

Billboard

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COIN MACHINE
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Heilicher Sees '70 Good Yr.; Warns of Shake-Out

By PAUL ACKERMAN

BAL HARBOUR, Fla.—“The record business during 1970 will be very good, but there will undoubtedly be a ‘shaking out’ of the undercapitalized and inefficient companies.” This is the view of Amos Heilicher, NARM president and pioneer record executive. “Some have already disappeared and I will be sorry to see others go,” he said.

Questioned on the eve of the 12th annual NARM convention at the Americana Hotel here, Heilicher said, “We have a lot of straightening out to do. This is particularly true of the independent manufacturers who must shape up and compete more strongly with the majors. If they do not, many will be knocked out.” Heilicher explained that even in such matters as return privileges, many independents were prone to stall, with the result that buyers often favored the majors.

With regard to the independent distributor, the NARM president bluntly stated: “Those who are not vertical will be out of business. I said it five years ago.” Heilicher’s remark has reference to the changing patterns in the wholesale segment of the

industry, whereby key distributors have found it advisable and/or necessary to enter rack jobbing in order to protect their stake in the record business.

Commenting on the effect on the record industry of the administration’s attempt to cool the economy, Heilicher said: “In certain areas where there is unemployment, buying will be affected. . . . But records are a poor man’s luxury and over-all volume is likely to be maintained.”

Heilicher noted that tape sales are very strong and would con-

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HOW TO GET BILLBOARD

NEW YORK—The delivery of Billboard to New York City subscribers will be handled in the following manner during the duration of the mail strike here:

Bulk subscriptions will continue to be distributed as usual through non-U.S. mail means. Other subscriptions normally delivered by the post office will be on hand at Billboard’s offices, on the 15th floor, 165 W. 46th St. Subscribers are asked to have their copies picked up in person.

These issues will have been delivered to Billboard’s New York offices by non-U.S. mail means.

Mail Snafu Looms as Peril

NEW YORK—The strike of U.S. postal carriers, which hit New York March 18, forced the record and tape firms based here into other areas of communication and delivery to keep business rolling. The consensus among industryites surveyed by Billboard was that they could get by if the strike lasted only a few days but that a lengthy strike would be “dangerous” to

the record and tape economy.

Main problem facing the industry is the collection of bills, since that’s done by mail. The delivery of product and ordering has posed no problems since the former is done mainly by truck and the latter by phone.

At Atlantic Records, several courses of action will be instituted in the event of a long strike: (1) A jet service will be utilized to handle private deliveries to each of its plants and (2) arrangements will be made for the transfer of money by wire. “But,” said Sheldon Vogel, Atlantic’s vice president in

Tight Money Pounds Trade as Costs Soar

By MIKE GROSS

NEW YORK—The tight money phenomenon which is plaguing the entire economy is hitting the record industry squarely in the pocketbook. The credit problem is spreading from retailer to rack jobber to distributor to manufacturer to supplier with an unrelenting force. It’s gotten to such a point that even one of the giant conglomerates, which recently moved into national distribution, is said to be in arrears to disk companies to the tune of several million dollars.

The money concern has be-

come so great that industryites viewed last week’s announcement in the closely related motion picture field with particular interest: Universal Pictures disclosed that it will charge exhibitors an extra 1½ percent on late money rentals. This was followed by unofficial word that 20th-Fox is next in line to do the same thing, and several other motion picture companies are mulling similar action. It is understood that within the next few months Universal will actually make the 1½ percent penalty a part of all future contracts.

While no one in the record industry has yet proposed measures of this nature, company executives report that a growing percentage of their time is spent on collections. The situation is further aggravated by interest rates so high (9¼ percent is “prime”) that borrowing virtually eliminates black ink from the balance sheet.

The “slow pay syndrome” is a national phenomenon and it’s running through the disk field

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Tom Smothers Will Emcee New Sound Search in D.C.

By CLAUDE HALL

NEW YORK — Tommy Smothers will be master of ceremonies of the first annual Search for a New Sound, at the National Press Club in Wash-

ington on May 15. The Tea Council is sponsoring the event and has been co-sponsor of the nationwide campaign with Billboard to locate and send six of the nation’s top groups to the finals.

Some 200 radio stations are now sending in their entries—drawn from local groups—to compete in the first stage. Within the next few days, the Billboard staff of experts (the same staff who judges and determine the Spotlights on Singles each week) will select the best 50 groups from these winners on the local level. These winners will receive special instructions from professionals on how to record a more commercial record and be sent back into a

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Talmadge’s Single Rack

NEW YORK — Talmadge Productions will launch mini-rack operations across the country within the next four weeks to spur singles sales in non-record outlets. Art Talmadge, president of the firm, said the new operation would carry sales of singles, for the first time, into such high-traffic areas as pizza shops, snack bars, teen apparel shops, candy stores, magazine shops.

The miniracks, are about 45 inches high and 7 inches wide, and are designed to be hung on

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Lear 8-Track Single

EARL PAIGE

DETROIT—For the first time it is now possible to package the equivalent of a single recording on a fully compatible miniature 8-track cartridge that folds up to the approximate size of a cassette. The new cartridge will accommodate up to 30 minutes of music. The Lear Jet developed unit could result in 8-track “singles” or mini-albums to retail at one-third the normal price of 8-track cartridges.

Lear Jet will make no estimate of the possible retail price of its Mini-8 cartridge which it will license to duplicators, according to Ed G. Campbell, president, Aveco, Inc., and vice-president and general manager of Lear Jet. Campbell estimated, however, that the new cartridge can be duplicated “as fast as present full-size 8-track cartridges.”

The Mini-8 is about half the size of a normal 8-track cartridge but “unfolds” so that it

is the same size. It will play in all existing 8-track players. Folding into itself, the Mini-8 becomes 2½ in. long, remains 3¾ in. wide and is still 15/16 in. thick. This is accomplished by putting all the interior parts in

(Continued on page 25)

Tougher Law Is Urged Vs. Piracy

By BRUCE WEBER

LOS ANGELES—What this country needs is a good law on tape piracy.

Calling for rigid laws to eliminate pirating and put teeth into existing legislation, industry leaders warn that failure to act promptly would “kill the goose in the very act of laying the golden egg.”

Tape manufacturers and rec-

(Continued on page 16)

(Advertisement)

THE ALBUM WITH EVERYTHING:
JOHNNY MATHIS’ “RAINDROPS
KEEP FALLIN’ ON MY HEAD.”

Johnny Mathis
Raindrops
Keep Fallin’
On My Head

including:
Midnight Cowboy
Bridge Over
Troubled Water
Honey Come Back
Odds And Ends
Alfie

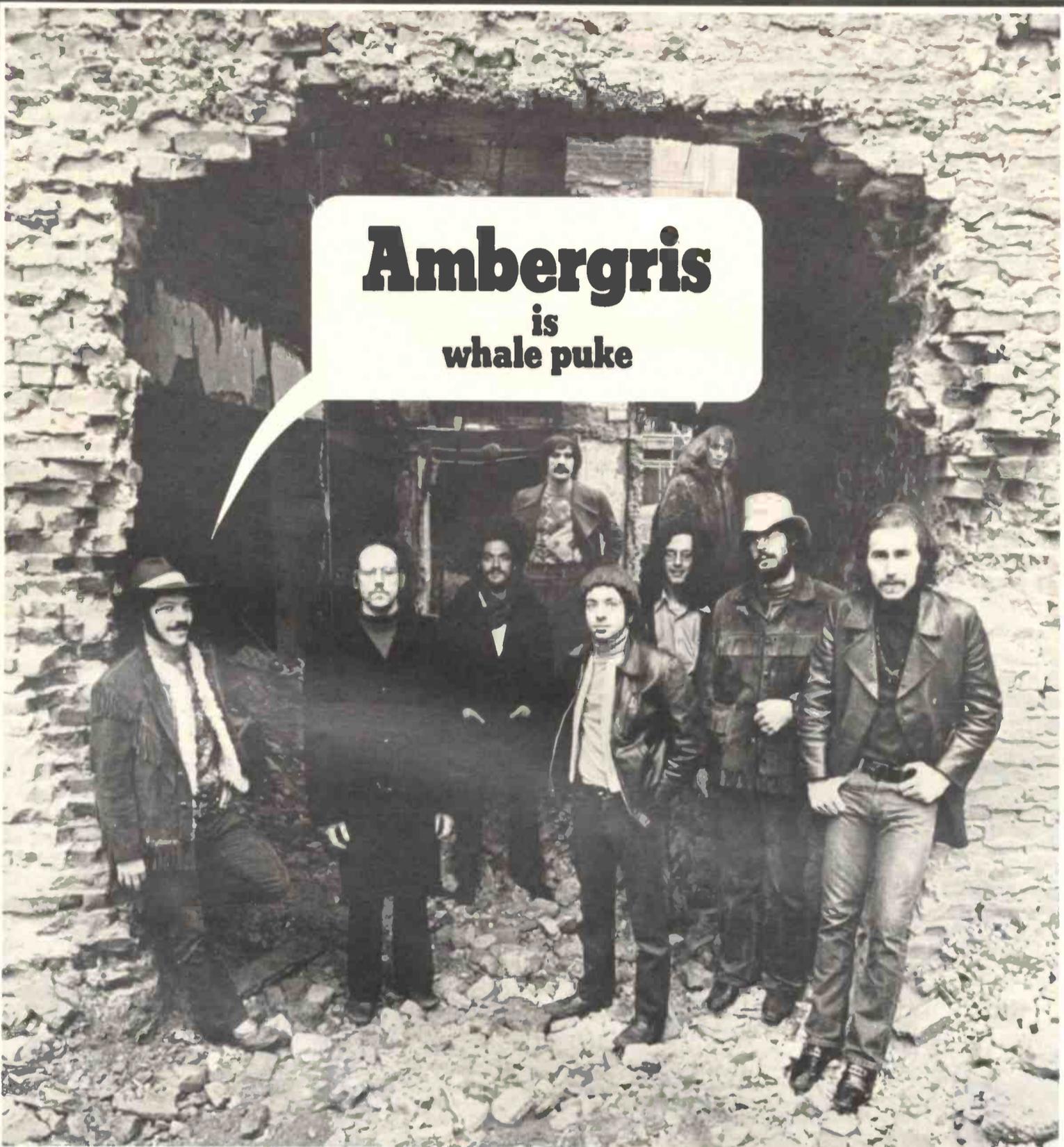


Including: “Midnight Cowboy,” “Bridge Over Troubled Water,” “Jean,” “Everybody’s Talkin’,” and Johnny’s new single, “Odds And Ends.” It couldn’t’ve been sung by anybody else.

CS 1005

ON COLUMBIA RECORDS AND TAPES

Ambergris is whale puke



CMA

It's the stuff they add to the world's most expensive perfumes. For the world's most expensive women. It's also the name of a new group and a new music. Nine of the weightiest musicians ever together. Blowing as one.

AMBERGRIS.

It's Larry Harlow, Jerry Weiss, Charlie Camilleri, Harry Max, Jimmy Maeulen, Billy Shay, Lewis Kahn, Glenn John Miller and Gil Fields.

AMBERGRIS.

Their collective working experience? Very deep. Maynard Ferguson, Tito Rodriguez, Blood, Sweat & Tears, Orchestra Harlow, Machito, The Latin Dimension, Lionel Hampton, Eddie Palmieri.

AMBERGRIS.

It's whale rock. Young, soulful, spirited. Original.

AMBERGRIS.

It's also the name of their first album.

On Paramount records and tapes.

AMBERGRIS.

PAS-5014



DIRECTION:
AL SCHWARTZ
PAUL SLOMAN



Paramount Records
Famous Music
Corporation
A Gulf + Western
Company



One good quick definition of contemporary music is "Denny and Rick." You can hear it in both their new single and new album.

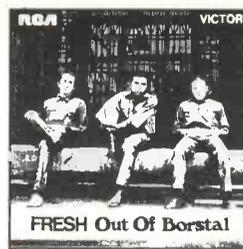
Remember the fatalistic, futuristic despair of "In the Year 2525"? The new Zager & Evans single "Help One Man Today," #47-9816 offers hope for universal peace and brotherhood. The flip side is "Yeah 3". Some of that tone, too, is in their album, "Zager & Evans" LSP-4302. Count on both to rack up heavy sales.



By now you know that Kirshner Records #63-5003 is "Who's Your Baby," the Archies' latest across-the-board hit.

Following hot on the success trail of the five-million selling "Sugar, Sugar" and the hit single, "Jingle Jangle," the Archies' new record is getting heavy airplay in Atlanta, Boston, Chicago, Cleveland, Dallas, Detroit, Miami, Milwaukee, Philadelphia, St. Louis.

Archies



Three young Britishers wearing prison uniforms and prison haircuts: this is Fresh, our new English rock group.

Borstal is the street name for Great Britain's youth prison system; "Fresh Out of Borstal" LSP-4328 features raw, driving realism penned by Jagger and Richard, arranger/producers Simon Napier-Bell and Ray Singer, others. A unique act, as striking to hear as they are to watch.



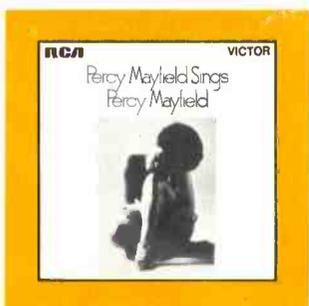
GRAMMY AWARDS

RCA Records takes seven Grammy Awards in across-the-board categories.

Our winners: Nilsson, Best Contemporary Vocal, "Everybody's Talkin'"; Henry Mancini: Best Instrumental Arrangement, "Love Theme from Romeo & Juliet"; Nashville Brass, Best Country Instrumental Album, "The Nashville Brass Featuring Danny Davis Play More Nashville Sounds"; Waylon Jennings & The Kimberlys, Best Country Group Vocal, "MacArthur Park"; Jake Hess, Best Sacred Performance, "Ain't That Beautiful Singing"; Porter Wagoner & The Blackwood Brothers, Best Gospel, "In Gospel Country"; and Leontyne Price, Best Vocal Soloist, "Barber: Two Scenes from 'Antony and Cleopatra.'" And our congratulations, also, to our many other artists who received nominations.

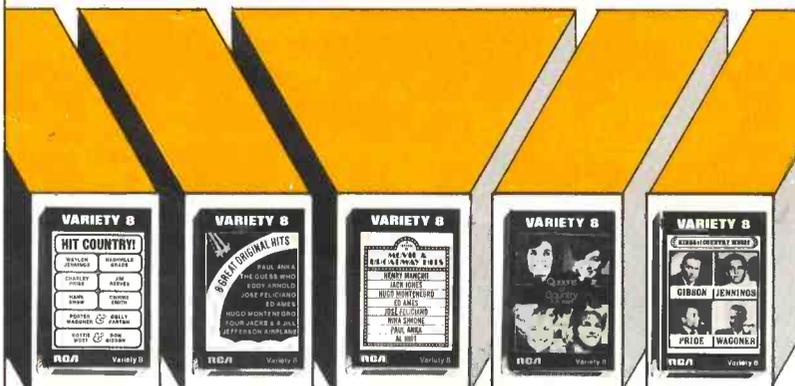
For years Percy Mayfield has written soul hits for other great singers. Now he comes into his own.

The author of Ray Charles' "Hit the Road, Jack" and "Danger Zone" now emerges as a major singing talent himself. "Percy Mayfield Sings Percy Mayfield" LSP-4269 features his deep, soulful voice on a dozen originals. A Stroud Production.



Variety 8s: the best of our best country, pop, rock —at the best price going. \$4.95 suggested list price.

Variety 8s are the new programming concept in Stereo 8 Cartridge Tapes. Each is a proven package of pre-sold hits by many of our major artists. We support them—and you—with exciting merchandising and promotion programs. At that \$4.95 price, they're year-round movers. Here, you see our five best-sellers in the line.



The musical legend of the late "Pop" Stoneman continues; new LP to release soon by the fabulous Stonemans.

This brother and sister quintet has created excitement from L.A. to Nashville, from the Hollywood Palace to the Tonight Show. Moving from country/folk into contemporary country, their music promises to appeal to an even wider youth market newly awakened to country sounds.



The newest things going on, are going on RCA Records and Tapes

RIAA Cultural Award Fete Honors Conover

WASHINGTON — The Recording Industry Association of America gave its annual cultural award to Willis Conover here March 18 at a banquet crowded with senators, congressmen and other VIP's from government and the record industry.

The award to the U.S.I.A.'s conductor of "Music USA" which has shortwaved American jazz around the world, was presented by RIAA president Jarrell McCracken of Word Records. Mrs. Nixon sent a congratulatory telegram to Conover, who serves on top music advisory panels in government, and also heads the five-man commission selecting a record library for the White House.

The annual award, begun last year, is given to one in the Federal Government who has made a notable contribution to American culture. Sen. Jacob Javits (R-N.Y.) was the first recipient.

In accepting the award and its citation, Conover said in

part. . . "in my own field, lacking (again as I said) those other talents, I was forced by the circumstances to settle for a sort of secondary talent, that of editor, or interpreter, or sometimes catalyst. I believe I saw a difference here, too. The headline stuff, the quick spotlight, the fast buck never appealed to me. I am simply unable to be one of the Now people: no past, no future, just the quantum jump into Now—and a closet full of last year's Nehru jackets."

In addition, he made a tactful appeal to the record manufacturer members of RIAA to play as strong a role in helping the country as they do in making the top of the charts. "Your unadvertised good works are what I advertise. You can

(Continued on page 4)

Cap Broadening Track Drive

LOS ANGELES — Capitol Records is getting more involved in soundtrack albums after the success of "Romeo & Juliet," a gold LP, and Glen Campbell's "True Grit."

Instead of producing soundtrack albums itself, Capitol is turning to IMC Productions, the Lenny Poncher-Bill Loeb independent record production company, to find and produce soundtracks.

Capitol has signed a three-year, four-LP per year contract with IMC, the production wing of Hobbit Records. Neely Plumb, former West Coast a&r director of RCA, already has produced five soundtrack al-

Complacency Equals Decay, Holzman Warns NARM

BAL HARBOUR, Fla. — Jac Holzman, Elektra Records president, told the NARM convention in his keynote March 21, "to shun our crust of complacency."

Speaking on the "Challenges of the Seventies," Holzman advised NARM members, "To resist being content with the abundance of good things that have happily occurred on the surface, while ignoring the decay that lies underneath."

"To get ourselves together so that we may take aim at the future. Only then can we look with confidence and anticipation to the years that lie ahead."

Holzman detailed his "profound concern with the practices and events which shape our future together." He traced the

last 20 years of the record industry beginning with the early days of the LP's.

He recalled the formation of the American Record Merchandisers and Distributors Association (ARMADA) and its eventual replacement by NARM.

Holzman said, "We must honestly face up to our deficiencies. We must increase our sensitivity to the music and to the world around us, not just the figures on our profit and loss statements."

'Getting It Together'

"We must recognize that the challenge of the seventies is 'getting it together' and getting it together right now."

Calling NARM "the fulcrum of the future," Holzman ex-

plained, "balanced on one side are inventive and gifted artists, producers, and record companies—and on the other, a creative and involved audience. In between, pivots the membership of NARM, distributors, one-stops, and racks."

He warned, "I can think of no other major industry that goes about its daily business so apparently unconcerned with tomorrow. We are reliant on past practices, have a profound interest in this afternoon's stock market reports and our computer readouts. We don't think of investment in innovative programs and new artists as a sort of research and development. . . . We have become precariously insular, isolated from the substance of our trade. Records are not just 'product'; they are excitement, music, theater. . . . Music is more than a commodity, it is an artistic extension of ourselves."

Holzman cautioned the NARM membership, "You have left to the manufacturer the total

(Continued on page 110)

RIAA TO AID IN DRUG FIGHT

WASHINGTON — During the RIAA board meeting here last week, members approved a motion whereby record manufacturers would aid in the distribution of antidrug literature and pledged their cooperation in fighting the narcotics evil.

Also under consideration was a proposal that the association present annual awards in the recording industry.

Everest, Elektra Team to Sell Colleges Reissued Folk LP's

LOS ANGELES — Everest and Elektra have formed a joint company to sell repackaged folk music primarily for the college market. The new

Wiswell Inked By Ampex to Do 'Purlie'

NEW YORK—Ampex Records, the company which recently acquired the disk rights to the Broadway musical comedy "Purlie," has signed Andy Wiswell to produce the original cast album. Wiswell, head of Andrew Wiswell Enterprises, Inc., has produced the original cast albums from several Broadway hits, including, "Hello Dolly!" "Fiddler on the Roof," "Music Man" and "Hair."

The album will be recorded at Capitol Recording Studios on Monday (30), and the disk, along with tape version from Ampex Stereo Tapes, will be released simultaneously by mid-April.

Ampex Stereo Tapes acquired the tape rights to "Purlie," last fall, in return for a limited investment in the show. The ac-

(Continued on page 4)

company bears the title, the Elektra/Everest Legacy Series.

Elektra is supplying the music from its vaults while Everest is handling all sales and distribution. "It will mainly be a promotional line," explained Bernie Solomon, Everest president, adding that the LP's will be sold mainly through college and regular bookstores. These are two areas which Everest has cultivated over the years for its regular lines of classical merchandise.

Among the artists scheduled for release are: Sabicas, Theo Bikel, Ed McCurdy, the Limelights, Josh White, Bud and Travis, Judy Collins, the Dillardards, Wil Holt and Oscar Brand.

Solomon expects to issue product three times a year with between 10 and 12 albums comprising each release. The initial product package will be offered either in April or May. New covers are presently being prepared. Some of the music dates back 8 to 10 years and it has all been previously released.

