Maja, who appeared for the first time in Warsaw, won the audience award when she adopted in the show's original "Sopot Song Festival" for which the Belter Records program had created so much interest that tickets for the show, which was televised, were almost impossible to obtain.

The Sign of great reading
Top 20 Pop Spotlight

RICHARD SPENCER & THE WINSTONS—SAY GOODBYE TO DADDY
(Prod. Dan Carroll) (Writers: Chantilier, Warner-Tamerlane, BMI)—This song follows "Love of the Common People" with a potent ballad built around a compelling lyric line delivered in top vocal workout with much emotional power. Week 198

ROY CLARK—THEN SHE'S A LOVER
(Prod. Joe Allee) (Writers: Russell, Russell/Cassie, ASCAP)—With traces of "Honey" this polished ballad material penned by Bobby Russell serves as strong, commercial material for this "New Wave" TV star. Film: "Say Amen" (Archie, BMI). Week 17334

THE HAP-PENINGS—ANSWER ME, MY LOVE
(Prod. Jerry Ross) (Writers: Weir-Reese-August) (Beehive, ASCAP)—The Nat Cole classic is updated in a driving arrangement loaded with commercial appeal. Has all the ingredients to bring the group back to the Hot 100 with sales impact. Top Jerry Weir arrangement and Jerry Ross production work. Film: "I Need a Woman" (Single House/Jubilant, BMI). Week 17335

The Frost—RocK and Roll Music
(Prod. Sam Charters) (Writers: Clapton, BMI)—Raucous solid standards which never lets up from start to finish. Infectious discotrope winner headed for a high spot on the Hot 100. Film: "Dona's Blues" (Early Ford, BMI). Vanguard 13101

Soul Spotlight

SPIRIT—"I'll Do It" (Prod. Louis Adler) (Writer: Claudinor) (Hollinbeck, BMI)—Solid bear killer with smooth story line offers much for play, sales and chart action. Week 198

BANDIT—Go Ahead and Fly (Prod. Hal Kelley & William Ellis) (Writer: Harvey) (LAMCO, ASCAP)—Ballad beauty from the pen of Alex Harvey serves as potent, commercial material for Prysock's singles debut for the label. Watch this one, it could prove a left-field year. Week 4379

HOUNDSEAL—Follow the Morning Bell (Prod. Richard Burns) (Writers: Hammond, English (Mellos, BMI)—The group of "Younger Girl" and "Little House" fame moves to the Arion label with a strong hook-laden killer with much chart potential. Week 198

The Anka Kier Singers—Case (Prod. Anka Kier) (Writer: Lombard) (Glenn’s) (Chappell, ASCAP)—Title tune of the Katherine Hepburn Broadway musical is driven in fine ballad style by the King Singers. Top easy listening offering. Week 17304

HUGO VON WINTERHALTER & HIS ORCHESTRA—20TH Century Odyssey Suite (P Ub) / Wonder of the Stars (Writers: Lerner-Lowell) (Chappell, ASCAP)—Two strong production and saleable instrumental sides from the Winterhalter Orchestra. First is fine song of the hit film, while the flip is from the current movie success, "Paint Your Wagon". Week 1399

Special Merit Spotlight

Spotlighting new singles deserving special attention of programmers and dealers.

Christopher Travis—Bugged (Prod. Pierre & Mathis) (Writer: Sardinha) (Sarwood, BMI)—Ferociously hot piano-driven rocker with much commercial appeal. Week 198

Johnny Clanton—Tell Me (Prod. & Arr. Fredric Mysl) (Writers: Maranca-Abell, ASCAP) (S & J, ASCAP)/Infectious rock ringer has all the ingredients to put Clanton on the Hot 100. Week 17334

The Fifth Avenue Band—One Man or the Other (Prod. & Arr. Robert Van Dusen) (Writers: Mintz, BMI)—Good National Songs, ASCAP/Infectious rock ringer with good lyric line and a top vocal workout. Much in sales and chart possibilities here. Week 17335

The Magic Christians—Come and Get It (Prod. Gary Wilk) (Writers: McAlpine, Nettles, BMI)—This Paul McCartney rocker is delivered in a top commercial treatment with heavy chart potential. Commonwealth United 17336

Eleanor Scott—Little Children (Prod. Pat Glidden) (Writer: Scott) (ASCAP)—Here's a compelling and moving original ballad performed in top style by its composer. Fine programmer with sales to follow. Week 17334

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N.Y. 10036.
MUSIC SCENE - MONDAY - DEC. 22 - 7:30-8:15 ET - ABC-TV
### HOT 100 - A TO Z (Publisher-Licensee)