ASCAP East Coast Meeting on Monday

NEW YORK — The semi-annual East Coast meeting of ASCAP, will be held Monday (30) in Grand Ballroom of the Park-Sheraton Hotel. Reports will be given by President Stanley Adams and other officials of the society.

bums for Capitol and is working on two more.

Plumb produced "Romeo & Juliet," "True Grit," "Hell's Angels '69," "My Side of the Mountain" and "Heidi" (TV soundtrack) for Capitol. He is working on two projects for the label, including "Norwood," a Paramount film starring Glen Campbell, and "Grenoble," the story of the Winter Olympics.

In "Norwood," Campbell sings eight new songs, five by Mac Davis and the others by Al DeLory, Mitchell Tork and Ramona Reed.

Track Expert

Plumb, who guides the record division of International Management Combine (IMC), acts as Capitol's exclusive soundtrack expert under terms of the Capitol-IMC agreement. Capitol has first refusal rights on all soundtracks.

In addition to the Capitol soundtrack agreement, Plumb also produced an instrumental

Scepter Holds Distrib Meet

NEW YORK — Scepter Records president Florence Greenberg played hostess at a sales meeting last week in the Grand Bahamas for distributors from all over the U. S.

The meeting, which was set like a world premiere, introduced two new albums, "Dionne Warwick's 'I'll Never Fall in Love Again'" and B.J. Thomas' "Everybody's Out of Town."

OUR SUITE AT NAB PARLEY

CHICAGO—Billboard magazine will have a suite at the annual convention of the National Association of Broadcasters here April 5-8. The suite will be Suite 2105-06 of the Conrad Hilton Hotel. Attending the convention for Billboard will be Claude Hall, radio-TV editor; Lee Zhito, editor in chief; Bob Glassenberg, college editor and assistant radio editor; and other Billboard staff members.

A&M, Adler in Partnership On Distribution of Ode 70

NEW YORK — A&M Records has wrapped up a partnership arrangement with Lou Adler for the distribution of the Ode 70 label. The deal marks the first time A&M will be involved in the worldwide distribution of another label.

Adler will bring in his Ode promotion and sales staff headed by Rick Blackburn, national sales manager, and Marshall Blonstein, national promotion manager. Both Blackburn and Blonstein left similar positions with Epic Records.

A&M and Adler have acquired the rights to all Ode masters formerly released through CBS, with the exception of Spirit, who will now move to the Epic label under the Ode production banner.

The deal was concluded last week upon the completion of Ode's three-year contract with CBS and calls for the exclusive record production of Adler as well as executive functions in the recording field. However, Adler will continue to produce the following independently: John Phillips and any of the Mamas & Papas for Dunhill Warlock Records; Johnny Rivers for Imperial; and the Everly Brothers for Warner Brothers.

The masters obtained by A&M from CBS include such

artists as Peggy Lipton, Carol King, and Sister Mary Merry Clayton. Ode recently signed three new acts, whose product will be included in the initial release under the new association.

Starting date for the new agreement is Wednesday (1). Offices for Ode 70 will be located on the A&M lot in Los Angeles.

Shift Name To Inherit

NEW YORK—The firm of Schwaid-Merenstein has had its name changed to Inherit Associates and will launch a major expansion program into all aspects of the music industry. Lewis Merenstein is president and partners Bob Schwaid and Marty Thau are vice presidents in the new corporation. Thau was previously with the Buddha/Kama Sutra label complex as vice president and director of promotion.

The Schwaid-Merenstein firm has been engaged in artist management and independent record production, and is currently represented on the charts with product by Van Morrison and Turley Richards.

Abnak Adds Six Distribbs

NEW YORK — Abnak Music Enterprises, Dallas-based firm operated by John Abdnor, has expanded its distributor network and is now looking to bolster its product output for the Abnak, Jetstar and Startime labels.

The new distributors are: Hot Line, Memphis; Arc-Jay-Kay, Pittsburgh; Tone, Hialeah, Fla.; All South Distributor Corp., New Orleans, and Dean's One Stop, Richmond, Va.

Abdnor is scouting material for the Top 40, soul and country markets. His country label, Startime, recently signed Country Mamma Annie and Harland Powell. Errol Sober was recently added to Abnak, the Top 40 label.

For More Late News
See Page 110

Lib/UA Broadens French Operation

By ELIOT TIEGEL

LOS ANGELES — Liberty/UA is expanding its record operation in France. When Liberty/UA SA opens in new quarters July 1, it will be an expansion of a small record office opened in July 1969.

The move means a change in status for Pathe-Marconi, which heretofore has been the sales licensee for all the labels in the Liberty/UA family. Pathe-Marconi will become the manufacturer-distributor of product rather than a licensee.

Eddie Adamis, who has been handling Liberty/UA's publishing interests, plus running the record company office in Paris, will continue to be the managing director of the French company.

Liberty/UA's two other company-owned labels are in England and in Germany, both of which were opened in midsummer of 1967.

While the company is establishing a fully staffed and departmentalized French company, it is also conducting negotiations in Italy for the acquisition of an existing company. Once an Italian firm is acquired the American manufacturer will have completed its major thrust into the European market. Opening an Italian company, which Billboard's Milan office suggests is Belldisc, is a hoped for fait accompli this year.

In moving out of just a licens-

ing agreement with Pathe-Marconi and into a formal organization in Paris, Liberty/UA is broadening its existing central services departments like sales, promotion, a&r.

Liberty/UA and Pathe-Marconi people are now working out releasing schedules of new product. The company plans to increase its activity in recording French artists, a policy initiated on a small scale by Adamis last year.

Originally, Liberty/UA had two licensees: Pathe-Marconi for Liberty and Philips for UA. Last fall the entire catalog was given to Pathe-Marconi, and at that time, central services functions began. Then local recording activities were launched.

Concerning Italy, Lee Mendell, Liberty/UA's marketing director, cites that nation's strong allegiance to local artists as the prime reason for seeking an Italian company. "It's local product which sells," he said, adding that once the acquisition is made the firm's name will be changed to comply with the international flavor of Liberty/UA U. S., Liberty/UA England, etc.

Stax Sets Up A Subsidiary Label, Respect

NEW YORK—Stax Records has formed a subsidiary label to be known as Respect Records. The new label will deal mainly with spoken word product and will be releasing albums by Rev. Jesse Jackson and other national figures.

Rev. Jackson, national director of the Southern Christian Leadership Conference's Operation Breadbasket, will record a series of albums under the running title of "The Country Preacher." First of the series, "I Am Somebody," will be the initial Respect release.

In addition to normal record industry channels of distribution, Respect will be directed towards school systems, church and other public outlets. A specialized advertising, merchandising and public relations program will be directed by Larry Shaw, newly appointed advertising and creative director. Shaw also serves as director of advertising and communications for Operation Breadbasket.

The logo for Respect features the line "Tell it like it is."

Taylor Award's 1st Prize Goes to Schuller's Book

NEW YORK — Gunther Schuller received the \$1,000 first prize of ASCAP's Deems Taylor Awards for his book "Early Jazz," published by Oxford University Press. The awards were made March 19

at the Library and Museum of the Performing Arts at Lincoln Center.

Ravi Shankar gained the \$500 second prize for his "My Music, My Life," published by Simon & Schuster, while the \$300 third prize went posthumously to Dr. Otto Deri for his book, "Exploring Twentieth Century Music" published by Holt, Rinehart & Winston, Inc. Stanley Adams, ASCAP president, presented awards to the authors of the winning books and articles on music.

Mrs. Joan Peyser received the \$1,000 first prize for her article, "Prince Esterhazy is Alive and Well in New Hampshire—Sort Of," which appeared in the New York Times. Other awarded articles were \$500 to James Ringo for "Strauss and Rolland — Opera's Own 'Odd Couple'," which appeared in the American Record Guide; and \$300 to James Lyons for his Boston Symphony program notes for the 1967-68 season.

The judges for the competition were Ezra Laderman, Gerald Marks, Billy Taylor and Dr. Virgil Thomson, all ASCAP members. Books and newspaper and magazine articles published in 1969 in the U.S. may be submitted until June 1 to ASCAP-Deems Taylor Awards, c/o American Society of Composers, Authors and Publishers, 575 Madison Ave., New York 10022, for the next competition. Five copies are required of every entry submitted.

Holland Offers Bernstein Set

AMSTERDAM — Although the municipality of Apeldoorn has now decided not to give permission to American promoter Sid Bernstein to present a peace and music festival for 200,000 on a 190-acre site near the village of Assel in August the town has cabled Bernstein requesting him to organize four one-day festivals for 50,000 people in the famous Berg and Bos Park of Apeldoorn on Aug. 4, 5, 6 and 7.

The decision followed a three-hour discussion that there was insufficient time for preparation.

A team of specialists spent months examining the peace festival project and reported that all problems could be solved — including traffic control and crowd control. But the burgomaster of Apeldoorn, A.L. des Tombe, felt that it would not be possible to make all necessary arrangements by August.

Famous Music in Now Drive; Cane In

NEW YORK—Famous Music Corp. will complement its activities in the film music field with a concentrated drive into the contemporary and pop music areas. With this in mind, William P. Gallagher, president of the Famous Music Corp., a Gulf & Western company, has brought in Marvin Cane as vice president of the music firm.

Among the companies falling under the direction of Cane, who will be general manager and chief operating officer of the Famous Publishing Division, are Famous Music (ASCAP), Paramount Music (ASCAP), Ensign Music (BMI), East/Memphis Music (BMI), Birdees Music (ASCAP), Bruin Music (BMI), and Addax Music (ASCAP).

Reporting directly to Cane will be William R. Stinson, who will continue as vice president for motion picture and television music, and Sidney Herman, vice president for administration.

Stinson will continue to administer and coordinate all music activities of Paramount Motion Picture and Television divisions. (Paramount is also a Gulf & Western company.) Cane will work with Stinson in giving young writers a crack at scoring Paramount's film and television properties. Paramount already has lined up "world premiere" film slots on CBS-TV and ABC-TV for next season. Stinson will continue to headquarter in Hollywood at Paramount's studios. Herman will continue as the vice president in charge of administration headquartering in the new Gulf & Western building here.

Leslie Gould, international director of Famous Music Corp. and managing director of Famous-Chappell Music, which represents the Famous music catalogs around the world, will also report to Cane. They will coordinate all international publishing activities. Gould will headquarter in London.

Starting April 6, Cane will maintain offices in the Gulf & Western building in New York. The professional staff here will also headquarter in the new building. For many years, the Famous Music firms here have been housed in the Brill Building.

The publishing division will also maintain professional offices in Los Angeles and Nashville.

In addition to concentrating on contemporary writers, Cane's operation will include the production of masters for submission to record companies on an equal basis with Famous' sister company, Paramount Records.

Before joining Famous, Cane spent five years with The Richmond Organization as vice president and general manager.

RIAA Award Rules Changed

NEW YORK — The Recording Industry Association of America is replacing the Gold Record Award with a new Gold Recording Award. The new citation goes into effect April 1.

Under the new criteria established for the Award, the record as well as its counterpart on tape in all configurations will have to achieve a minimum sale of \$1 million at manufacturer's level based on a 33 1/3 percent of retail list price.

The requirement for the Award for singles will remain at 1 million copies except that the tape equivalent of a single, if and when it is marketed, will also be included in the count.

These new qualifications will

obtain for all recordings released after April 1. There will be a grace period until Dec. 31 during which recordings released prior to April 1 may still be certified under the old rules. As of Jan. 1, 1971, certifications will only be granted under the new regulations.

Henry Brief, RIAA's executive secretary, said that new qualifications were adopted by the Board to give recognition to sales of prerecorded tapes as well as disks. He also said that RIAA's Board wished to retain the \$1 million figure and so chose to reduce the percentage of list price credited to the manufacturer for each unit instead of raising the requirement to a figure above \$1 million.

Marsh Going Automation

MINNEAPOLIS — The J.L. Marsh Co., record service merchandisers, will convert completely to optical scanning within the next six months, according to Dan Heilicher, vice president. The J.L. Marsh Co. is a division of Pickwick International Inc.

The company has been experimenting with the optical scanning process, using similar tickets to the Kimball system, currently being used. The new machine will compute tickets at the rate of 200 a minute. J.L. Marsh now has 50 accounts being serviced on the optical scanning basis. Heilicher expects the entire system to be converted within the six month period.

Heilicher explained, "This project will enable us to econom-

ically open up satellite warehouses, and will expedite the flow of product to our various accounts. We will be able to give our customers a greater selection of merchandise, more volume per square foot of floor space and greater overall profit on their investment."

Ampex Inks Wiswell

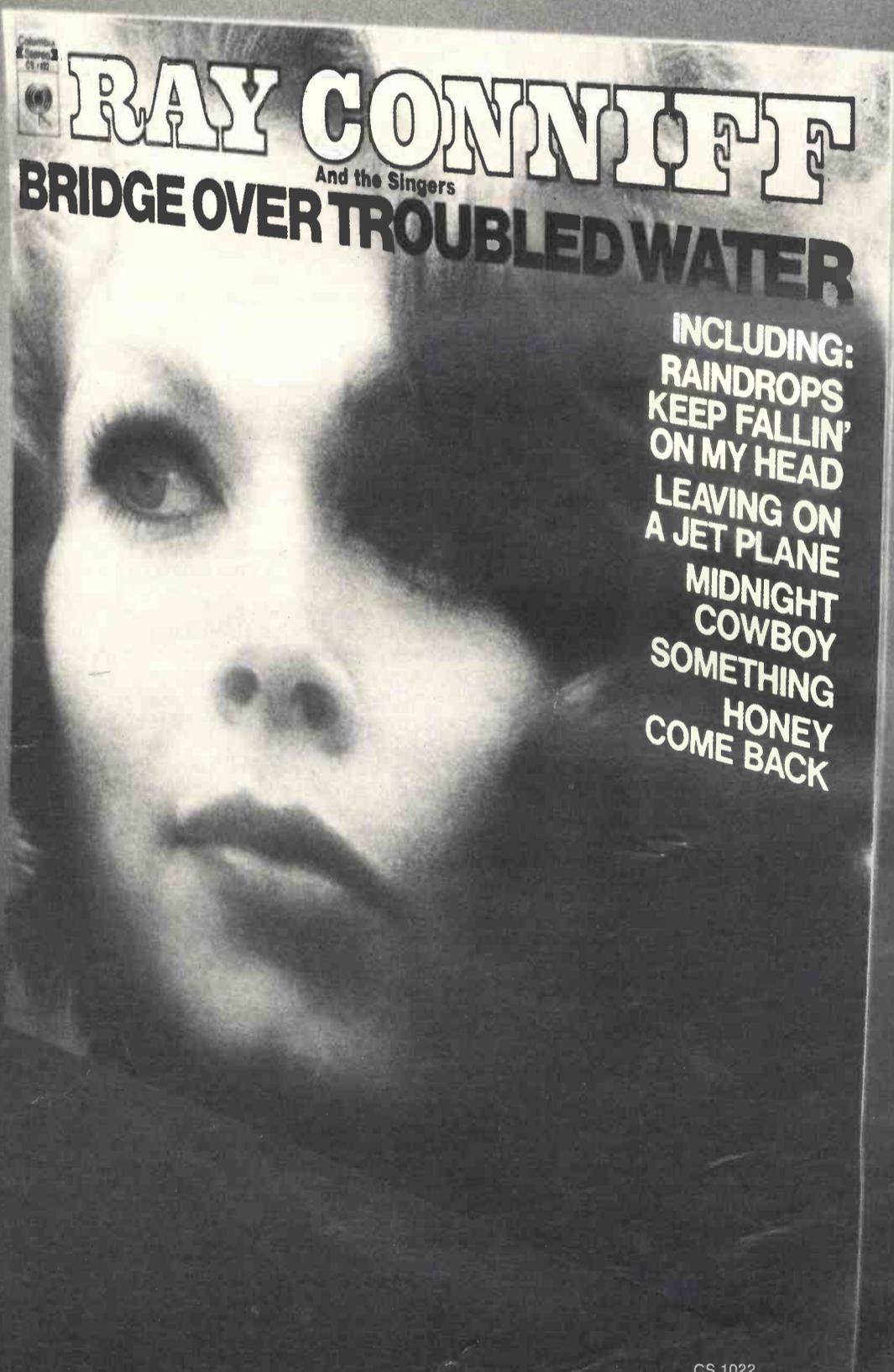
• Continued from page 3

quisition of the disk rights was a natural followup. Commenting on the acquisitions, Don Hall, Ampex vice president and general manager of the AST division said, "This move to Broadway is in line with our plans to become more involved with other facets within the music business."

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A Bridge Over Troubled Water of another color.



Ray Conniff's
"Bridge Over Troubled Water."
His new Columbia
release featuring the
Academy Award nominee,
"Raindrops Keep Fallin'
On My Head."

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hits are going to like them
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and Tapes.

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Pickwick Will Make, Handle Merc's Wing

CHICAGO—To devote more time to first line, contemporary product, Mercury Records has signed an agreement in which Pickwick International would manufacture and distribute Mercury's Wing Records product. In addition to Wing, Mercury's economy line, Pickwick would also handle selected material from the catalog of Mercury family labels.

The 265 titles in the Wing catalog, featuring pop, classical and children's material, and all future releases in economy packages will appear on the Pickwick/33 Records label. Pickwick will also market the Wing material on economy 8-track tapes and cassettes. Rack jobbers will still go through Mercury to exchange stock.

According to Mercury's president, Irwin H. Steinberg, the move was also made because of Pickwick's reputation as a specialist in the economy field and because of the company's excellent record with the economy product of other major companies.

Mercury will receive full credit on the covers of future Pickwick releases. Among the Mercury artists to appear on Pickwick will be the Platters, Lawrence Welk, Paul Mauriat, Frankie Laine, Jerry Lee Lewis and Roger Miller.

Executive Turntable

Mike Maitland joins MCA in a newly created position to oversee all the company's record labels. He carries two titles, president of MCA Records Division and executive vice president of MCA, Inc. Maitland, up until last February, had held the presidency of Warner Bros.-Reprise Records for nine years. Maitland joined WB in 1961, three years after its formation. He joined WB after a 14 year career with Capitol, joining that company in 1946 as a salesman in its Detroit branch and moving to such positions as branch manager, national sales manager, sales director and vice president. Walt Heebner, appointed director of sales, western region, for Faraday, Inc., a firm of tape suppliers based in Tecumseh, Mich., Heebner was formerly with Monarch Tapes, LA, Data Pak, Inc., and an executive of Capitol Records.



HEEBNER

Margaret Turner named director of publicity, classical division, Mercury Records. She is a former editor of Da Capo Press and also served as music administrator, Washington National Symphony. . . . Herbert A. Lowe named Eastern regional sales manager, Infonics Inc., Baltimore. He was previously sales manager, Mid Atlantic Industries, Washington. . . . Hal Gold appointed central regional sales manager in the sales department, Chess Records. He was formerly a member of the promotion department of Capitol, Columbia and Chess Records. . . . Roy Robinson appointed a booker in the Los Angeles office of ATI, talent agency. He was formerly with Gerard W. Purcell.

Mel Lawrence appointed operations manager for the Toronto Peace Festival. Lawrence held the same position at last year's Woodstock Festival. . . . Bernard Wechsler, formerly in sales at Premier Albums Inc., appointed rack sales manager, Polydor Inc. Tom Amann named Polydor's Mid West promotion man, Lu Fields named West Coast representative, Alex Araco (Chips Distributors) in Philadelphia, Bob Ruttenberg (Royal Disc) in Chicago and Hank Talbert (JK Distributors) in Detroit. . . . Ira Blacker, formerly with Associated Booking, appointed to head progressive and underground rock departments, ATI. Formerly boss of his own firm, Creative Managements, Blacker was with ABC for two and a half years. . . . Don J. Pasin, formerly vice president in charge of sales, Premier Albums Inc., and recently national sales manager, Radiant Cassette Cartridge Corp., has joined NMC Corp. in the sales department.

Bill Singer named regional sales and promotion manager, Command/Probe Records. A veteran of 25 years in the record business, he was formerly associated with MGM and Ideal Record Products. . . . Perry Cooper named director of special products for Crewe Records. He is a former program director and operations manager, WABC-FM, New York. . . . Wallace Schuster named general professional manager, Big 3 Music Corp. Schuster had been an executive in the company from 1967 to 1969. . . . Harvey Urman named field sales manager, Ampex Tapes. He was formerly distributor relations manager with the company. . . . Michael Friedman named director of creative services, Ampex Records. Jerry Wagner named national promotion director with Ampex. He was previously promotion coordinator. Ron Merenstein named Ampex's West Coast sales and promotion coordinator. He was formerly West Coast promotion director.

Milt Sincoff named created merchandising director, Bill Walsh field sales manager, and Brian Baker director of new music promotion—for Buddah Records. Sincoff was 10 years in the same capacity at Kapp Records, and also worked with Commonwealth United records. Walsh is a former music director WMEX, Boston and North Eastern regional sales manager, ITCC. Baker was formerly South Eastern regional promotion man for A&M Records. . . . Stanley Mazur named product manager of Radio Shack's radio-phono section, Boston. He is a former vice president, engineering and private label sales, Symphonic Electronic Corp.

Sal Licata joins Blue Thumb Sales Co. as general manager-director of sales. He joined the company one year after being with Forward Record Corp. At Forward he was its sales director and then its president. Licata replaces Jack Nelson, now with Chess Records, West. . . . Morgan Ames joins Symbolic Music as its manager. . . . Jack Daley joins Superscope as general manager of its recording division with responsibilities for a&r, sales, marketing, import-export and mailorder business. He replaces Jack Wagner, who helped start the company's recorded music division. He was formerly with the Stigwood-Fitzpatrick management firm.

Marvin Cane appointed vice president of the Famous Music Corp. (See separate story.) . . . Phil Picone named director of marketing for Lionel Records. (See separate story.) . . . Chuck Irwin joins Broadway Recording Studios as audio engineer.

Charles Balderas joins Muntz Stereo-Pak as marketing director. He was formerly with California Auto Radio. . . . Don Slack named vice president, general manager of Muntz Stereo Pak, joining the company from the Tenna Corp. where he had been

(Continued on page 110)

Heilicher Sees '70 Good Year

Continued from page 1

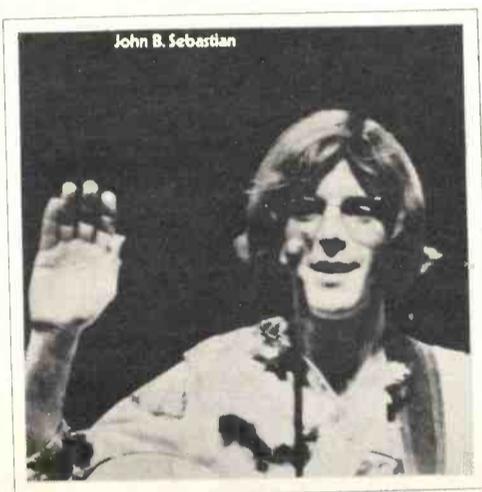
tinue so. This, plus the potential of the audio-visual field, leads Heilicher to be bullish about the future. He remarked that the audio-visual field would be a reality by 1972 and added, "Surely we—Pickwick International—will be active in it."

Records are still being used as a football, Heilicher noted. "A Beatles \$5.98 package comes out . . . our price to discounters is \$3.44. . . . Our cost is in the \$2.70's. . . . The album is sold at \$3.00. . . . That is not very good, but this is an old problem," he said. "In general, it is the same exciting industry and I am optimistic about the outlook," he concluded.

TWA's 'Away' in Return Flight

NEW YORK—TWA Airlines, through the Wells, Rich, Greene advertising agency, is putting Jimmy Webb's "Up Up and Away" tune back in the air. A series of four radio spots were being finished last week at Sound Ideas Studios, a 12-track facility here. Doing the music for the spots was Murder Music, headed by Richie Druz. One spot emphasized the Moog, another featured a waltz sound. One was folk-rock in nature, the other was orchestration.

The new arrangements will be aired throughout the year. TWA had used the "Up Up and Away" as a commercial about a year ago, then took it off the air. It was originally a hit by the Fifth Dimension.



John B. Sebastian owns the voice that sang and the pen that wrote Lovin' Spoonful hits such as "Do You Believe in Magic," "Summer in the City," "Daydream" and "Darlin' Be Home Soon." His first solo album is "John B. Sebastian." You have basked in the glow of his previous work. Now warm yourself with the long-awaited "John B. Sebastian." Feel it on Reprise.

**feel
me**

Maitland—We're Going to Do Things

LOS ANGELES — "There will be no new campaigns or image drives; we're just going to do things," said Mike Maitland who officially joins MCA Monday (23) as president of MCA Records division, and executive vice president of MCA Inc.

Maitland's first three months will be spent meeting with the people at Decca, Uni and Kapp Records, the three labels owned by the parent company he will oversee.

He also plans to become familiar with each of the three company's distribution and manufacturing patterns. MCA's publishing operation, run out of New York, will not fall under Maitland.

The former president of Warner Bros.-Reprise Records said he accepted the MCA position because he found "the structure of three companies under a big, strong parent offers me a very exciting challenge."

Maitland's extensive administrative expertise will be brought into play to offer guidance to each of the three record labels, which are run autonomously.

Maitland will check closely each of the label's artist rosters to help develop strong product representation. His initial efforts will focus on domestic situations during his first three months on the job.

Lionel Into Disks—Product-Backing Plan

NEW YORK — The Lionel Entertainment Corp. is rolling into the record market with a new label to be known as Lionel Records. Phil Picone has been set as director of marketing for the new label and will be lining up independent distributors during the NARM Convention in

RENE RETURNS TO U.S. SHORES

NEW YORK — Henri Rene, well-known record producer, is back in the U. S. after a five-year sojourn abroad. Living for the past five years in Munich, Rene was active as a writer and conductor in the semiclassical field. He also produced extensively for many labels, such as Kapp, RCA, MGM and others. Rene will now settle in the U. S. permanently, either in the East or on the West Coast.

Bal Harbour, Fla., this week. Frank Mancini, vice president in charge of East Coast operations for Lionel Entertainment Corp., will contribute to the new label on all levels, especially product acquisitions and promotion. Mancini will continue to direct Lionel Entertainment Corp.'s publishing, management and independent production divisions. Clive Fox, who is vice president and general manager of Lionel Entertainment Corp., is headquartered on the West Coast.

Picone said that the new label (Continued on page 110)

Atl to Give Jazz Product Giant Promotion Sendoff

NEW YORK — Atlantic Records will introduce an "Age of Jazz" program to kick off the biggest jazz promotion in its history. The campaign will start April 15 and run for six weeks. It will encompass a huge advertising and merchandising program devoted exclusively to the firm's lineup of new and catalog jazz product.

The program, under the direction of Atlantic vice president Nesuhi Ertegun, who produced many of the albums in the release, will feature such names as Eddie Harris, Mose Allison, Clarence Wheeler, Wilbur DeParis and John Coltrane. A new album, "Jazz Super Hits-Vol.

II," and "Best Of" albums by Charlie Mingus, Charles Lloyd, Hank Crawford and Ornette Coleman will fill out the April program.

On the advertising side of "The Age of Jazz" program will be trade and consumer ads, radio spots, dealer displays and point-of-sale merchandise, including a new jazz catalog.

The campaign will include product on the Atlantic, Vortex and Embryo labels. Other artists featured in the drive are Herbie Mann, Les McCann, Roberta Flack, Yusef Lateef, Roland Kirk, Gary Burton, Ray Charles, Freddie Hubbard, David Newman, and the modern Jazz Quartet.

Caedmon, Heath Agree to Merge

NEW YORK — A letter of intent has been signed for the merger of Caedmon Records with D.C. Heath, the textbook firm division of Raytheon Electronics.

According to Barbara Holdridge and Marianne Martell, co-owners of Caedmon, the proposed merger would give the label a larger spread in the education market due to the Heath affiliation, while they concentrate on regular retail disk outlets.

Market Quotations

As of Closing Thursday, March 19, 1970

NAME	1970		Week's Vol. in 100's	Week's High Low		Week's Close	Net Change
	High	Low					
Admiral	22 1/8	10 3/4	104	12 1/2	11 1/4	11 3/8	- 1 1/8
ABC	39 1/4	31 3/4	229	34	31 7/8	33	- 3/4
Amer. Auto. Vending	20 3/8	8	32	8 3/8	8	8 1/8	- 1/8
Ampex	47 7/8	32 1/2	451	35 7/8	34 5/8	35 3/8	+ 3/8
Automatic Radio	43	13 3/8	310	14 7/8	13 3/8	14 1/8	- 1/2
Auto. Ret. Assoc.	122 1/2	97 1/2	242	106 3/4	105	105 1/4	- 5/8
Avnet	36 1/2	10	1343	10 1/2	10	10	- 1/2
Capitol Ind.	56 1/4	29	265	48	44 1/2	44 1/2	- 4
CBS	59 1/2	41 3/8	652	48	44 1/2	47 3/4	+ 3 3/8
Columbia Pictures	42	22 3/4	179	25 1/8	24	24	- 1
Craig Corp.	24	8	248	9	8	8 3/4	+ 3/4
Disney, Walt	158	69 3/8	908	142 3/4	133 1/4	140 3/4	+ 4
EMI	8 7/8	5	297	5 7/8	5 1/2	5 7/8	+ 1/8
General Electric	98 1/4	67 3/8	1766	71 1/4	69	70 1/8	- 1 1/4
Gulf & Western	50 1/4	16 5/8	429	17 7/8	17	17	- 3/4
Hammond Corp.	23	11	64	12 3/4	12 1/4	12 1/2	- 1/8
Handleman	47 3/8	29	306	43 1/8	42 1/8	42 1/8	- 5/8
Harvey Group	25 1/4	8 3/8	17	8 7/8	8 1/2	8 5/8	- 1/8
ITT	60 1/2	46 1/4	3582	55 5/8	52 1/2	52 1/2	- 3 1/8
Interstate United	35	10	184	12 1/8	10	10 1/4	- 1 7/8
Kinney Services	39 1/2	19	1561	31 3/4	30	30	- 1 3/4
Mackie	29 1/2	14 1/2	59	16 1/8	15 1/8	15 1/4	- 3/4
MCA	44 1/2	18 3/4	495	22	21 1/2	21 1/2	- 1/8
MGM	44 1/2	20 3/8	183	26 1/2	22 1/2	26	+ 3
Metromedia	53 3/4	15 1/2	120	19	18 1/8	18 7/8	+ 1/2
3M (Minn. Min. Mfg.)	118 1/2	94	710	106 3/8	102	103 1/8	- 2 7/8
Motorola	166	102 3/4	807	120 1/2	110 1/2	119 1/2	+ 4 3/8
No. Amer. Phillips	59 3/4	35	806	46 3/4	35	36 3/4	- 9 1/4
Pickwick Inter.	55 1/2	32	474	48 3/8	40 3/8	45 1/4	- 3 1/2
RCA	48 1/2	29 1/4	1107	31 1/8	30 1/4	30 5/8	Unch.
Servmat	49 1/2	21	707	23 1/4	21	22	- 1
Superscope	54 3/4	17	258	32 1/8	26	26 1/2	- 5 5/8
Telex	159 1/2	112	2349	126	112	117 1/2	+ 2
Tenny Corp.	30 3/4	8 1/2	207	9 3/4	8 1/2	8 5/8	- 1 1/8
Transamerica	38 3/4	19 7/8	2392	21	20	20 7/8	+ 1 1/8
Transcontinental	27 3/4	13 3/8	735	17 7/8	15 1/2	15 3/4	- 2
Triangle	37 3/8	14 7/8	35	16 1/2	15 7/8	15 3/4	- 1/2
20th Century-Fox	41 3/4	14 7/8	523	16 5/8	15 1/2	16 1/4	- 1/4
Vendo	32 3/8	14 1/4	25	15 1/8	14 3/4	15 1/8	+ 1/8
Viewlex	35 1/2	17 1/2	117	20	17 1/2	19 1/8	+ 1/8
Wurlitzer	23 1/2	12 1/8	21	12 3/8	12 1/8	12 1/2	- 1/8
Zenith	58	29 1/2	480	35	33 1/2	34 3/8	+ 5/8

As of Closing Thursday, March 19, 1970

OVER THE COUNTER*	Week's High Low		Week's Close	Week's High Low	Week's Close
	High	Low			
ABKCO Ind.	10	8 3/4	10		
Alltapes Inc.	8	7 3/8	7 5/8		
Arts & Leisure	6 3/4	6	6		
Audio Fidelity	2 3/8	1 3/4	1 3/4		
Bally Mfg. Corp.	20	18	19 1/2		
Cameron Musical	2 3/8	1 3/4	1 3/4		
Cassette-Cartridge	18 1/2	16 3/4	17		
Certron	17 1/2	13 3/4	13 3/4		
Creative Management	13	12 1/4	12 3/4		
Data Packaging	22 1/2	20 3/4	20 3/4		
Dict-O-Tape Inc.	3 1/2	3	3		
Faraday Inc.	9 1/4	8	8		
Fidelitone	4 1/2	4 1/4	4 1/4		
Gates Lear Jet	15 3/4	13 1/2	13 1/2		
GRT Corp.	17 1/4	15	16 1/4		
Goody, Sam	13 1/4	10 5/8	13		
ITCC	4	2	3 3/4		
Jubilee	7 3/4	6 1/2	7 3/4		
Lin Broadcasting	8 1/2	7 1/4	8		
Media Creations	6 5/8	5 3/8	5 1/2		
Merco Ent.	33	30 1/2	30 1/2		
Mills Music	18 1/2	18	18 1/2		
Monarch Electronics	4 1/2	2 1/2	2 1/2		
Music Makers Inc.	7 1/2	6 3/4	6 1/2		
NMC	9 1/2	8 1/2	8 3/4		
National Musitime	1 1/4	1	1		
National Tape	16	15	15		
Newell	7	5 1/2	6 1/2		
Perception Ventures	8	6 3/4	7 1/2		
Qatron Corp.	5 1/2	4 1/2	5 1/2		
Recoton	5 1/2	4 3/4	5		
Robins Ind.	4 1/2	4	4		
Schwartz	7 1/2	7	7		
Telepro Ind.	2 5/8	2	2 1/8		
Trans. Nat. Commun.	5	3 1/2	3 1/2		

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation. The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

2nd Annual BMI Soul Awards



JOHN EASTMAN accepts for publisher Cherio Corp., the citation for "Grazin' in the Grass" as the most performed r&b song. Presenting the citation is Mrs. Theodora Zavin, BMI senior vice president. Right is Edward M. Cramer, BMI president.



MRS. ZAVIN and Cramer with, left, Leroy Lovett, of Jobete Music (who won 14 awards) and Jimmy Roach, one of the composers of "My Whole World Ended." The first soul awards were presented in Detroit.



LEFT TO RIGHT, Sid Herman of East/Memphis Music, three award winner Steve Cropper, Mrs. Zavin and Kramer. King Curtis and his orchestra provided music for the coast-to-coast event.



VICTORIA SPIVEY, flanked by Kramer and Mrs. Zavin, with King Curtis looking on, as she receives her special award for her contributions in music over the years.

Talmadge Sets Up Miniracks

Continued from page 1

a wall. Each minirack will hold 25 copies of each of five different hit records. The idea, of course, is that these will be the big sellers of the area where the racks are located. A unique feature of the minirack is that only records treated in a special way can be used, Talmadge said.

Test marketing of the idea is already slated for a city, he said. But the potential could mean "literally thousands of outlets, with a sales potential of better than 250,000 records per release." He pointed out that the basic operation involves strategic distribution points around the country, with records ordered directly from the manufacturer.

A key value of the minirack operation, he said, is that enterprising youngsters and young adults could set themselves up in business with a route of racks. Of course, the plan is also highly feasible for distributors wishing to expand their operations.

The plan calls for the miniracks to be installed in the various outlets without any investment from the outlets. The records would be on a 100 percent guarantee - return basis, paid for only when the records

are sold. Impulse sales are almost assured through a giant title strip announcing the records, Talmadge said. There'll be an over-all sign on each minirack saying "Top Hits."

Talmadge also discussed the possibility of franchising distributors in key markets across the country for the miniracks.

Working models of the miniracks are already in production; a unit will be unveiled soon.

BMI Dinner Cites Spivey

NEW YORK—Victoria Spivey received the first in a series of special Commendations of Excellence for "long and outstanding contribution to the many worlds of music" from BMI at its "Rhythm & Blues Awards" dinner at the Hotel Pierre on March 18. Miss Spivey began her career as a writer-performer in the early 1920's and emerged nationally on Okeh Records toward the latter part of the decade. Her biggest hit was "Black Snake Blues."

The recipients of BMI's "Rhythm & Blues Awards" are listed in the Soul section.

A man of God speaks to the people. And they listen, brother, they listen.

The Country Preacher
Rev. Jesse Jackson
on his first recorded album
gets the people to say—
"I Am Somebody"
and they are saying it
loud and clear!

The pre-release demand for this album has been overwhelming. Forced to the surface by the events of today, Rev. Jesse Jackson represents a new movement that commands the attention of the American society—both black and white!

Here's what the gentlemen of the press have to say about the man who's helping to keep Rev. Martin Luther King Jr.'s dream alive: "It is abundantly clear . . . that Jackson is both a man of God and a shrewd, even arrogant, political infighter."

John Pekkanen, LIFE MAGAZINE

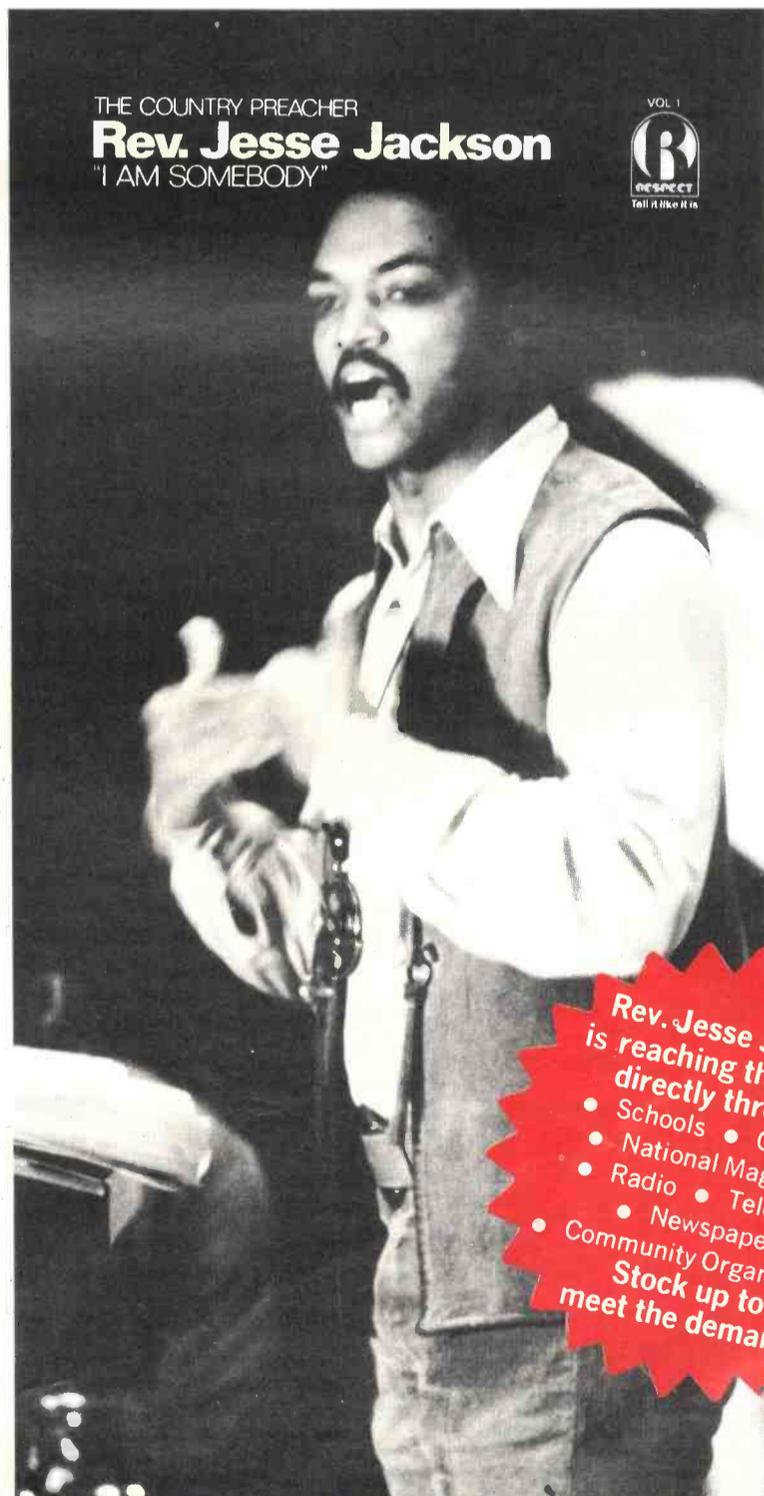
" . . . Almost everyone who has seen Rev. Jackson in operation acknowledges that he is probably the most persuasive black leader on the national scene and that breadbasket is something rare and viable in the movement."

John Herbers—NEW YORK TIMES



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TAS-2601

Mail Snafu Looms as Peril

• Continued from page 1

payment of bills at out-of-town locations if the strike continues for any length of time. A Columbia spokesman also indicated that the phone had become everyone's means of keeping the business going. Columbia has not yet made any plans in the event of a long strike because as one Columbia man exclaimed, "We've never been faced with this problem before."

"The mail strike is not hurting Bell Records, but thank goodness for Telex and Western Union," said Larry Utall, Bell's president. "As for record promotion, we do most of that on the telephone. The strike's effect on billing and collecting won't hurt us if it just lasts a few days." On the other hand, Irving Mazur, Roulette Records' Eastern regional sales manager, said that "the strike is hurting. A lot of orders aren't coming in. We are, however, getting some of them, anyway, over the phone." Dick Myers, vice president of Roulette and head of

Ethnic Tapes, Inc., said, "It's just about bordering on mass confusion here. I can't get out my orders, my salesmen cannot receive their instructions which are generally mailed to them, and over-all, there is a painful slowup. If this strike continues for any period over a week we'll find ourselves in a tangle that would take an age to unravel."

The Long Island-based firm of Dubbings is also feeling the pinch of the strike. Paul C. Smith, the company's president, said, "Already our normal flow of orders and checks is slowed down to a trickle. We are relying heavily on Telex, telephones and messenger services to keep us going. We hope there will be a break very soon for an extended strike could be very tough on us. This strike is that ill wind that bodes nobody good."

U.S. Urged to Step Up Electronics Efforts

WASHINGTON—Robert W. Galvin, chairman of Motorola, Inc., has urged greater government cooperation with the electronics industry if the present threat of a takeover by foreign competitors is to be averted.