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<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>1</td>
<td>COLD TURKEY</td>
<td>Elvis Presley</td>
<td>RCA</td>
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<tr>
<td>2</td>
<td>SOMETHING</td>
<td>The Beach Boys</td>
<td>Atco</td>
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<tr>
<td>3</td>
<td>COME TOGETHER</td>
<td>The Beatles</td>
<td>Apple</td>
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<td>4</td>
<td>COME TOGETHER</td>
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<td>10</td>
<td>COME TOGETHER</td>
<td>The Beatles</td>
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**HOT 100 - ENDING, DECEMBER 27, 1969**

**STAR PERFORMER - Sides registering greatest proportionate sales progress this week.**

**Record Industry Association of America seal of certification as million selling single.**
# DECCA RECORDS

"A Company Is Known By The Records It Keeps"

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<tr>
<th>Record #</th>
<th>Title</th>
<th>Artist</th>
<th>Comments</th>
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<tbody>
<tr>
<td>732592</td>
<td>&quot;When Julie Comes Around&quot;</td>
<td>The Cuff Links</td>
<td>Smash follow-up to &quot;Tracy&quot;... Big sales, extensive air-play, bullets on all the charts. Can't miss.</td>
</tr>
<tr>
<td>732550</td>
<td>&quot;She Belongs To Me&quot;</td>
<td>Rick Nelson</td>
<td>Rick is riding the charts again. Bullets, sales, and air-play all the result of a fantastic record.</td>
</tr>
<tr>
<td>732596</td>
<td>&quot;A Sign For Love&quot;</td>
<td>John and Anne Ryder</td>
<td>The Ryders are an exciting package of English dynamite. &quot;I Still Believe In Tomorrow&quot; made a big explosion. The follow-up single is a blockbuster.</td>
</tr>
<tr>
<td>732603</td>
<td>&quot;Superstar&quot;</td>
<td>Murray Head</td>
<td>The most controversial record of the year. Martin Sullivan, Dean of St. Paul's (London), listened to it, and said: &quot;There are some people who may be shocked by this record. I ask them to listen to it. It is a desperate cry. Who are you Jesus Christ? is the urgent enquiry, and a very proper one at that. The record probes some answers and makes some comparisons. The onus is on the listener to come up with his replies. If he is a Christian let him answer for Christ. The singer says, 'Don't get me wrong. I only want to know.' He is entitled to some response.&quot;</td>
</tr>
<tr>
<td>732602</td>
<td>&quot;I'll Be With You&quot;</td>
<td>The Saints</td>
<td>Kal Rudman writes in his highly respected record programming guide &quot;Friday A. M. Quarterback&quot;... Super Quarterback Pick Of The Month: Teddy Randazzo (who wrote 'I Think I'm Going Out Of My Head') wrote a truly fantastic lyric and melody. Wow! We played it for Jim Taber, M.D. at KLIF, and Gary Taylor, P.D. at KJR, and it went right on. Sure Top 5! Jim Taber says, &quot;It's another 'Hurt So Bad' (which Teddy Randazzo also wrote).&quot; Bill Gavin made it a &quot;Personal Pick&quot; and said, &quot;... another hit-making group ... a quality production.&quot;</td>
</tr>
<tr>
<td>732601</td>
<td>&quot;Don't Love Me Unless It's Forever&quot;</td>
<td>Peppermint Rainbow</td>
<td>Heading for the &quot;Pot of Gold&quot; again. Picks and plays. Heavy reviews. Climb aboard.</td>
</tr>
</tbody>
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**INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS**

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<table>
<thead>
<tr>
<th>WEEK OF</th>
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<td>BEATLES</td>
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<td>4</td>
<td>5</td>
<td>ROLLING STONES</td>
<td>ROLLING STONES</td>
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<td>3</td>
<td>7</td>
<td>TONI JONES</td>
<td>TONI JONES</td>
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<td>3</td>
<td>11</td>
<td>CRESCENDO CLEARWATER</td>
<td>CRESCENDO CLEARWATER</td>
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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
LET THERE BE... PEACE... AND GOODWILL TOWARD ALL MEN

STAX RECORDS
VOLT RECORDS
ENTERPRISE RECORDS
HIP RECORDS
PRODUCTS OF STAX RECORDS, A G+W COMPANY
NASCAL - See - Hit List 88 38 40 (2)

With their recent singles hit, "Come Me Back," and the new entry "Hold On," featured, "Focusing," the Four Tops put their latest Detroit soul sound to your collection along with their sophisticated soul songs. The style of the group's production is, like the Four Tops' previous albums, versatile and rich in material. Along with the hits, "Remember Me" and "Temperament's Soul To Get Me" are-playable.