Speaking to government and industry officials at a recent meeting of the Electronic Industries Association (EIA), at the Statler Hilton, Galvin said, "Our world leadership in electronics is at stake, and our government officials must increasingly appreciate the need for greater cooperation with industry in behalf of international business."

Galvin, who was awarded the EIA's Medal of Honor for outstanding contribution to the advancement of the electronics industry, at the same meeting acknowledged the existence of substantial efforts and achievements in the area of government-industry cooperation. "But," he added, "the stark competitive reality of world trade often reveals that an individual U.S. company must pit its resources against a system consisting of a government as well as an industry, or certain foreign competitors, or both."

He continued, "If we expect to accomplish domestic employment goals and other economic objectives indispensable to our nation's internal welfare, then industry must have increasing support and cooperation from various federal agencies in the interest of the essential added business available in foreign markets."

Galvin suggested that in the decade ahead government's involvement in the electronics industry should lean more toward

The pressure has also spread across the Hudson to New Jersey, from the Fairfield-based plant of Livingston Audio, came the howl. "We will be hurt. Even though our shipments are made by truck, and we have the assurance that dealers will remain stocked, yet, there will be a general slowdown of vital communications," said Tom Hofbauer, the company's executive vice president. "Let us hope that for the good of all this situation is quickly settled."

Larry Finley, president of the North American Leisure Corp., said, "The strike is killing us. Orders and monies due to us are held up, and our staff is relying heavily on the telephone to reach dealers and distributors across the nation. The over-all result is a general slowdown, and heaven only knows what the ultimate cost, in terms of dollars and cents, will be."

promoting, supporting, and cooperating, than to refereeing and controlling. He stressed, "we must more and more demonstrate that we are one and the same team—the American team."

Continuing, Galvin told his audience that such affirmative action would be required at the international marketplace, and stressed the need for wisdom "at home" to understand and avoid the consequences of regulations of domestic industry affairs which may unnecessarily impinge on the ability to compete worldwide.

Stressing that most of our industry's products and services are generic to the world's rapidly expanding needs, Galvin said, "Our long-term success is dependent, to a large extent, on the ability to serve that increment of the world market."

"Most electronic manufacturers of component, consumer, and industrial products who do not earn at least 25 or 30 percent of their gross revenues from non-U.S. markets within this decade, will have forfeited their responsibility to service their transnational customers and will likely fail to maintain a viable economics of size compared to their world oriented competitors."

Rosemond and Group to Help Black Distributions

NEW YORK—Luther (Skip) Rosemond is heading a Committee for Equal Opportunity for Black Wholesalers in the Record Industry which was recently set up in Detroit.

Rosemond said, "We have found that there are more than one million black people in our market. These one million are found buying 80 percent of all records sold in this area. Also, we find that 80 percent of the records sold are by black artists. We feel that the year 1970 should begin a new era in which black wholesalers, distributors, one-stoppers and rack jobbers should gain from these profits just as white wholesalers are doing."

Rosemond's address is P.O. Box 5907, Detroit, Mich. 48210.

TOMORROW

By ED OCHS

"John and Yoko Lennon are no longer involved with the Toronto Peace Festival, planned for July 3, 4 and 5 at Mosport Park." The first line of the announcement was worded with great care, concern and suggestion. It came down on their heads like "a hard rain," a pronouncement, a verdict. Guilty. Suddenly John Lennon, the most public of the Beatles, rock's greatest lyricist, who earlier gave us the spirit and energy of his positive personality, had been trapped in the mad media he more than helped create; caught in a cold, accusing representation of "the truth" used as prima-facie evidence in what has become the latest and subtlest rhetoric of black comedy. "John and Yoko Lennon are no longer involved. . . ." The announcement, made by festival backers John Brower and Karma Productions, was issued in response to Lennon's disclaimer from what was to be the inevitable, ultimate, endless festival of clear spirits. John and Yoko wanted it to be free, not another Altemont, positive music. Brower telegraphed back and hipped Lennon to the price of peace in Canada—\$3,000,000 worth of police and security, water, sewage, garbage, and medical facilities, not to mention talent. A free festival could not be controlled. "There is no mention of it being free," retorted John. Now, once more with feeling, bad feeling: "John and Yoko Lennon are no longer involved with the Toronto Peace Festival. . . ."

Lennon Pulls Out

News of Lennon's decision to withdraw from the festival he lent his name to crashed through the underground with the colossal, sickening thud of a god falling to earth from a million miles up. Missing from Brower's six-page statement was the gathering worship that had, with the cosmic spirit of the festival, come strongly to the Lennons. Robbed of love, the voice between the lines no longer addressed the peace-opportunists Lennons, but rather the present lead singers of the Plastic Ono Band. "They have established a procedure which would take control of the festival out of Mr. Lennon's hands," insisted John's statement with stubborn conviction. At that point, the energy swung across the Atlantic, away from Lennon and Allen Klein, who has been pegged and sentenced in a silent code of disdain, and to John Brower, Karma and vague cosmic vibrations. Wrote Rolling Stones' Jon Carroll about the meeting called in San Francisco to inaugurate the festival, "The Toronto people were so vague about so many important questions, so apparently unaware of the magnitude of which they were proposing, that many found it very hard to put aside their doubts and follow. The meeting didn't end so much as dissolve." Said John Lennon when the end came, "We want nothing whatsoever to do with Brower-Toronto Peace-type."

They've Landed in Toronto

During the high heavy drama that plucked the festival from Lennon's hands and set it down in Toronto, the dramatis personae thickened with cults, angels, aliens, cosmic alliances, powerful love-trusts and spacey mind traps. It is a drama with dialog common to junkies, hippies and zealots; of incredible raps cleverly conceived to blow the mind, of new philosophies worded in "trips," "points," "numbers," "energy flow," "clear," "clean," and what "went down" in the name of a "higher" honesty. But that's another story, which apparently, I have argued with myself, is not mine to tell. Ask John Lennon, ask him why he cut his hair, about instant karma, why he feared for his life in his Amsterdam hotel and rejected shamelessly what seemed to be a real hope for unqualified peace and love. Meanwhile, the festival backers have resolved the Lennon debate—he would not, could not "give peace a chance" in Toronto—Mosport Park is expected to be rezoned in favor of the festival, and the original energy has returned. Now Lennon must get off the fence, make his position clear, decide what to do about Allen Klein, or be purged as insincere and uncommitted before the world he opened like a Pandora's Box to the nuclear device, now set to be detonated by the heat from the fissionable material of several million people pried open to receive commands from a few.

When the Music's Over

Some of our best citizens have fled the country, jumped to Canada, while others have, in a sense, jumped the planet for "higher levels of energy," for greener cosmic pastures where the elite converse in vibrations. For what? For the answers to whatever desperately ails humanity and which they, the telepathic earth-angels, intend to blow over the heads of the millions gathered in Mosport Park, 40 miles from Toronto, July 3-5. Now the festival is on and up with: David Britten and the "Whole Earth Catalog"; Toronto, the new spiritual and high-energy spa in the Western Hemisphere; Lennon's peace poll; a generous embrace from Tommy Smothers & Friends; the Harbinger group; the Brotherhood; the good and wise Shep Gordon, manager of the spectacular Alice Cooper; 50 per cent of the profits to the peace foundation; Year One; intergalactic revolution; and the suffocating burnt odor of apocalypse; rather than sweet peace, rock and resurrection. There are so many questions still unanswered and gathering in urgent need for replies with each passing day. Everything is terribly vague about the festival, everything except that whatever it is is set to go off exactly in 101 days.

Cannon Hunt for Young Scorers

NEW YORK — Cannon Group Inc. is looking for young people making records who would like to score films. The project, headed by Peter Kauff, president of Cannon Music Inc., is dealing with youth because "films are a youth medium and if a theme in a film involves youth, then the music should be young," according to Kauff.

The company has three films in the can and is looking for rock groups to write the scores. Cannon sees this venture as a method of exposing new talent as well as already known talent. The firm is also setting up a company to develop its own artists and producers, as well as soliciting films from young people who wish to express themselves through this medium.

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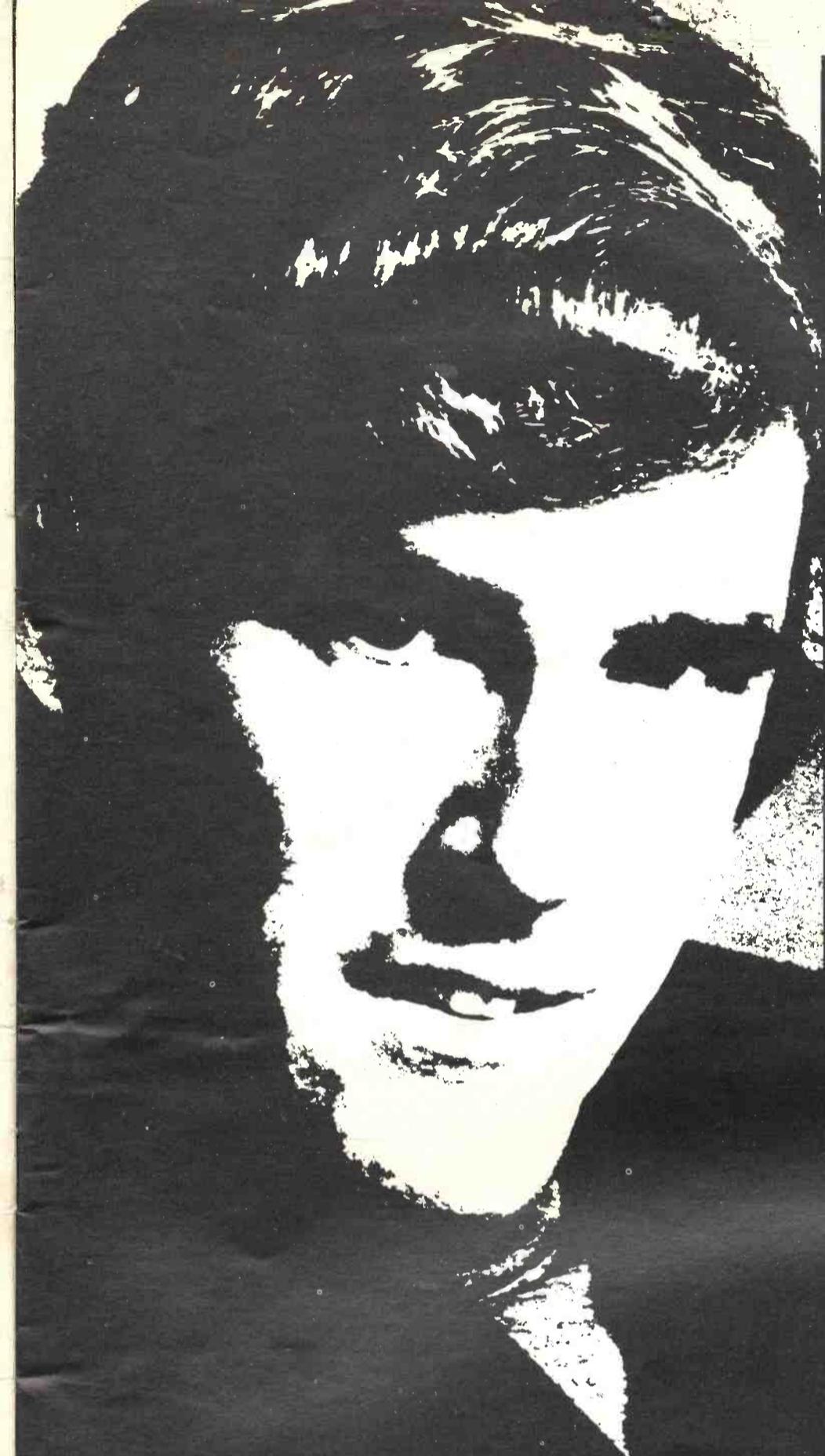
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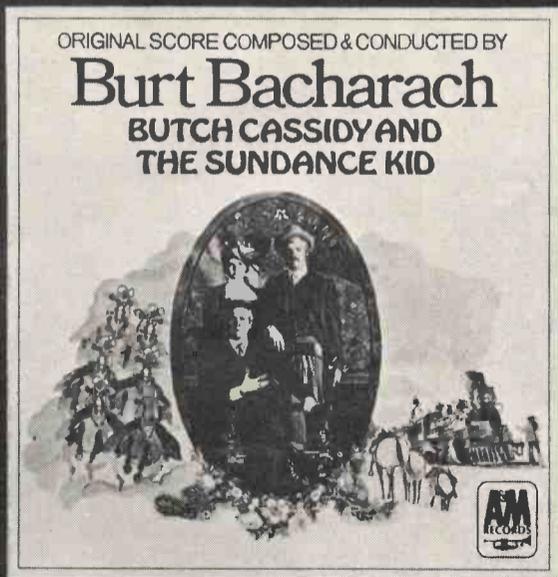
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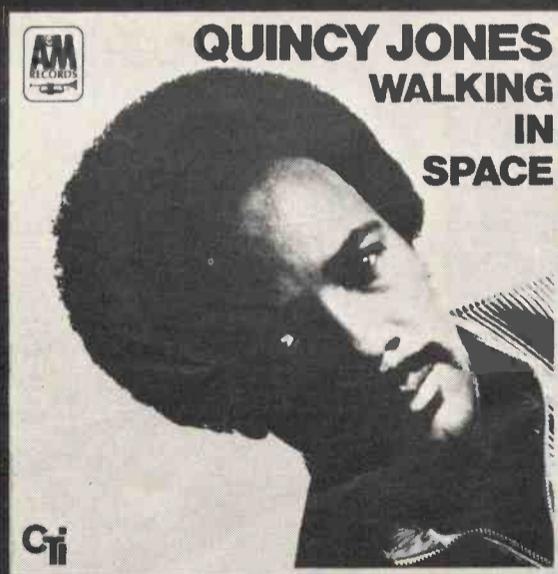
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Industry Principals of NARM Convention



NARM Board of Directors. Standing, left to right, Jules Malamud, executive director; Charles H. Schlang (Transcontinental Music Corp.); James J. Tiedjens (National Tape Dist.); Merritt Kirk, treasurer (Music West); Milton Israeloff (ABC Record & Tape Corp.), and Carl Glaser, secretary (Pleasure Products Corp.). Seated, left to right, Jack Grossman, 2nd vice president (Merco Enterprise); James Schwartz, 1st vice president (Schwartz Bros.); Amos Heilicher, president (J.L. Marsh Co.); Jack J. Geldbart (ABC Record and Tape Corp.).



Amos Heilicher
NARM President
Heilicher Bros./
J.L. Marsh Co.



Jules Malamud
NARM Executive
Director



Jac Holzman
President
Elektra Records



Al Bell
Executive
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RCA Records



Stanley M.
Gortikov
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Capitol Industries



Dr. Laurence J.
Peter
Author of "The
Peter Principle"



Joseph Smith
Executive
Vice President
Warner Bros.
Records



David Rubinson
Executive
Vice President
Fillmore Corp.

1969 NARM STUDY

NARM MEMBERS 1969 GROSS DOLLAR VOLUME AT RETAIL \$1,077,000,000

PRODUCT	% OF TOTAL VOLUME	TOTAL DOLLAR VOLUME
Phonograph Records	68.6%	\$738,822,000
Tapes	24.3%	261,711,000
Equipment	4.7%	50,619,000
Accessories	2.2%	23,694,000
*Other	.2%	2,154,000

*Music books, posters, etc.

TOTAL DOLLAR VOLUME BY NARM RACK JOBBERS \$764,000,000

NARM RACK JOBBERS GROSS DOLLAR VOLUME AND TYPE OF PRODUCT

TYPE OF PRODUCT	% OF DOLLAR VOLUME
Albums	85.6%
Singles	14.4%

TYPES OF RECORD OUTLETS SERVICED BY NARM RACK JOBBERS

TYPE OF RETAIL OUTLET	% OF DOLLAR VOLUME**
Department and Discount Stores	53.6%
Variety Stores	18.3%
Retail Record Stores	7.3%
Drug Stores	9.5%
Supermarkets	4.0%
Service PX's	3.6%
*Miscellaneous	3.7%
**\$764,000,000	

*Bookstores, Gas Stations, Electronics Stores, Hardware Stores, Mail Order, Sub-distributors and One Stops

NARM MEMBERS TOTAL DOLLAR VOLUME IN TAPE PRODUCT \$261,711,000

TYPE OF PRODUCT	% OF DOLLAR VOLUME
8 Track	75.8%
4 Track	1.2%
Pre-recorded Cassette	16.9%
Blank Cassette	1.2%
Pre-recorded Reel to Reel	4.4%
Blank Reel to Reel	.4%
Other	.1%

ANALYSIS OF TAPE VOLUME

TYPE OF RETAIL OUTLET OR CUSTOMER	% OF DOLLAR VOLUME**
Department and Discount Stores Record Departments	23.0%
Department and Discount Stores Automotive Departments	29.0%
Automotive Outlets	9.0%
Retail Record, Appliance, and Electronics Stores	14.5%
Tape Centers	12.0%
Service PX's	3.7%
Sub-distributors and One Stops	1.4%
*Miscellaneous	7.4%
**\$261,711,000	

*Drug Stores, Supermarkets, Variety Stores, Truck Stops, Gas Stations, Photographic Supply Stores, Bookstores, Hardware Stores

NARM MEMBERSHIP PROFILE

MEMBER COMPANY DOLLAR VOLUME	% OF TOTAL NUMBER OF NARM MEMBERS	% OF DOLLAR VOLUME* BY NARM MEMBERS
Under 1 million	14.3%	2.2%
1 million-2 million	34.1%	8.4%
2 million-3 million	17.5%	8.2%
3 million-5 million	16.5%	12.6%
5 million-15 million	9.1%	13.0%
15 million-40 million	5.4%	10.4%
Over 40 million	3.1%	45.2%
*\$1,077,000,000		

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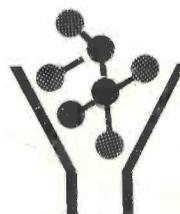
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Tape CARtridge

'New' Muntz Into New Product Areas

By ELIOT TIEGEL

LOS ANGELES — Muntz Stereo-Pak is expanding into new product areas in line with new management's policy to move away from just tapes and become an all-around electronic company.

Ten new items will be out between now and June in time for the Consumer Electronics Show in New York, reports Barney Phillips, head of the new group of investors which is purchasing the company from Earl Muntz.

Although Phillips is now in the president's office and has begun bringing in his own executive team, Phillips and his people are still not the company's legal owners.

"We will not legally take over until our audit of the company's financial status is completed, which should be by April 1," Phillips said.

Five "individual" investors are whom Phillips represents, and these names will be made public with the formal takeover.

Spreading Out

Meanwhile, Phillips' new organization is running the company and gearing it to move steadily into car radios, new forms of speakers, new forms of home radios, psychedelic light units, 8-track players and car cassette recorders.

The new management has also decided to sell the five company-

owned Muntz Cartridge City stores. Two are in the Los Angeles area, with the remainder in San Francisco, Skokie, Ill., and Detroit.

"We are getting out of the retail business in order not to compete with our own customers," Phillips explained. "We should have the stores sold by May 1." Don Slack, who Phillips hired from Tenna to become his executive vice president, has the responsibility for closing the deals. Phillips said that there already are buyers for each of the locations.

Phillips has determined additionally that the company no longer needs a California sales representative, so Herb Krauss is being discontinued. "In analyzing our overall operation, we realized we have four salesmen in the office selling on the phone. We felt our salespeople involved in nothing but our own product could do a better job on the street than a rep who has other lines."

Meets Accounts

Jim Muntz, who has been working on sales from the company's Van Nuys headquarters, is now involved in a form of company relations whereby he goes out and meets with dealer accounts. He also directs the local four-man sales staff.

One situation which the new investors found disconcerting

was the company's spending \$1,100 a week on local radio advertising to invite people to the factory-owned stores. Not only does Phillips feel this placed the company-owned stores in competition with franchised dealers, but it also resulted in "a loss of some respect from our customers."

"How to get it back? One way is to get out of the retail business."

While the 200-odd employees are presently thinking up a new name for the company, Phillips says his policy is to "take the company and bring it into line with the industry."

Among the new products designed to achieve this goal are:

- a car cassette player/recorder, available now.
- an 8-track car stereo, available now.
- AM and AM-FM home radios with a psychedelic light panel, available now.
- styrafoam wall speakers, available at the end of April.
- an 8-track home player with AM-FM multiplex, available in May.
- a car armrest speaker, available at the end of April.
- psychedelic light columns, available in mid-April.
- two car radios, one AM, the other FM Multiplex, available in mid-May.

The two car radios are built by Teikoku Dempa and handled by Clarion, the trading company

which provides Muntz with some of its car stereos. Marowa supplies the rest. Phillips estimates that 75 percent of the company's business is in the car market. Phillips hopes to open new accounts by developing more products for the automotive industry. He would like to acquire several small automotive accessory companies and then take the whole operation public. He claims to have spoken to seven companies about merging, but disclaims any negotiations with Jim LeVitus to merge his Car Tapes into Muntz. Phillips does acknowledge hearing that LeVitus (who formerly worked for Muntz) plans moving his headquarters to Los Angeles from Chicago.

Why are people purportedly interested in merging with Muntz now? Phillips thinks he has the answer: "I don't say we're the best or the biggest, but we certainly are the best known company."

Discontinues List

Phillips has discontinued the Audio/Stereo line or players in favor of building the Muntz name. "We are pulling in our horns to make a good, clean compact company. Then we can look at such things as private branding or OEM equipment."

In light of the company's going through a transitional period of ownership, why is Phillips spreading himself thin with so

(Continued on page 18)

LEISURE TIME TIPS

by: Larry Finley

For the past several weeks this space has been used to bring your attention to some of the "CHART" cartridges that NAL have on the charts. We have been featuring such hit albums as Windfalls "Mountain Climbing," Athena's "Country Moog," Firebird's "Natural Gas," Philly Grove's "Delfonics Superhits" as well as many other hit cartridges in NAL's vast catalogue of over 700 selections.

This column is being written exactly one-half hour before departing for the NARM Convention in Florida where NAL will introduce some startling new merchandising innovations, with more than seven hundred top label cartridge, cassette and open-reel lines which retail at suggested list price of \$6.95 as well as an outstanding promotional line of almost two hundred "budget" cartridges and cassettes with a suggested list price of \$4.95.

These "budget" cartridges and cassettes contain "top name" artists in the recording field, attractively packaged and properly merchandised so that they will move out of the dealers' stores.

In addition to the NAL representation at the NARM Convention, the NAL sales staff of eight sales people will be in the field advising NAL's 350 distributors of these promotional plans for this selling season.

It is anticipated in the industry that the spring and summer will bring an all-time high in pre-recorded stereo tape cartridges and cassettes and NAL is gearing for this business by having acquired several new labels—these will be announced in next week's Trade papers.

During the past year, the NAL catalogue has grown, and with the acquisition of these new labels, NAL will become an even stronger contender in this rapidly growing giant industry.

NAL will maintain a hospitality suite, poolside, at the Americana Hotel—which is headquarters for NARM. Joe Berger, V.P. in charge of Sales for North American Leisure Corporation, as well as the NAL contingency, will be available "round the clock" for meetings with distributors and rack jobbers.

If you are a distributor who is not going to attend the NARM Convention and would like to know more about the new releases and promotional plans, contact North American Leisure Corporation, 1776 Broadway, New York, New York (212) 265-3340.

Belair to Show Line at NARM

LOS ANGELES—Belair Enterprises is introducing its new stereo line of home and portable 8-track players Monday (23) at the National Association of Record Merchandisers (NARM) convention in Bal Harbour, Fla.

The line includes six units and an 8-track deck (model 900) at \$59.95. The new portable models, all stereo 8-tracks, include a promotional portable (model 323) at \$69.95; a portable with AM/FM radio (model 333) at \$89.95; a straight portable (model 410) at \$99.95, and a portable with AM/FM multiplex (model 412) at \$139.95.

3M TO BOW 8 IN BLANK TAPE

ST. PAUL — The 3M Company is introducing a line of 8-track blank tape cartridges Monday (23) at the National Association of Record Merchandisers (NARM) convention in Bal Harbour, Fla.

The company will manufacture a 40-minute tape for \$2.95 and a 80-minute tape at \$3.40. The blank cartridges will be marketed in mid-April through regular distribution channels, rack jobbers and distributors.

The blank cartridges will be packaged in a white slip-case with gold, black and red labeling.

"We feel there will be a great response for blank 8-track cartridges to complement the pre-recorded music market," says John C. Traynor, retail market sales manager of the magnetic products division of 3M.

The new home line includes a two-piece 8-track (model 810) with tape storage area, air suspension speakers, professional controls, AC only, at \$109.95; and a two-piece 8-track (model 812) with the same features as the 810 but with AM/FM multiplex at \$149.95.

Belair's portable line are all AC/DC and can be played with the portable speakers together. All units have a built in battery recharger.

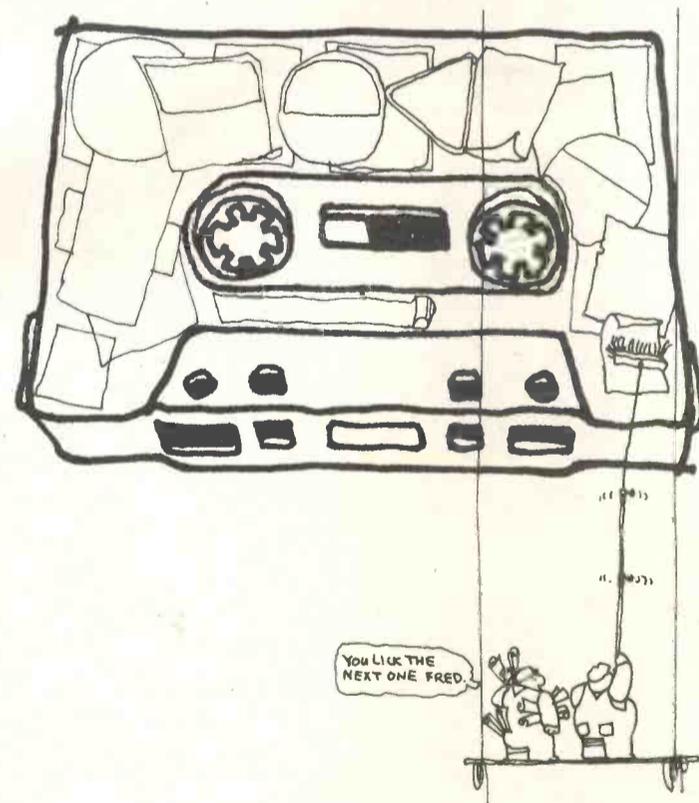
The company is introducing 11 units at the NARM show, including four stereo 8-track auto players. The auto line consists of a 4 and 8-track compatible (BA 259) at \$89.95; a mini (BA 261) at \$69.95; a mini with AM/FM radio (BA 277) at \$89.95, and an FM multiplex radio (BA 284) at \$109.95.

To enhance the line for today's youth-oriented buyer, and to change the static appearance of tape equipment, the company is introducing multi-colored grill cloths. Units will be "dressed" in contemporary fashions, with blue, green, brown, charcoal gray and white, stripes and solids.

Belair's distribution in the home and portable field also will include specialty outlets, like photo stores, electronic locations, jewelry and marina stores, automotive locations, supermarkets and drug chains, says Ed Mason, Belair president.

"Where existing distributors are specialized and not covering general markets," said Rod Pierce, Belair marketing vice president, "we will set up distributors on a non-conflicting basis. We definitely plan to beef

(Continued on page 28)



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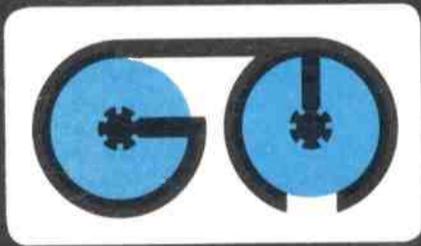
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Tape Happenings

Certron, blank tape manufacturer and duplicator, will be listed on the American Exchange on March 30. The Anaheim, Calif.-based company became publicly held in February, 1969. . . . GRT is releasing 16 8-track titles, 10 cassette titles and 8 reel titles

in a March release. The release includes product by the Bossa Rio, produced by Sergio Mendes; Tommy James and the Shondells, "Travelin'"; Steppenwolf, "Live"; "The Turtles Golden Hits, Vol. II" (Continued on page 28)

New Laws With Teeth Urged To Kick Piracy in Its Face

• Continued from page 1

ord companies no longer beat around the bush when asked about piracy. "We've been hit

like a ton of bricks," admitted an executive of Capitol Records.

That's hardly an exaggeration. Tape pirates have built a

shadow industry that grosses an estimated \$100 million annually in illegally duplicated music.

What's needed to curb tape piracy?

"New laws on both the Federal and state levels with teeth and muscle," claims an attorney for CBS (Columbia Records).

Not Protected

Congress has not given the tape and record manufacturers the uniform nationwide protection they need by revising the Federal Copyright Act (of 1909) and making it possible to copyright a phonograph record and prerecorded tape.

(A musical composition can be copyrighted but a recorded performance of it cannot. The law affords copyright to visible expression of creative effort but not to something so intangible as sound embedded in records.)

"There can be no question that the framers of the original copyright legislation in 1909 could not envisage loopholes created by a new technology (tape) and a new communications industry," admits an industry leader.

An executive at CBS said tape piracy takes more of the time of that company's lawyers than any other single legal problem.

Why?

"Because they (tape pirates) have gotten expert legal advice on loopholes in local statutes that will allow them to continue bootlegging within the law," explains the CBS executive.

California passed an anti-pirating law making tape piracy (also phonograph bootlegging) a misdemeanor. But tape pirates countered and went to federal court to challenge the constitutionality. The matter was referred to a panel of three federal judges, but enforcement of the (state) law has been suspended until its constitutionality has been settled.

"Underground companies and one-man operations always will exist," believes State Assemblyman Charles Conrad, the law's author. "The purpose of the anti-pirating law is to stamp out organized commercial ventures." It hasn't.

What is the Recording Industry Association of America (RIAA) doing about it?

The organization has brought in Jules Yarnell, former member of the Justice Department, to act as a industry commissioner to wage a coordinated war against tape pirates.

Because of separate state statutes—only New York and California have criminal penalties for piracy—regarding unauthorized duplication, Yarnell's role is to coordinate the individual legal battles and attempt to get a uniform law for each state. It won't be easy. Loopholes are everywhere.

A Chicago duplicating company, Tape-A-Tape, places the following statement on its cartridges in what appears to be an effort to protect itself against possible charges of attempting to mislead the public:

No Relationship

"No relationship of any kind exists between Tape-A-Tape and the original recording company, nor between this recording and the original recording artist. This tape is not produced under a license of any kind from the original recording company nor (Continued on page 29)

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VANGUARD

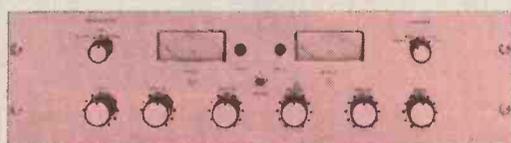
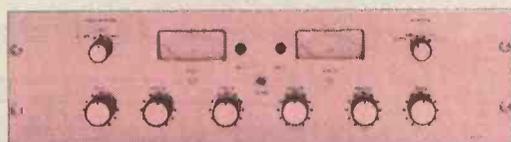
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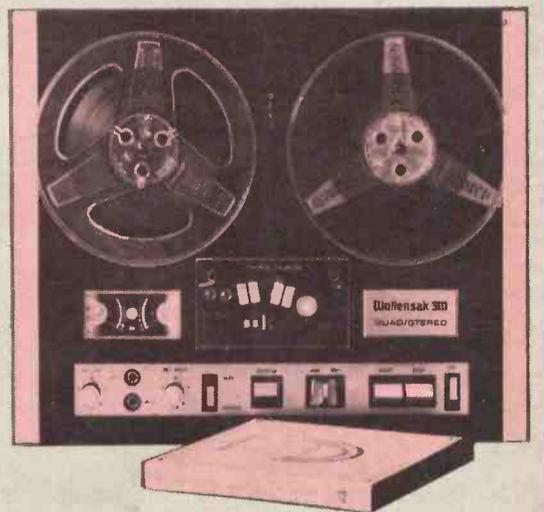
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'New' Muntz Into Other Products

• Continued from page 14

that the production runs are not that exorbitant and the new many new products? He answers items allows him to "test the market."

"We are not looking to get into the car radio market with 5,000 units a month; rather with 1,500 units. A production run of 10,000 units was made for the portable 4-8 Apollo 12 (which Phillips feels can be developed into a good premium item). A production run of 5,000 was made for the 8-track car player; 15,000 was the initial order for the armrest speakers; 3,000 pieces were ordered for the

small home AM and AM/FM radios.

"We are looking to recapture customers who thought we were sticking with 4-track too long," Phillips said. Towards this goal Phillips has hired Charles Balderas from California Auto Radio, as his marketing director.

Balderas' job is to get the company "profit oriented" by detailing to the trade the firm's involvement in the car radios, speaker and accessory field. (Muntz has DC motors from Japan which fit 80 percent of competitors' car stereos, so Phillips envisions getting into the parts supply business.)

Don Slack, Phillips No. 1

Headphones Cause Less Headaches

By EARL PAIGE

MILWAUKEE — Stereo headphones save tape retailers the expense of constructing listening booths, prevent tape pilferage, allow for more realistic testing of playback units and on their own become a profitable accessory for both the auto and home market. John Koss sees even more reasons why music

retailers should be excited about his product.

Koss Electronics, Inc. here has been manufacturing stereo headphones since 1958, and views the burgeoning tape market as its most fertile area of expansion. The firm is in a new 60,000-square-foot facility, is developing headphones for quadrasonic stereo, is considering a blister pack concept for marketing phones through rack jobbers, and would like to see its product used on jumbo jets (which could act as a sales theater for stereo headphones).

Koss talks about "noise pollution" as yet another factor lending a bullish promise to his firm's product, but on perhaps a more concrete level cites one

application he thinks should excite car stereo retailers:

"My five kids use headphones in the back of the station wagon plugged into our 8-track cartridge player and I drive along listening to FM. Of course, stereo headphones move from the car right into the home," he said.

The applications in the tape retail outlet are also multiple. "Why should tape retailers spend \$175 for materials to build listening booths where people still can't ideally judge the quality of stereo tape and where it's so easy for people to steal tape?" he argues. "With very little allocation for wall space retailers can hang headphones wired into players behind the counter. A stereo headphone set delivering five to six audible octaves gives a realistic example of how stereo will sound in the car, too."

Additionally, people are sold on owning headphones while they're being sold tape and tape players demonstrated with the item," Koss claims.

Koss has a line of dynamic headphones retailing from \$25 to \$50 which are merchandised on a "silent salesman" type display along with a full array of accessories necessary for adapting the sets to any playback equipment. For serious audio buffs, Koss has three electrostatic sets retailing from \$80 to \$150 delivering 10 audible octaves and working without speakers."

"The electrostatic principle involves a thin, conductively coated polyurethane diaphragm stretched between two plates—it's the world's only self energizing headphone design," explained Greg Cornehl, sales vice-president.

The small, publicly held company sells direct to retailers through sales representatives.

CAP PITCH ON 8, CASSETTE

LOS ANGELES — Capitol Records is launching a special 8-track and cassette promotion, beginning April 1.

The "Gold Ear" campaign allows dealers, rack merchandisers and distributors to order 20 best-selling tapes (from a 50-tape catalog) and receive two tapes free.

The two free tapes can be selected from five specially packaged titles in pop, rock, sound and jazz, country and light classics.

Suggested retail is \$4.98, according to John Schmitz, project manager of the promotion.

"The promotion is a continuing effort to expand the tape market by offering tape accounts special programs and trade incentives," believes Rocky Catena, Capitol's vice president for national merchandising.

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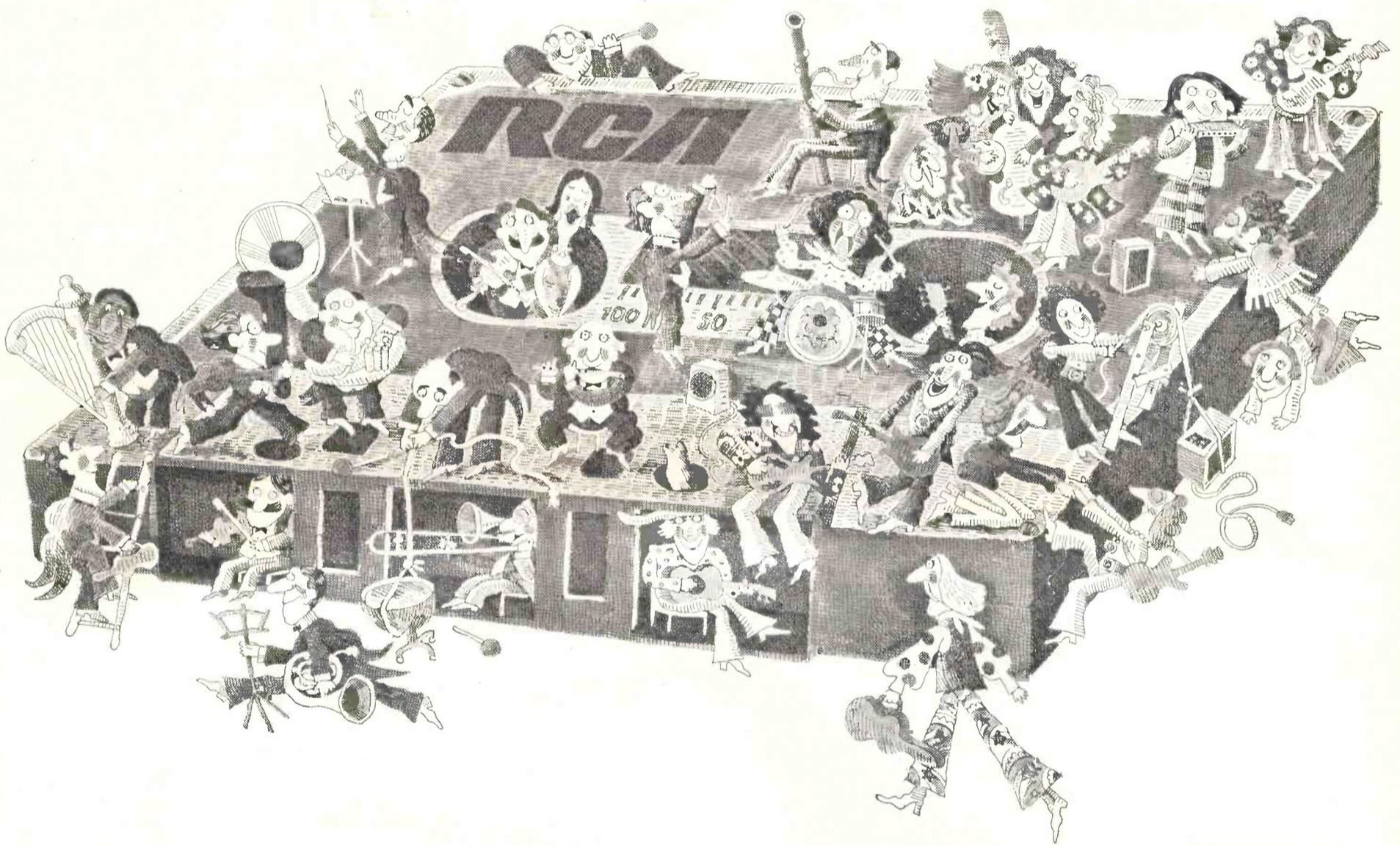
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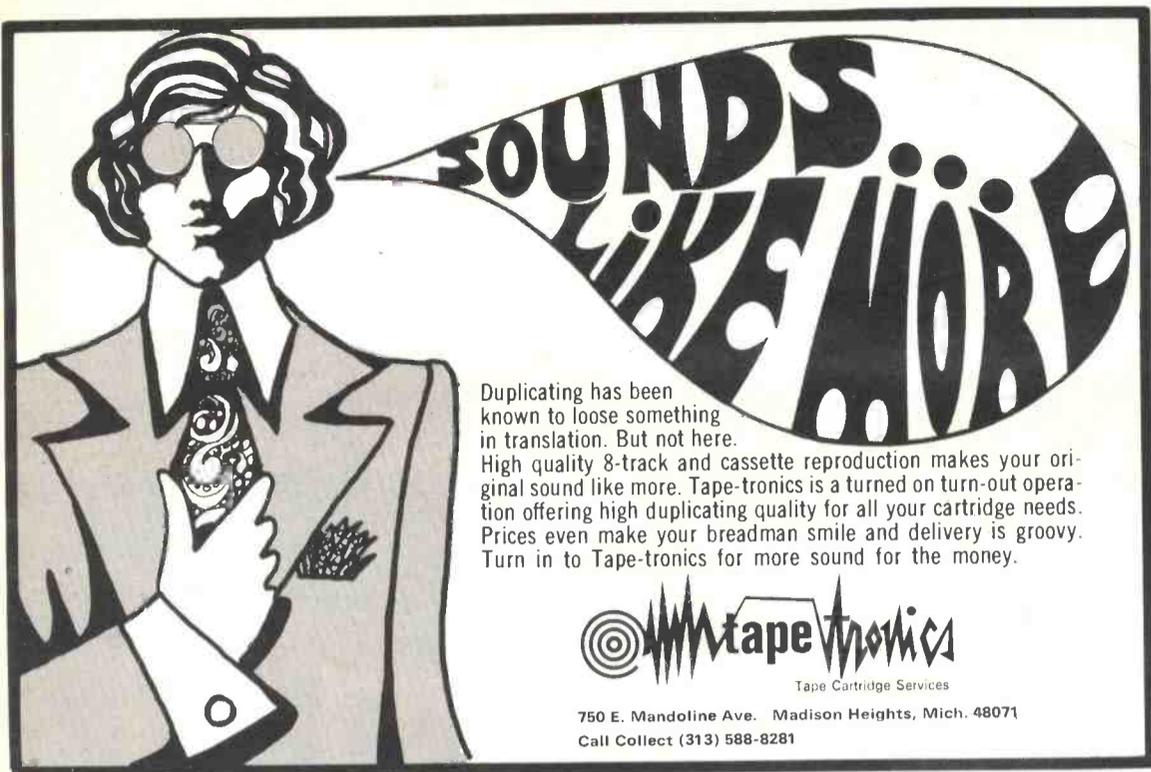
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Ethnic Forms Duping Wing on Budget Line

NEW YORK—Ethnic Tapes Inc., a subsidiary of Roulette Records, has formed a new division, Vogue Tapes, to duplicate and market a line of budget tapes this spring.