Rascals - Christmas in New York - Nat 54 61354 (5)

This initial outing, "Na Na Hey Hey," took them right to No. 1 on the Hot 100 chart. This LP, featuring solid rock original material, has it hit the album chart with sales in excess of 1,000,000 copies. Six cuts on this with "Come On Back and Love Me" and "I've Cried a Million Tears."

Jerry Lee Lewis - Great Country Hits - Sun 507 (1)

Jerry's new album of country material from the Sun archives, this issue presents the artists at their best. The classic "C. C. Rider," "Peace In The Valley," and "Good Golly Miss Molly," "What'd I Say," and "Johnny B. Goode" are Included.

Buffon - Reel Me in - RCA Victor 4202 (2)


The Great American String Band - That's the Way It Was - RCA Victor 4202 (2)

Here's a potential collectors item, since it's the first album ever released by this group. Their hits included, "Peggotty's Tuxedo," "It's All Right," and "If We Only Had A Prayer." The group's best work is on this album.

Lynn Anderson - To Know Him Is To Love Him - RCA Victor 4202 (2)

"Lynn Anderson, To Know Him Is To Love Him," is an album that features a new, exciting, and exciting group of performers. The group's hits included, "Peggotty's Tuxedo," "It's All Right," and "If We Only Had A Prayer." The group's best work is on this album.

Country - The Best Of Norma Jean - Hi Records 1205 (1)

Here's a smashing collection of Norma Jean's biggest selling singles. It's a fresh, new dimension to your collection and it's the group's first album. Included are the group's own special treatments of "Let's Go All the Way," "Here's To Thee," and "Jackson Ain't A Very Big Town." Among the hits on this album are, "Let's Go All the Way," "Here's To Thee," and "Jackson Ain't A Very Big Town."

Christmas - The Man With The Golden Voice - Deca DL 25165 (5)

Following in on this group's hit single "I'll Be All Right," Warner Bros. comes up with a powerful album package that should prove an immediate winner. Along with the group's biggest hits, it features two new songs by the group. Included on this album are, "My Way," "Here's To Thee," and "Jackson Ain't A Very Big Town." Among the hits on this album are, "My Way," "Here's To Thee," and "Jackson Ain't A Very Big Town."
LP's being bought at budget prices. The standard Christmas product was holding up very well, with good sales reported on past releases by Andy Williams.

David Rothfeld, divisional merchandising manager for Record World of E.J.'s Korvette chain of 46 department stores, stated that album sales have been up substantially last year, although he could not give a percent increase for the year. Rothfeld claimed that tape sales were increasing rapidly, with cassettes being more in demand than 8-track cartridges. Moreover, Rothfeld stated that tape sales do not detract from various LP products; tapes are being bought on a plus, rather than on a substitute basis.

There is no one big Christmas standout item. Both in regular and in seasonal product, sales seem to be spread over a wide range of titles. Rothfeld observed that some of the LP and tape products are higher priced than those in the past. He commented that Radio Shack and others are willing to spend more for high quality tapes and cassettes of the highest quality.

The fact that the "Abbey Road LP," for example, could command a price higher than the normal popular album has not kept it from being a big seller.

Sales for the week ending at the Record Hunter according to store buyer Tom Seaburn, Tape Sales have doubled in sales during the last few weeks, due to the fact that the Record Hunter has had a special offer for the last few weeks with albums purchased at the same time as the "Abbey Road," and product by Crosby, Stills and Nash and the Rolling Stones in the pop field. Opera best-sellers included "The Messiah" on the "Messiah" on Saperviel. Leitone Price heads the best sellers for Christmas with Joaquin Baez also selling strongly. Johnny Mathis has the best-selling new seasonal album.

Gayety Records' buyer Arnie Cohen said that record sales at Gayety have been quite good during the fall. Sales have doubled in sales during the last few weeks, due to the fact that the Gayety has had a special offer for the last few weeks with albums purchased at the same time as the "Abbey Road," and product by Crosby, Stills and Nash and the Rolling Stones in the pop field. Opera best-sellers included "The Messiah" on the "Messiah" on Saperviel. Leitone Price heads the best sellers for Christmas with Joaquin Baez also selling strongly. Johnny Mathis has the best-selling new seasonal album.

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Your all message in Billboard reaches 181% more industry reaches them in Cashbox and Record World Combined!
He Sees You.

His vision isn't always what you'd like. Yet he speaks to something inside that you always knew was there. Joe South makes people uneasy. He sees you. And himself. Sometimes too clearly. "Don't It Make You Want To Go Home" is his new album, full of the insight that makes Joe South a very special and meaningful commentator.

ST-392