Product for the new label, which will feature pop, rock, soul and country sounds, will be culled from the catalogs of leading artists in this field. According to informed sources, Ethnic Tapes is in the middle of top level discussions, with two of the nation's leading record companies, aimed at reaching an agreement on licensing arrangements. A formal announcement on the outcome of these talks will be announced shortly, and taped product on the new label should be ready for the consumer market in about four to six weeks.

Meanwhile, Ethnic Tapes has registered a steady increase in the sales of its lines of ethnic tapes which include, Tico, Allegre, Fania, Cotique and Speed. These lines include native sounds of Poland, Germany, Israel, Italy, Latin America and Africa.

According to Dick Myers, vice president of Roulette Rec-

ords and head of Ethnic Tapes, the Soul of Africa Series, which features, the chants, drums and other sounds of Africa, has found unprecedented success among college students and listeners of underground music.

He added that the company's jazz line, with artists like Count Basie, Dinah Washington, Billy Eckstine; and the Latin American lines have also been enjoying spiralling sales. "Our sales figures today are six times as high as they were when we began operations a little over a year ago," he said.

Myers disclosed that although product sales were predominantly in the 8-track configuration when Ethnic Tapes began operations last year, prerecorded cassettes are now responsible for up to 40-percent of company's total market figures. He explained that this was largely due to the fact that the ethnic groups to which his company caters, find cassette equipment more economical and convenient. "We anticipate that the greater percentage of our business will eventually be done in cassettes," he said.

Kent Bows Own 8 And Cassette Line

LOS ANGELES—Kent Records is introducing a Kent line of 8-track and cassette tapes. The company has been duplicating its vintage blues material on the Modern and Elair lines.

These two lines will be retained but the Kent name will be emphasized, said the company's vice president, general manager Morey Alexander.

There should be 15 titles in the Kent tape catalog within the next few weeks, including material which previously came out on the Modern tape line.

"The best thing is for us to concentrate on one label identity," said Alexander. All new material on the Kent Records line will be issued on Kent Tape, with the company's own tape duplicating wing handling this function.

Upcoming new Kent tapes will include performances by B.B. King, Ike and Tina Turner, and the group calling itself Neal Merriweather, John Richardson and Bores.

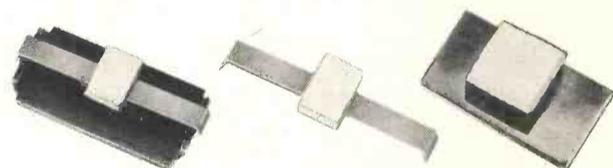
The Kent and Modern lines retail for \$6.95. The Flair label, introduced last year at a \$3.98 price may be discontinued in favor of another form of lower price line.

The Kent 8-tracks will be packaged in a 4 x 12 inch long box. The cassettes are not. They are sold in the regulation size cardboard packaging.

Alexander said the company is continuing with long boxes because of its rack sales. There is a possibility that the cassette packaging will be changed.

During the past 60 days the company has been running radio spots around the country for the Kent Records name, with special emphasis on the Merriweather group to create an aura of product newness. Alexander wants to sign more contemporary groups for the record label which will in turn provide the tape line with freshly recorded product.

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Lib/UA Tape Dept Stocks Up On Innovations, Selling Ideas

LOS ANGELES — What many record companies need is a good innovating tape department with solid merchandising ideas.

Liberty/UA has one.

In an era of "do-it-yourself" tape departments, record labels, anxious to guide their own destiny, are developing "in-house" tape departments.

To their dismay, however, labels often fall short in creating meaningful tape merchandising-marketing programs, and are now thinking of returning that role to the outside (custom) duplicator/marketer.

An exception is Liberty/UA.

Earl Horwitz, general manager of Liberty/UA tape, is plenty excited about the state of tape.

The reasons are obvious. Liberty has been in the forefront of developing innovating marketing concepts, like:

- Introducing a 4-channel 8-track cartridge at the National Association of Record Merchandisers (NARM) convention Monday (23).
- Offering a "true" budget line of tapes (Sunset) at a realistic price—\$3.98.
- Helping develop a tape

packaging concept—the long box.

- Introducing an international series.

- Planning monthly tape promotions and merchandising aids.

Horwitz plans tape merchandising campaigns independent of the record division, although tie-ins are possible via artist promotions.

"Tape should be treated separately and not mixed with record promotions and merchandising," believes Horwitz. "Companies must develop independent merchandising programs for both tape and disk."

Horwitz has been able to pursue tape merchandising programs independently of the Liberty/UA family of labels.

Result: The Liberty/UA tape division has a distinctive flair.

Take the 4-channel cartridge, for instance. Horwitz has no plans to market 4-channel 8-track tapes. "Our engineers merely developed a process to keep abreast of new innovations in sound," he says.

Labeled "Sonic Spectrum Plus Four," Liberty's 4-channel cartridge library consists of three or four demonstration tapes.

Horwitz sees the 4-channel

process as a "strictly audiophile item for home playback systems. Our initial step in 4-channel is merely an experiment," he says. "But we wanted to be pioneering enough to say we have the capability to produce it."

Liberty/UA also helped pioneer the "Long box," which Horwitz still feels is the best packaging concept.

"We're going to manufacture the long box (4 x 12) for 8-track tapes and ship on request," he explains. "There's still a market for it."

Liberty plans to ship an empty box and allow rack jobbers and distributors to "stuff" it with tapes. "In fact, not only do we see merchandising avenues for the long box," he says, "but we plan to offer a structurally improved box."

Horwitz also has been a pioneer in pricing, beginning with a four-tune "Big/Little" cassette at \$1.98 and a "pure" budget tape line at \$3.98.

"The 'Big/Little' cassette is beginning to hit in selected markets," claims Horwitz, who has released 40 titles under that merchandising umbrella.

Although tape sales are running ahead of last year, a soft economy is slowing the cassette boom. "We've been a little disappointed with cassette," he said, "because the configuration explosion is somewhat below what we had expected."

Cassette sales have increased about 4 percent over last year at Liberty/UA. But Horwitz believes the increase is mainly due to the pipeline fill.

Wellington Eight New Stereo Sites

TRENTON, N.J.—Wellington Eight Industries, Inc., will open two new car stereo centers a month during the rest of 1970. This move will bring the total to 34 by December. The company, one of the largest car stereo centers in the country, now operates a 26-store chain.

Wellington's car stereo centers are located in New York, Pennsylvania, New Jersey, Maryland and Virginia. A number of new stores will be located in Atlanta, Ga.; Boston, Mass.; Hartford, Conn.; and Miami, Fla. Other centers will eventually be located in other eastern and midwestern cities as part of the company's continuing expansion program.

ger, and the problem of illegal duplicating will spread rather than decrease."

Hofbauer acknowledges the fact that several major tape companies are in acute financial straits because of a redundancy of 4-track product, but said, "These companies need not duplicate their entire catalog in 4-track configurations. Instead, they could select the 10 tunes off the music charts for 4-track duplication. There should be no danger of redundancy if this is done," he assured.

Livingston Audio is one of the few companies still duplicating 4-track product, but Hofbauer disclosed this is done only in limited quantities and from earlier catalogs. He said, "We are a small company with a very small market, and as such we cannot duplicate product like the larger companies with a virtually limitless market."

Livingston Urges Selling of 4-Track

FAIRFIELD, N.J.—Livingston Audio Products Corp., one of the oldest tape duplicating companies in the nation, is urging all major tape companies in the U.S. to make prerecorded tape product available to the consumer in 4-track configurations.

Tom Hofbauer, Livingston's executive vice president, stresses that although the 4-track market has declined, yet it is not dead, and that to ignore it would be to pave the way for an even greater influx of bootleggers.

He said, "There is still a sizable 4-track market in this country. There is a demand for 4-track product, and if the legitimate duplicator does not make it available, the dealer will buy it from any other channel through which it is available. This will create a tailor-made market for the bootleg-

Printing Industries Citation For Graphics Goes to Ampex

NEW YORK—Ampex Stereo Tapes has been awarded the Printing Industries of America Citation for Graphic Excellence in the preparation of its micro-cassette packages for the consumer market.

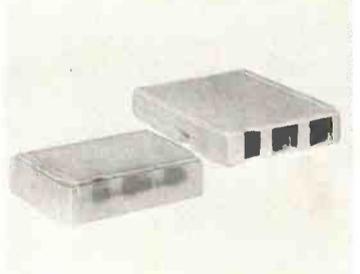
The award named Jim Johnson, AST's advertising manager, Bob Pearson, Tim Swanson, Marc Ross, designers; and Ben Otero, illustrator, as participants in planning the micropackage. Higgins, Hegner, Genovese International, Inc., Chicago prepared the package art.

The AST microcassette, introduced two years ago, is packaged on colorful 5 x 8 inch cards that feature pictures of the artist along with the names of the four selections contained on the tape. The cassette is en-

closed in a clear plastic case sealed to display card. Each microcassette retails for \$1.98, and can be hung from rack hooks or displayed in browser bins.

Since its introduction in 1968, the microcassette has been attracting the young music listener because of its modest price and quality of contents. The selections, usually rock 'n' roll, are by popular artists and are taken from most recent top 40 underground and FM radio station charts, or from Top 100 music trade publications.

The current AST microcassette catalog contains nearly 150 selections from more than 20 labels. The catalog is revised constantly to meet changing popular tastes.



'MINI-8' cartridge from Lear Jet when folded (at left) nearly approximates the size of cassettes. The compact design greatly simplifies duplicating since only two sections (the outer shell and the interior platform) are involved. The cartridge will be packaged and sold in the folded mode.



JACK FRANKFORD, leading stereo tape CARtridge wholesaler and installer in Detroit, has just opened his third outlet. At left, customers roam through the new facility examining 8-track cartridge and cassette equipment.

Dolby Makes Unit For Cassette Players

LONDON — Dolby Laboratories, the U.S. based company which markets the unique Dolby professional noise reduction system, has developed a consumer unit for cassette players. Known as the B-Type circuit, it substantially reduces the annoyingly high level of cassette tape "hiss" and is regarded as a major technological breakthrough in the development of the cassette system.

The high noise level on cassette tapes, caused by low tape speed and narrow track widths, has been one of the main problems facing hardware manufacturers anxious to improve reproduction quality. In tackling this problem, Dolby claims that reducing the level not only frees cassettes of a prime annoyance factor in itself, but opens the way for wide frequency response and full dynamic range.

The new circuit is a simplified adaptation of the company's A301 professional unit which is used in recording studios all over the world.

Dolby does not propose to manufacture the new system, but will license hardware manufacturers to include it in their equipment. The U.S. based Ad-

vent Corp., which last month marketed the first Dolby "black box" for addition to existing tape recorders, is expected to be the first company to offer Dolby equipped cassette decks, which will be available in June. Several U.K. manufacturers have shown interest in the new circuit.

Meanwhile, Dolby is also examining the possibilities of applying the system when recording tapes, and negotiations are underway with several duplicating organizations. As the B-Type circuit recording characteristic is compatible with normal non-Dolby tapes, some duplicators are expected to Dolbyize their whole catalog in preparation for the time when reproducing equipment is widely available.



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 <p>86TC+ Deluxe Cassette Cases Holds 30 cassettes. Available in brown and black.</p>	 <p>Tape-Stor Deluxe Storage Cabinets 97TC—Holds 30 Cartridges 98TC—Holds 36 Cassettes Sliding styrene doors in walnut finished cabinets protect tapes. Individual tape compartments.</p>

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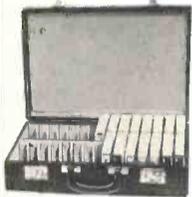
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BUY 1 TA-66 Cartridge Case 1 Tape Head Cleaner FREE



#TA-54. Suggested List \$11.95

BUY 2 TA-54 Cartridge Cases 1 Tape Head Cleaner FREE

Brand-New Deluxe Wood Tape Cartridge Carrying Case, Leatherette Covered. Holds 24 cartridges, 96 cassettes or combination of both. Use for 4 or 8 track cartridges. Attractive red velvet flocked interior, individual compartments. A must for every tape owner. Individually packed. Asst. colors.



#TA-52. Suggested List \$9.95

BUY 2 TA-52 Cartridge Cases 1 Tape Head Cleaner FREE

Brand New Deluxe Wood Tape Cartridge Carrying Case, Leatherette Covered. Holds 15 cartridges, 60 cassettes or combination of both. Use for 4 or 8 track cartridges. Attractive red velvet flocked interior, individual compartments. A must for every tape owner. Individually packed. Asst. colors.



#TA-62. Suggested List \$9.95

BUY 2 TA-62 Cassette Cases 1 Cassette Head Cleaner FREE

Brand New Deluxe Wood Cassette Carrying Case, Leatherette Covered. Holds thirty (30) Cassettes.

Attractive Red Velvet flocked interior. Individual compartments. A must for every cassette owner. Individually packed six (6) in a master carton.



#TA-64 Suggested List—\$11.95

- Alligator Leatherette covered wood construction.
- Holds 30 Cassettes.
- A brand new concept in design.
- High pile, attractive red velvet flocked interior.

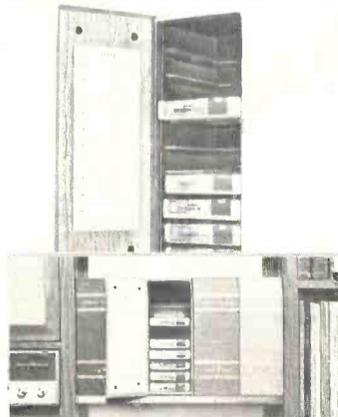
- Individual compartments.
- Completely eliminates the possibility of delamination.
- Individually packed—6 pieces to a master carton.
- Available in Black and Brown Alligator.
- Shipping weight approximately 19 lbs.

• THE ONLY CARRYING CASE WITH A HAND-STITCHED TOP AND BOTTOM.

BUY 2 TA-64 Cassette Cases 1 Cassette Head Cleaner FREE

CARTRIDGE & CASSETTE LIBRARY

CARTRIDGE LIBRARY ALBUM



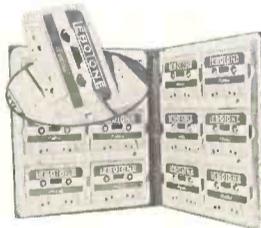
#TA-74 Suggested List—\$4.98

- Individually slotted to hold 10 stereo cartridges
- Designed for Shelf Storage
- Portable for added convenience
- Free standing
- Attractively trimmed in gold

DELUXE PRESS & POP

cassette LIBRARY ALBUM

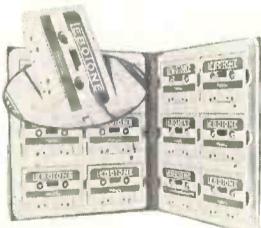
- Cassette Library album
- Holds 12 Cassettes
- Washable vinyl
- Heat sealed to prevent delamination
- Safe lock joints
- Press the edge—up pops the Cassette



#TA-76 Suggested List—\$4.98

PRESS & POP cassette LIBRARY ALBUM

- Cassette library album
- Holds 12 Cassettes
- Special index on center fold
- Safe lock joints
- Press the edge—up pops the Cassette



#TA-80 Suggested List—\$3.98

For the name of your nearest distributor:



PRODUCTS CO., INC., 71-08 51st AVENUE, WOODSIDE, N.Y. 11377

(212) 458-7700

Tape CARtridge

Vogue Plans Cartridge & Cassette Facility

PARIS—A major investment of \$100,000 in a new cartridge and cassette plant at the Ville-taneuse headquarters is part of Vogue's plans for copying with new trends in the French market.

Vogue chief Leon Cabat said that up to now the company had been dependent on Philips and Mood Music manufacturers for cassette and 8-track product. With the latest equipment in the new A.E.G. Telefunken and Meyer ranges, Vogue will be able to produce 2,400 cassettes and some 5,000 8-track units per eight-hour shift. The department, employing a dozen people, will be operational by September.

The firm (which distributes such labels as Warner-Reprise, Elektra and Pye in France) intends to concentrate on the growing interest in progressive pop and the ever-rising LP market. It was Vogue which launched the first two French progressive groups Head West and Martin Circus. Now the company's appealing to British independent producers for whom, Vogue believes, there is a strong potential in France.

While there's still a large public for traditional French material, Youth—especially students—are demanding professional, modern product in their idiom, said Cabat. The Doors, Love, Fleetwood Mac, Judy Collins and Lonnie Mack have lately been scoring important sales.



8-TRACK 'SINGLES' are now possible through the development of this Lear Jet "Mini-8" cartridge which will accommodate up to 30 minutes of prerecorded music. Shown here unfolded the cartridge is ready to play in any 8-track unit.

New Tape CARtridge Releases

AMPEX

Contemporary

ART PEPPER; (B) M87607, (C) M57607
 PRINCE LASHA & SONNY SIMMONS—Fire-birds; (B) M87617, (C) M57617
 BARNEY KESSEL—Feeling Free; (B) M87618, (C) M57618
 HAROLD LAND—The Fox; (B) M87619, (C) M57619
 HAMPTON HAWES—The Seance; (B) M87621, (C) M57621
 PHINEAS NEWBORN; (B) M87622, (C) M57622

Good Time Jazz

THE BANJO KINGS; (B) M81047, (C) M51047
 CLANCY HAYES; (B) M81050, (C) M51050

ABC

TOMMY ROE—12 in a Roe; (C) Z7228

Colossus

THE SHOCKING BLUE; (C) Z7232

Heritage

BILL DEAL & THE RHONDELS, The Best of; (C) Z7233

Page One

VANITY FARE—Early in the Morning; (C) Z7234

Parrot

FRIJID PINK; (C) Z7235

GRT

Dunhill

JAMME; (B) 8023-50072V, (C) 5023-50072M
 THE MAMAS AND THE PAPAS—A Gathering of Flowers; (B) 8023-50073J, (C) 5023-50073J

RICHARD HARRIS—Love Album; (B) 8023-50074V, (C) 5023-50074M

STEPHENWOLF Live; (B) 8023-50075V, (C) 5023-50075M

A Record of Pure Love and Pleasure; (B) 8023-50076V, (C) 5023-50076M

JOHN PHILLIPS; (B) 8023-50077V, (C) 5023-50077M

THREE DOG NIGHT—Wizard of Orange; (B) 8023-50078V, (C) 5023-50078M

COLLOSEUM—Grass Is Greener; (B) 8023-50079V, (C) 5023-50079M

GRT

PIGMEAT BLUES BAND; (B) 8099-10013M

Janus

ILLUSTRATION; (B) 8098-3010M, (C) 5098-3010M

King

BILL DOGGETT—Honky Tonk Popcorn; (B) 8032-1078M

ARTHUR PRYSOCK—Fly My Love; (B) 8032-1088M

JAMES BROWN—Soul On Top; (B) 8032-1100M, (C) 5032-1100M

Metromedia

HIM, HE AND ME; (B) 8090-1025M
 VELVET NIGHT; (B) 8090-1026M

Project 3

ENOCH LIGHT—Spaced Out; (C) 5068-5043M
 ENOCH LIGHT—Best of Movie Themes '70; (C) 5068-5046M

Ranwood

JOANN CASTLE—Yellow Rose of Texas; (B) 8058-8063M

LAWRENCE WELK—Favorites From the Golden 60's; (B) 8058-8068M, (C) 5058-8068M

REQUEST RECORDS

Request Records

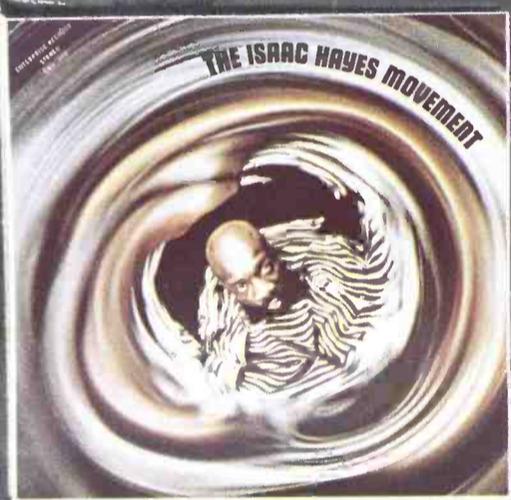
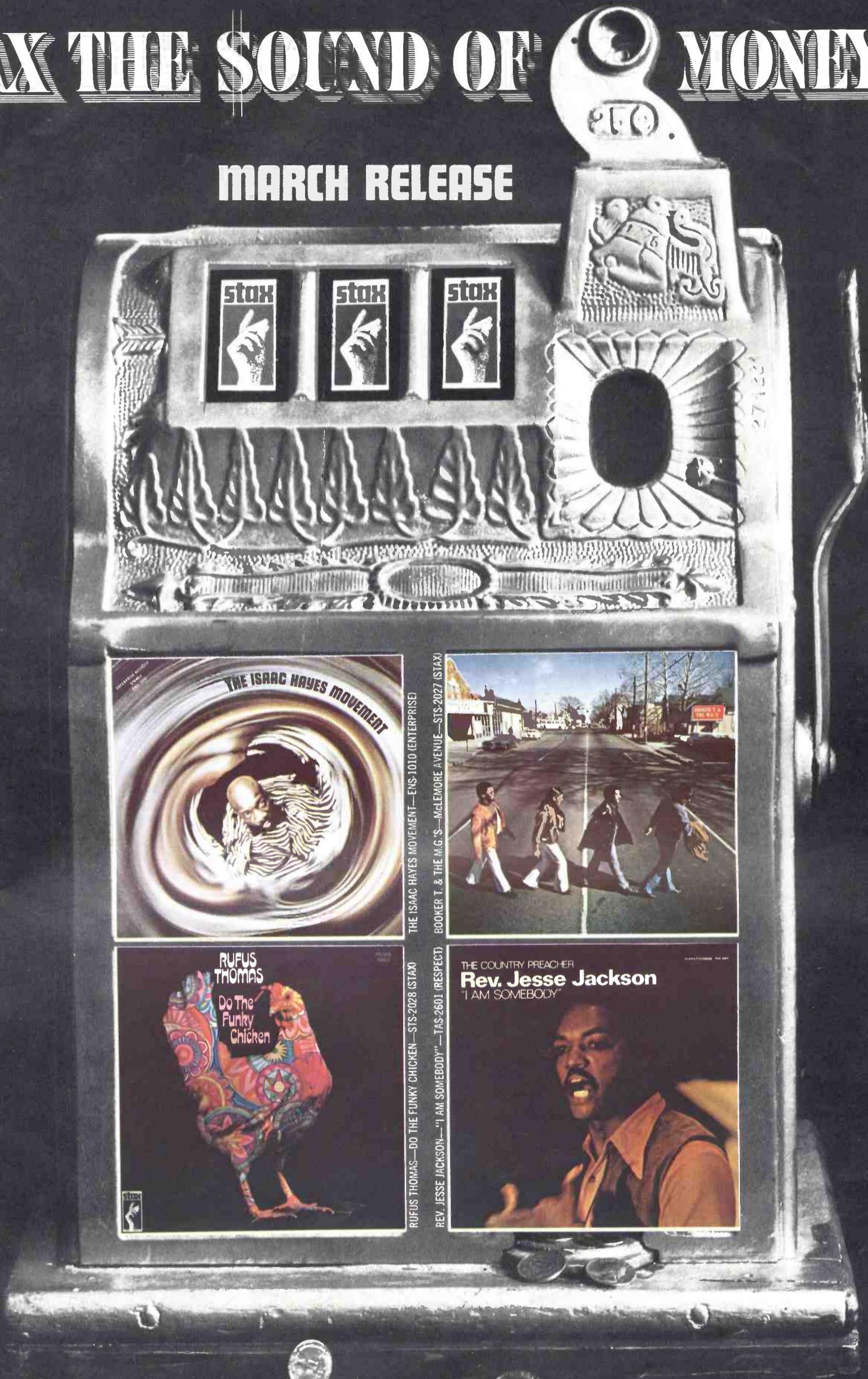
ACCELERATED ACCORDIONS; (B) 530
 STEEL DRUM JAMBOREE; (B) 728
 JUST ARRIVED FROM ITALY; (B) 8034
 FERNANDA MARIA—The Queen of Fados; (B) 8047
 IN A PORTUGUESE TAVERN; (B) 8085
 HORSE & BUGGY DAYS POLKAS; (B) 8120
 ROUMANIA; (B) 8141
 COCKTAIL HOUR IN MOSCOW; (B) 10041

HITS are SCORED in

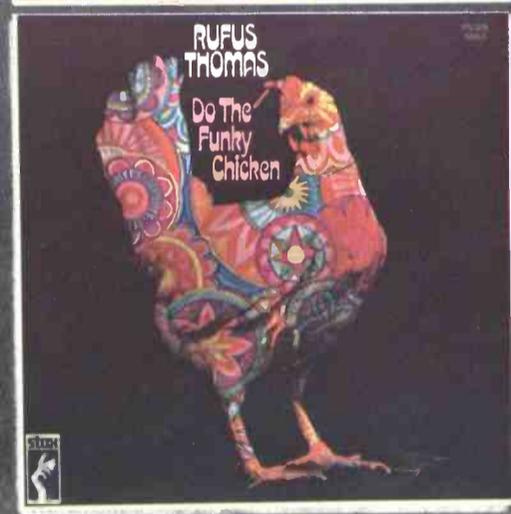
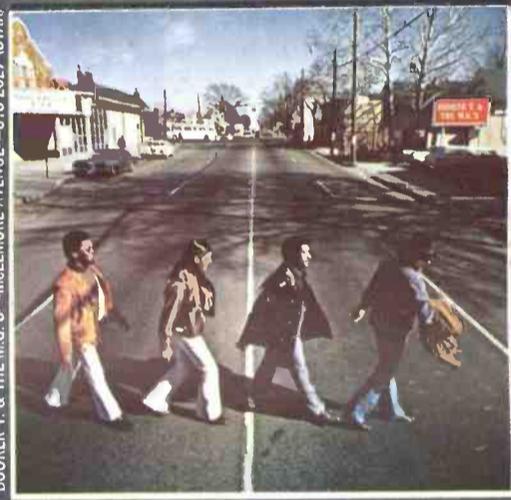
Billboard

STAX THE SOUND OF MONEY

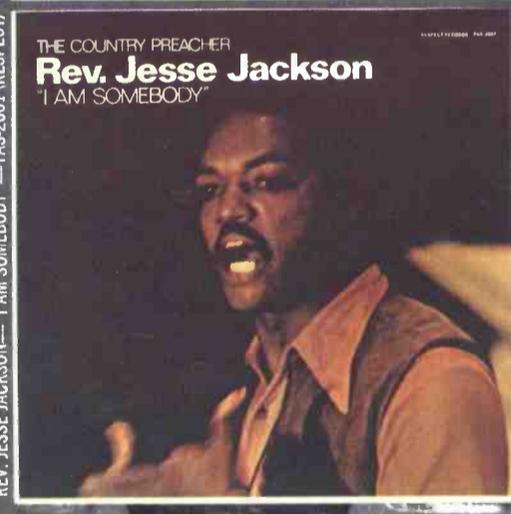
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RUFUS THOMAS—DO THE FUNKY CHICKEN—STS-2028 (STAX)
REV. JESSE JACKSON—"I AM SOMEBODY"—TAS-2601 (RESPECT)



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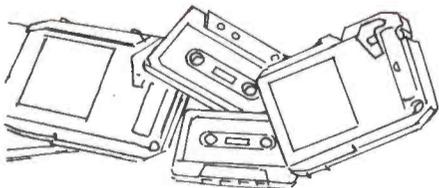
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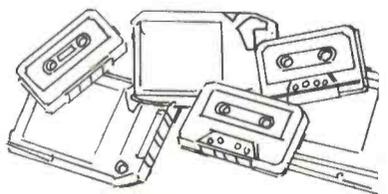
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Lear Jet Develops 8-Track Single in Size of Cassette

• Continued from page 1

one end with the other end empty so that it folds around the "back half" that engages in the player. (It thus differs fundamentally from a miniaturized 8-track Motorola developed cartridge.)

Campbell said the new package is designed so that it will be wrapped and sold in the folded mode. Reached at Avsco in Tuscon, he said: "This new package allows the 8-track con-

cept to compete with cassette on the basis of compactness. Until now, the cassette has enjoyed only two real advantages: compactness and fast reverse."

He further stated: "We have opened up a whole vast new recorded music market. Inasmuch as the standard 8-track cartridge exists in only the LP album format at this time, we are actually creating a whole new additional market with the creation of the

Mini-8 cartridge to accommodate singles and mini-albums."

Campbell said Lear Jet has had the new cartridge in the development stage for a year and a half. It will be displayed at the National Association of Record Merchandisers in Miami (23). He acknowledged that the new concept comes at a time when the prerecorded tape industry is involved in a "configuration tug of war" and debate over packaging.

As for duplicators, he said: "I can anticipate some saying that they have just achieved automation for regular 8-track cartridges and here is another design. But they can re-equip for the Mini-8 with little difficulty—they will need a different size core platform." He said the Mini-8 simplifies duplication because it arrives in only two parts (the inner platform mechanism and the outer shell enclosure).

He said that Lear Jet entertained no thought of getting into software duplicating. From a software standpoint, the Mini-8 could be packaged in unfolded mode as are normal 8-track cartridges. "But our image for the Mini-8 is that of its being marketed in the folded mode. It makes its own box as it were and a flange of the foldover lid even protects the open end of the cartridge, giving it still another advantage."



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Tape CARtridge

New Tape CARtridge Releases

CAPITOL

Capitol

THE BEATLES—Hey Jude; (8) 8XT 385, (C) 4XT 385
MARTINO—Can't Help Falling in Love; (8) 8XT 405, (C) 4XT 405
LOU RAWLS—You Made Me So Very Happy; (8) 8XT 427, (C) 4XT 427
VARIOUS ARTISTS—Stars of Hee Haw; (8) 8XT 437, (C) 4XT 437
BUCK OWENS—Your Mother's Prayer; (8) 8XT 439, (C) 4XT 439
BUCKAROODS—Rompin' and Stompin'; (8) 8XT 440
JEAN SHEPARD—Best by Request; (8) 8XT 441

BEACH BOYS—Good Vibrations; (8) 8XT 422, (C) 4XT 422
CAMPBELL—Too Late to Worry—Blue to Cry; (8) 8XT 1881, (C) 4XT 1881
THE LETTERMEN In Concert; (8) 8XT 1936, (C) 4XT 1936
A LETTERMEN Kind of Love; (8) 8XT 2013, (C) 4XT 2013
GLEN CAMPBELL—12-String Guitar of; (8) 8XT 2023, (C) 4XT 2023
LOU RAWLS—Tobacco Road; (8) 8XT 2042, (C) 4XT 2042
THE LETTERMEN Look at Love; (8) 8XT 2083, (C) 4XT 2083
THE LETTERMEN—She Cried; (8) 8XT 2142, (C) 4XT 2142
THE LETTERMEN—You'll Never Walk Alone; (8) 8XT 2213, (C) 4XT 2213
BUCK OWENS & BUCKAROODS—Carnegie Con.; (8) 8XT 2556, (C) 4XT 2556
GLEN CAMPBELL—Burning Bridges; (8) 8XT 2679, (C) 4XT 2679

(Continued on page 28)

New Packaging For Cap Cassette

LOS ANGELES — Capitol's cassette tapes are now being sold in cardboard slip-cases rather than in the all-plastic Norelco-type box.

The new package is less expensive and serves the same function since retailers generally place them in some protective device like a locked case or browsamatic display.

With all warehouse stock of the plastic cases having been used, new cassette tapes are now offered in the shrink wrapped cardboard outer holder. A spokesman for the label explained the move in terms of holding down costs and also providing a protective device until "someone comes along with an industry standard, or we develop our own."

Capitol's 8-track cartridges

are sold in the standard cardboard slip-case which has a window for displaying the plastic case's graphics.

The new Capitol cassette case offers a four-color photo of the artist along with small type of the titles on the front cover. The back liner is black with the programming in white. The tape's title appears on one end and one side, with a warranty guarantee printed on the other side. The tape, housed in a plastic tray, is inserted in the case through the open end.

With the recent departure of Hal Rothberg, Ken Sasano and Don Doughty (the sales department's product coordinator), Catena's department is now integrating tape merchandising with record merchandising. All

(Continued on page 29)

Billboard BEST SELLING Tape Cartridges

8-TRACK

(Licensee listed for labels which do not distribute own tapes)

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 1810 0750	5
2	2	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 88397 (Ampex)	14
3	3	ABBEY ROAD Beatles, Apple 8XT 383	23
4	5	HELLO, I'M JOHNNY CASH Columbia 1810 0826	5
5	4	LED ZEPPELIN II Atlantic TP 8236 & Ampex 88236	19
6	6	EASY RIDER Soundtrack, Reprise 8RM 2026	16
7	16	HEY JUDE Beatles, Apple 8XT-385	2
8	14	CHICAGO Columbia 18 80 0858	5
9	8	SANTANA Columbia 1810 0692	22
10	9	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco TP 33-250 & Ampex 8250	44
11	15	I WANT YOU BACK Jackson 5, Motown MS 8-1700	4
12	12	TOM JONES LIVE IN LAS VEGAS Parrot M79831 (Ampex)	18
13	13	BLOOD, SWEAT & TEARS Columbia 1810 0552	44
14	7	WAS CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill-Ampex 850068 & GRT 8023-50068	14
15	11	LET IT BLEED Rolling Stones, London M72167 (Ampex)	13
16	10	MONSTER Steppenwolf, Dunhill-Ampex 850066 & GRT 8023-50066	14
17	18	TRY A LITTLE KINDNESS Glen Campbell, Capitol 8XT-389	3
18	17	THE BAND Capitol 8XT 132	9
19	20	JUST PLAIN CHARLEY Charley Pride, RCA Victor PAS 1536	2
20	—	OKIE FROM MUSKOGEE Merle Haggard, Capitol 8XT 384	1

CASSETTE

(Licensee listed for labels which do not distribute own tapes)

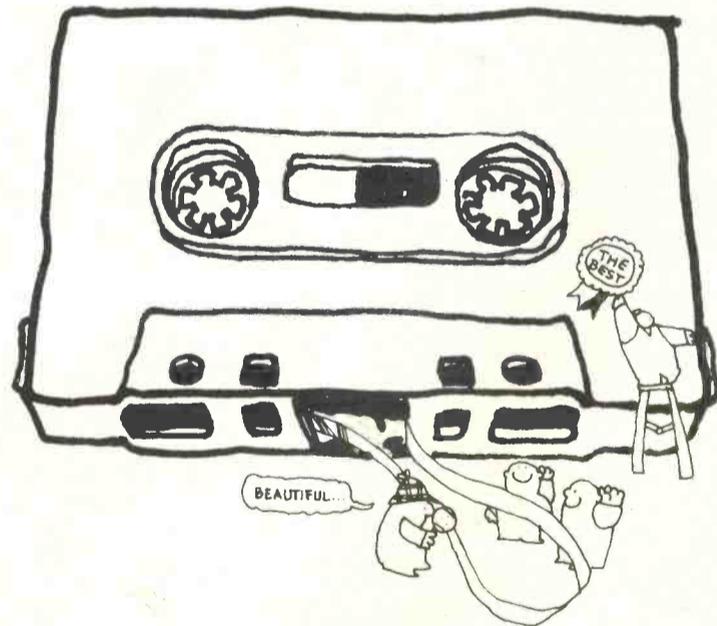
This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	ABBEY ROAD Beatles, Apple 4XT 383	22
2	2	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 1610 0750	4
3	10	HEY JUDE Beatles, Apple 4XT-385	2
4	6	HELLO, I'M JOHNNY CASH Columbia 1610 0826	4
5	4	TOM JONES LIVE IN LAS VEGAS Parrot M79631 (Ampex)	13
6	3	LED ZEPPELIN II Atlantic CS 8236 & Ampex 58236	16
7	9	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 58397 (Ampex)	13
8	8	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco CS 33-250 & Ampex 5250	43
9	7	SANTANA Columbia 1610 0692	16
10	5	WAS CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill-Ampex 550068 & GRT 5023-50068	11
11	13	EASY RIDER Soundtrack, Reprise/Ampex M 2026	5
12	12	MONSTER Steppenwolf, Dunhill-Ampex 550066 & GRT 5023-50066	6
13	15	TRY A LITTLE KINDNESS Glen Campbell, Capitol 4XT-389	2
14	—	CHICAGO Columbia 1610 0052	1
15	14	BLOOD, SWEAT & TEARS Columbia 1610 0052	29

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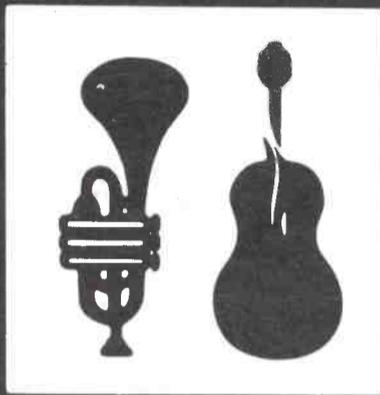
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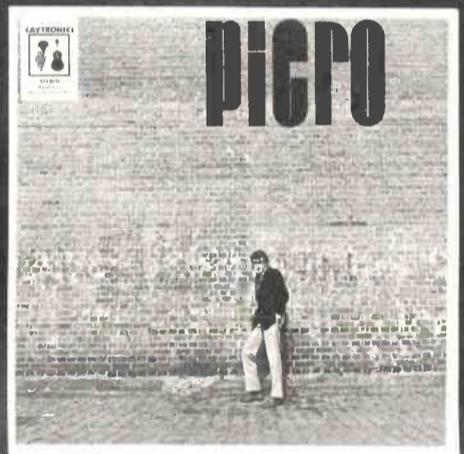
CBS-902 8 Track • CAS-902 Cassette
CYS-1004 LP

SANDRO



CBS-1201 8 Track • CAS-1201 Cassette
CYS-1201 LP

PIERO



CBS-1202 8 Track • CAS-1201 Cassette
CYS-1202 LP

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212-638-7911

Tape CARtridge

New Tape CARtridge Releases

Continued from page 26

AMPEX

Parrot

TOM JONES—It's Not Unusual; (B) M79801, (C) M79601

TOM JONES—A-TOM-IC Jones; (B) M79807, (C) M79607

TOM JONES—Green, Green Grass of Home; (B) M79809, (C) M79609

TOM JONES—Live; (B) M79814, (C) M79614

TOM JONES—Funny, Familiar, Forgotten Feelings; (B) M79811, (C) M79611

TOM JONES—Fever Zone; (B) M79819, (C) M79619

TOM JONES—Help Yourself; (B) M79825, (C) M79625

TOM JONES—This Is; (B) M79828, (C) M79628

TOM JONES—Live in Las Vegas; (B) M79831, (C) M79631

TOM JONES—What's New Pussycat; (B) M79802, (C) M79602

London

JOHN MAYALL—(Eric Clapton) Bluesbreakers; (B) M72129, (C) M57129

JOHN MAYALL—A Hard Road; (B) M72140, (C) M57140

JOHN MAYALL—Crusade; (B) M72142, (C) M57142

JOHN MAYALL—Blues Alone; (B) M72145, (C) M57145

JOHN MAYALL—Bare Wires; (B) M72148, (C) M57148

JOHN MAYALL—(Eric Clapton) Raw Blues; (B) M72151, (C) M57151

JOHN MAYALL—Blues From Laurel Canyon; (B) M72152, (C) M57152

JOHN MAYALL—Looking Back; (B) M72161, (C) M55761

JOHN MAYALL—Diary of a Band; (B) M72169, (C) M57169

Atco

R. B. GREAVES; (C) Z7229

VARIOUS ARTISTS—Rock Begins, Vol. 1; (C) Z7230

VARIOUS ARTISTS—Rock Begins, Vol. 2; (C) Z7231

Tape Happenings

Continued from page 16

and "The Best of Hugh Masekela."

RCA is offering 22 8-track releases, including product on Red Seal, Victrola and Camden. . . . **American Tape Duplicators** is duplicating product for Century City Music, which is releasing 12 8-track, and cassette titles in its creative classics series. Aimed at the young market, the tapes include Aesop's Fables, Oscar Wild's "The Happy Prince," nursery rhymes and stories by Rudyard Kipling and Hans Christian Anderson. . . . **Tape Tronics**, Detroit, has moved to a 16,000-square-foot facility in Madison Heights, Mich. Production capability is 250,000 8-track and 125,000 cassettes per month. . . . **University Sound**, Oklahoma City, has developed a cassette playback accessory for public address amplifiers. . . . **Hitachi Sales Corp.** of America is offering a stereo auto cassette player (model CS-24) at \$89.95.

Belair Line at NARM

Continued from page 14

up our distribution network."

Pierce also plans to establish manufacturers representatives on a two-step basis to assist in sales training, in-store promotion, merchandising and other marketing programs.

Belair will utilize network and local television to promote its portable, auto and home line. The company will use a portable 8-track unit as a contest giveaway on both daytime and evening network TV programs. The unit will be showcased via a photo followed by a 10-second blurb about Belair products.

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Law With Teeth Urged for Piracy

• Continued from page 16

the recording artist(s) and neither the original recording company nor artist(s) receives a fee or royalty of any kind from Tape-A-Tape. Permission to produce this tape has not been sought nor obtained from any party whatsoever."

When Capitol Records, which has received more than 125 injunctions against illegal duplicators (tape pirates), sought an injunction in an Illinois court to stop Tape-A-Tape from duplicating their product, the injunction was denied because phonograph records (and tapes) are not protected by copyright.

(Capitol has appealed the Tape-A-Tape decision to a higher court).

The RIAA also has taken to the "states" to win the tape pirating war.

The Arizona House of Representatives' committee on Industry & Commerce has approved a bill to make the manufacture, wholesaling and retailing of unauthorized tapes and disks a criminal offense.

Tunney Bill

Also, Congressman John Tunney (D-Calif.) called for a bill in the U. S. House of Representatives to quell counterfeiting

tapes and records. His proposal would establish a federal stamp for records and tapes.

In short, tape piracy has become big business. Some of the pirates have been successful enough to move duplicating equipment out of the garage and

make piracy a full-time business.

Tape, which began as a quiet electronics revolution just four years ago, is exploding into a \$2 billion industry. It has also brought undreamed of bounty to tape pirates.

The attack on tape pirates

Wollensak Pkg at \$64.95

ST. PAUL—Wollensak is offering a special cassette record-

ing package at \$64.95, which is \$21.30 under the regular retail price. The kit includes a cassette recorder (model 4000), an AC adapter, a DC adapter for auto and boat, carrying case, telephone pickup and audio cable.

should be maintained at a relentless pace. If not, says a CBS attorney, illegal duplicators will rape the industry.

Stop the Confusion • Choose Your Sound 8 Track • 4 Track • Cassette

AR AUTOMATIC-ally

You have no problem in choosing what kind of sound to sell when you're an Automatic Radio Stereo dealer. Because from Automatic Radio, 50 years a leader in making sound products sound better, you get the Total Stereo Sound line.

Total stereo means everything from Home stereo entertainment centers to portables. Even car stereo. From 8 or 4 track cartridges to cassettes. From Radio Pak Tuner cartridges to built in FM Radio Multiplex.

But that's just for starters. When you choose Sound — Automatically — you get a total merchandising program designed to help you sell. National Advertising on television (Johnny Carson Sat.-Sun. TONIGHT SHOW) Automatic-ally you get P.O.P. sales aids. Ads in Esquire, Sports Illustrated, Hot Rod, Motor Trend. Even special display centers.

Stop being confused. Sell the one line that gives you everything in stereo.

Cap Cassette Pkg

• Continued from page 26

three had worked on tape projects.

"Last year we had a separate tape budget and a tape specialist (Rothberg). Now we have three project managers to do the same thing for disks and tapes. We found it unnecessary to duplicate merchandising efforts and expenses for tapes and records. Tape is now an integral aspect of our operation rather than a separate function."

Tape promotions will be developed separately, Catena emphasized, with Varley Smith, the catalog merchandising project manager, handling this function. Catena's two other pop project managers are Walter Wanger Jr. and Howard Goldman. Brad Engel is the classical product merchandising expert.

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SEE US AT THE AMERICANA—NARM SHOW

'Purlie' Musical Is Pearly Show

NEW YORK—"Purlie," one of the brightest musicals to hit New York in several years, filled the Broadway Theater with high spirits, good music and outstanding performances at the musical's opening, March 15. And, the show, the musical version of Osio Davis' "Purlie Victorious," catapulted Melba Moore to stardom. Ampex has record and tape rights to "Purlie."

Miss Moore, who records for Mercury, stopped the show with every number, including "I Got Love," a real good one. She displayed a marvelous voice and engaging personality that can only spell future great success for Miss Moore. Cleavon Little, in the title role, also captured the spirit of the offering with two sermons near the end, a comic and a serious message for today, brilliant.

ATI Signs New Groups to Agency

NEW YORK — ATI has signed four new groups to their agency. The groups are Illustration of Janus Records, Brook Benton who records for Cotillion, Black Oak Arkansas, heard on the underground Stax/Volt label, Enterprise, and the Tokens, now on Buddah Records.

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HERE'S WHAT DAILIES SAID

NEW YORK — "Purlie," a musical based on the play, "Purlie Victorious," by Ossie Davis, Philip Rose, Peter Udell (book), Gary Geld (music), and Peter Udell (lyrics), opened at the Broadway Theater March 15. Following are excerpts from the daily newspaper reviews:

TIMES (Clive Barnes): "The new musical 'Purlie' is victorious, or as near to victorious as it takes . . . surely destined to make stars out of Melba Moore and Cleavon Little."

NEWS (John Chapman): "... a robust, tuneful and thoroughly enjoyable musical comedy . . . composer Gary Geld and lyricist Peter Udell fashion some dandy songs."

POST (Richard Watts): "Purlie" distressed me but Melba Moore was a great consolation."

combined with Luther Henderson on orchestrations and choral arrangements. **FRED KIRBY**

The music by Gary Geld and lyrics of Peter Udell, successful pop writers, was so strong that each act opened with choral numbers, "Walk Him Up the Stairs" and "First Thing Monday Mornin'," which easily topped the best of many other recent musicals. And, they were done beautifully!

John Heffernan, a fine performer in previous Broadway and off-Broadway productions, added a new dimension as the Southern plantation owner, who's the butt of most of the humor. Sherman Hemsley, Novella Nelson, C. David Colson and Helen Martin also excel. "He Can Do It" is a fine ballad for Miss Moore and Miss Nelson. The book of Davis, Udell and Philip Rose, who directed the fine production, sparkles. It's a pleasure to find a musical that never lags.

Gary Sherman was the play's musical supervisor and com-

Planned Outdoor Rock Fest Draws Blanks in Galveston

GALVESTON, Tex. — Plans for an outdoor rock festival to be held on May 2 on East Beach, near the South Jetty, received a cool reception from city, county, chamber of commerce representatives and beachfront operators.

Promoters described the festival or concerts as part of a planned day long series of events to be held in various areas of the beachfront.

Many of those at the meeting held in the Moody Center left with the feeling it had gotten a rejection, although the officials said there would be more study given to the matter.

The music festival was to have been a joint effort of Galveston's Sea-Arama, Concerts West of Dallas and Houston radio station KILT.

Major discussion topic at the meeting was security at and after the concert, and the group was told by Terry Bassett of Concerts West that the sponsors plans called for not only hiring off-duty local law enforcement officers, but also utilizing 150 security personnel hired by his firm.

According to Bassett, his firm has had experience in this type of event and has learned to control crowds.

Disk Push on Songs Heralds L.A.'s Opening of 'Salvation'

NEW YORK — The Los Angeles opening of "Salvation" on March 18 was heralded with a simultaneous disk push on songs from the show. Included in the disk list are "If You Let Me Make Love to You, Then Why Can't I Touch You" by Ronnie Dyson on Columbia, Linda Bennett on Command, Rites of Spring on Bob Crewe's Generation label, and Donna Theodore on Jubilee. (Another

version of the song will soon be released by the Jive Five on Decca.)

Another song from the show "Tomorrow Is the First Day of the Rest of My Life" has been recorded by Hedge & Donna by Capitol; Damita Jo on Ranwood; Lana Cantrell on RCA; and Salvation Co. on Capitol. (A recording of the song by the Free Design will soon be released on the Project 3 label.)

Other songs from the score on disks include "Deadalus" by the Pete Terrace Sextet on Mio Records; "1001" by the Salvation Co. on Capitol, and "I Let the Moment Slip By" by Lana Cantrell on RCA. The original New York cast album is on Capitol.

The score was written by Peter Link and C.C. Courtney. It's published by Chappell.

First U.S. Tour Set For Shocking Blue

NEW YORK — The Shocking Blue, Dutch group on the Colossus label here, will make its first tour of the U.S. in May. The tour is being arranged under the auspices of Jerry Ross Productions who arranged the junket with Cees van Leeuwen and executives of the group's Dutch recording company.



LIBERACE, right, who debuts on the Warner Bros. label next month with the LP "A Brand New Me," greets David Frost, left, and Paul Tannen, WB's director of eastern operations, after his opening at New York's Waldorf-Astoria.

Talent In Action

**JOHN MAYALL/
DUSTER BENNETT
B.B. KING
TAJ MAHAL**

Fillmore East, New York

Blues was served up in fine style in the first show at Fillmore East, March 13 with John Mayall, B.B. King and Taj Mahal all in top form. The show was due for three more performances and, because of the quick sellout, a Sunday show with Flying Dutchman Records' Leon Thomas instead of Blues-Way Records' King, was added.

Columbia Records' Taj Mahal was in superior form to open the bill, making a far better impression than previously. He sang such numbers as "Corinna" and "She Caught the Katy and Left Me a Mule to Ride," easily worthy of his encore. The three backup musicians with him also shone.

King, with his backup unit of Sonny Freeman and the Unusuals, was magnificent vocally and playing his guitar, Lucille. His set included his newer "The Thrill Is Gone," as well as such B.B. King regulars as "Everyday I Sing the Blues" and "How Blue Can You Get."

Mayall, whose worth as a bluesman is becoming fully recognized now, has substituted subtlety for his former heavy sound and does it well with such numbers as an extended version of "Room to Move," which he has recorded for Polydor. John Almond, who records for Deram, excelled on saxophone. A highlight of Mayall's set was three numbers, one an encore, by Blue Horizon Records' Duster Bennett, who played blues harmonica, guitar and drums simultaneously.

FRED KIRBY

AL HIRT

Carnegie Hall, New York

GWP Records artist Al Hirt brought his New Orleans Music Festival to Carnegie Hall March 14. Hirt is a delightful performer to watch as well as listen to, and his rousing Dixieland sounds were cleverly punctuated by his cavorting on stage with clarinetist Pee Wee Spitelera. Each member of the six piece band was featured in a solo spot, along with the Onward Brass Band and Carrie Smith, an exciting new vocalist. Hirt's music had the audience foot-tapping and hand-clapping along, and during his performance of the "Viva Max March," he even had the audience whistling along. A pleasant surprise, and undoubtedly the high spot of the evening was a re-creation of a Negro funeral with the contrasting performances of "Oh, Didn't He Ramble." The Onward Brass Band marched in

U.S. Tour for Helen Shapiro

NEW YORK — U.K. producer John Schroeder is in the U.S. arranging details for a promotion visit by U.K. singer, Helen Shapiro. Miss Shapiro has recorded "Waiting on the Shores of Nowhere" for Janus, which Schroeder produced, and will visit here within a month.

Schroeder is also represented on the U.S. charts with "Baby Take Me in Your Arms" by Jefferson, also for Janus. Schroeder arrived with 12 new Jefferson titles that he produced, met with Janus executives and picked the next single, "You Know How it Is With a Woman," written by Tony King.

The Jefferson single is the first U.K. hit for Janus, a company formed and jointly owned by Pye Records in London and GRT in the U.S.

from behind the audience to join Hirt and his band on stage with Miss Smith, and then really let loose with a wild production. The inevitable closer was "When the Saints Go Marching In," and it left the full house clamoring for more. **JOE TARAS**

JAIMIE BROCKETT

Gaslight, New York

The first-night appearance of folk singer Jaime Brockett, at the Gaslight, March 11, came to a premature end when a broken string from the singer's 12-string guitar ran through his finger halfway through the first performance.

The maimed finger forced the Oracle Records artist off stage, but not before he had an opportunity to demonstrate to his audience his versatility as a vocalist, writer, musician and comedian.

Switching frenetically from dulcimer, to six-string acoustic guitar, and then to its 12-string counterpart, Brockett performed a number of selections including his mirth-provoking "Talking Green Beret Blues," a riotous put-down of everything from AM Radio to Spiro Agnew; "Suzzane," a poignant story of love; and "Black Beauty," an abstract tune which subtly but determinedly tore at the establishment.

Also sharing the stage with Brockett was Jake Holmes. Holmes, making his first concert appearance in almost three years, did not seem in any way hampered by his long hiatus from the stage. The Polydor recording artist who has been working almost exclusively on the writing and production of musical commercials, won many new friends, and renewed old acquaintances with tunes like, "Beautiful Girl Goodbye," "Genuine Imitation Lives," "God Is Alive and Well," "I Live in a Suitcase Room," and "We're All We Got," the theme song he wrote for The United Foundation of Detroit. **RADCLIFFE JOE**

SERGIO MENDES

Carnegie Hall, New York

Sergio Mendes and his Brasil '66 orchestra, served up a tasty pot-pourri of bossa nova, interspersed with some agreeable pop and soft rock songs, to a capacity audience at Carnegie Hall, March 15. The group did two shows that night.

The six-member Latin-jazz ensemble (four men on instruments, two girls on vocal) sang, danced, played and laughed its way through a repertoire of songs that included "What the World Needs Now," "Fool on the Hill," "Going Out of My Head," the very poignant "Adieu," and Simon and Garfunkel's, "Scarborough Fair." The group records for A&M Records.

Mendes, on piano, performed with the intensity of the obsessed. Still his style and arrangements, unlike his mien, were bright and breezy: as was the stylistic drumming of percussionist Rubens Bassini. Lead vocalist Lani Hall was also impressive with her relaxed, sensuous, individualistic approach to her songs.

Sharing the stage with Brasil '66 was the relatively unknown Blue Thumb recording group, Bossa Rio, and comedian Don Sherman. Bossa Rio, also a six member outfit, projected extremely good arrangements and coordination. Backed by a strong piano, the group produced creative interpretations of "Old Devil Moon," "Spinning Wheel," and "My Beautiful Balloon." **RADCLIFFE JOE**

LIBERACE

Waldorf-Astoria

Anybody wandering in midway through Liberace's performance would probably think they were into a remake of "Hellzapoppin'" Liberace (about three costume (Continued on page 62)

They laughed at Ray Stevens' first record.

Which was pretty good considering "Ahab The Arab" was a comedy record. Which wasn't so good considering a lot of people thought Ray Stevens was just another one-shot hit-record comedian.

But then, "Along Came Jones."

And "Harry The Hairy Ape." Which led to more serious songs like "Unwind," "Mr. Businessman" and "Have A Little Talk With Myself."

Which led to a best male vocalist Grammy Award nomination for "Gitarzan."



Which led to an invitation to MC the Grammys this year.

Which led to his being chosen as Andy Williams' summer replacement.

Which led to Ray signing with Barnaby.

So it's only fitting that Ray's first Barnaby single is called "Everything Is Beautiful."

"Everything Is Beautiful"
Z57 2011
C/W "A Brighter Day"

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DISTRIBUTED BY COLUMBIA RECORDS

A lot has happened since this ad ran last week.

After four days, Ray Stevens' "Everything Is Beautiful" Z57 2011 already had strong airplay on WLS, Chicago; KRLA and KHJ, Los Angeles; KFRL and KYA, San Francisco; WOR-FM, New York; KOL and KJR, Seattle; KNUZ, Houston; WOKY, Milwaukee; KMN and KLZ-FM, Denver; and WMAK, Nashville.

Could the song title be trying to tell you something?

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Blue Thumb, A&M Co-op Tour

LOS ANGELES — Blue Thumb and A&M jointly will promote a Joe Cocker concert tour described as "communal entertainment" by one of the company's top executives.

Cocker records for A&M, but Blue Thumb's interest in helping exploit the tour is based on pianist Leon Russell's presence in the nine-piece band. While A&M promotes Cocker's two albums, Blue Thumb will be promoting Russell's debut LP on Shelter Records, a new label Blue Thumb distributes.

Don Graham, Blue Thumb's co-owner and A&M's former national promotion director said the co-promotional effort marks a first for this kind of venture. He likened the two company cooperative move to the recent trend for artists from various record companies com-

ing together and jamming on each others albums.

Graham called the Cocker tour through 24 cities "communal entertainment."

Graham and Larry Ray, A&M's special projects director, are coordinating their efforts in behalf of the tour which began Friday (20) in Detroit and which runs through May 10.

Blue Thumb will be contacting all levels of distribution — distributors, racks, one-stops — to make sure Russell's LP is available in their locations and to be aware of the Cocker troupe's appearance in their territory. Sal Licata, newly named general manager-sales director for Blue Thumb, will phone distributors to have their people attend the concerts. Around 80 percent of one rec-

ord company's distributors also represent the other label.

Russell will be performing numbers from his first Shelter LP during the performances. He and Denny Cordell own the label. Cordell separately produces Cocker for A&M.

Graham will send each of the performers copies of Russell's album plus background material on the artist. The two record companies, plus the distributor and concert promoter, will participate in buying AM and FM radio spots, according to Graham. "This will become a quadrangle communal effort for the tour and its artists."

The tour promotion is called an "inner cooperative friendliness" move by Graham. Cities on the itinerary include Detroit, Chicago, Cincinnati, New York, Miami, Boston, Minneapolis, Philadelphia, Plattsburgh, Hartford, Columbus, Ohio; Lancaster, Pa.; Kingston, Pa.; Dallas, San Diego, Santa Monica, St. Paul, Washington, D.C.; Buffalo, Chapel Hill, Port Chester, N.Y. and Kingston, R.I.

In addition to the nine-piece band, Cocker is also working with a six-voice chorus.

Mayall Fair Feb. 23

DALLAS — John Mayall's State Fair Music Hall concert occurred Feb. 23. It is not listed for March 23 as previously reported.

Sound System in Showroom Of Las Vegas Hotel Revamped

LAS VEGAS — Recording studio owner Bill Porter has totally revamped the International Hotel's main showroom sound system to accommodate the demands of popular artists.

Porter was called in to help solve the sound problem by Elvis Presley during the vocalist's recent International appearance. When Presley worked the hotel last year he was reported displeased with the sound system and when he made his second appearance, the same equipment was being used.

So when Presley began to run into problems with the sound system, Porter was called by the vocalist who had worked with him on a score of hit singles in Nashville. Porter, who owns United Recording here, and the hotel had to work out an agreement with the local sound engineers union which feared its members would be out of work during the construction which Porter proposed. The hotel agreed to pay the union soundmen during the work period.

Scuffle in Ft. Worth Perils Rock Dates in Public Parks

FORT WORTH, Tex.—As a result of a scuffle on March 8 in Trinity Park between local police and about 15 youths, local officials have threatened to ban open-air rock music concerts from public parks.

According to Charles Campbell, director of the Fort Worth Parks and Recreation department, officials object to the use of the parks for drinking parties and the smoking of marijuana while they listen to rock bands and to the violence which interferes with the peaceful use of the parks by the public.

During the melee, hippie-like

youths shouted taunts at local police while several youths ripped the shirt off a park ranger. Seven persons were arrested.

It was claimed by some of the 400 persons attending the music concert that police used more force than necessary to stop the disturbance.

It was said that the trouble developed as officers tried to aid the victim of a seizure. Many of the teen-agers attending the concert were already angry because police had arrested two persons suspected of using narcotics.



PETER COFIELD, center, Decca artist, discusses his new release, "Ask Me in the Morning," with Tony Martell, right, Decca's vice president of marketing and creative services, and Herb Gordon, label's promotion director.

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Trinidad
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NARAS



1969

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category: **Best R&B Song** *(A Songwriter's Award)*

song: **"Color Him Father"**

label: **Metromedia Records**

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DOMESTIC

LOS ANGELES

Bobby Goldsboro's House of Gold Music and Bobby Goldsboro Music have associated with Blendingwell and Sister John Musics, owned by Cashman, Pistilli & West, Capitol artists. The companies will exchange percentages on all songs placed by each company, PSW in New York and Goldsboro in Nashville. Goldsboro's firms are new; PSW has several known hits like "Sausalito" and "Medicine Man." Kenny O'Dell has been hired to handle exploitation in Nashville with Kevin Butler doing a similar function on the East Coast.

Newly formed AR Records first act is composer-orchestra leader Pat Williams. Williams will record two LP's a year. He is currently composing the score for "Macho Callahan" for Avco/Embassy.

Bob Stane of the Ice House will present folk music festivals each night during the run of Pop Expo 70, Friday-Monday (20-29) at the Hollywood Paladium. The activity was formerly called Teen-Age Fair. Station KRLA is tying into the event and will be hosting programs by rock bands.

Neil Diamond has formed Kingsway Productions for film and TV projects. . . Allied Record Company, the 37-year-old record pressing plant, has installed new equipment for stereo singles, including an illuminated microscope which gives a clear definition of groove structure and a db meter for measuring surface noise. The company has also completed renovation of 5,500 square feet of additional space adjacent to its E. 37th St. plant. Daken Broadhead is now the controlling owner of the company.

The Academy of Country & Western Music has moved to new offices at 1637 N. Vine. Among the 21 new members accepted is Avco Broadcasting Co. . . Century City Music is releasing an

anthology series of rock albums on Forever Records. There are four LP's in the series made up of singles from the late 50's and early 60's. Artists include the Platters, Muddy Waters, Howlin' Wolf, Leroy Van Dyke and George Jones. The music will also be available on 8-track and cassette tapes.

Henry Mancini will conduct the orchestra for "Boomtown '70" a charitable event sponsored by Share, Inc. at the Santa Monica Civic May 16. . . "Iowa by the Sea" is the title of Turnquist Remedy's debut LP for Pentagram. . . Group calling itself the Strawberry Alarm Clock is playing dates around the country, but is not the act with the same name which has had all the hit records, reports the Robert Fitzpatrick Co., which manages the real Alarm Clock.

The Village Recorder, a new studio in West Los Angeles has two studios in operation with a third still under construction. The facility is owned by Geordie Hornel with Dick Martinek the general manager. The as yet unopened studio will have a computer memory bank hooked into the control panel so that a producer can automatically obtain his settings on a date done days before. Martinek claims his facility is the only one to have such a feature.

Armadillo and Sid and Marty Kroft Productions will each record acts for Capitol which has also signed the Shivas Head Band. . . "Playboy After Dark" will spotlight an all Capitol show comprised of the Modern Jazz Quartet (which records for Apple) and John Stewart on one of its syndicated TV segments this month.

Uni has designated March as Fever Tree Month, with the group presently on a national tour. . . Roger Williams, another Kapp act, has begun his spring concert tour.

ELIOT TIEGEL

NASHVILLE

Jackie DeShannon and Michael Parks were kept busy on their visits to Nashville with appearances on the "Johnny Cash Show" and acting as presentors for the NARAS Awards banquet. . . Buzz Cason Productions' discovery Foxx is on an extended engagement at the International Hotel in Las Vegas. The group recently completed their first LP for Decca, which will be out this month. . . the Allman Brothers Band played to a full house at Mercer University in Macon, Ga., on Feb. 28. . . Silver Fox artist Betty Lavette was in New York last week to tape "Soul."

Toni Wine was in town last week on her way to Memphis for a session at Chips Moman's American Studios. . . Buddy Killen is back from Muscle Shoals where he finished up a session on Paul Kelly. Speaking of Muscle Shoals, Little Richard was at Fame Studios last week doing a session for Warner Bros. . . A&M's Jeffrey Commanor did a concert week. . . the Presidents opened this week at the Cheeta Club in New York for a month, to be



MONUMENT RECORDS hosted a party for the Smubbs recently at New York's Salvation Too. Show from left to right are: Nicky Marchino, of the Smubbs; Rick Segall, also of the group; Buck Stapleton, Monument's national promotion director; George Utter, Vincent Villany, and Steven Shene, of the Smubbs; and, kneeling, George Sorensen, group's road manager.

Signings

Eric Burdon and his new group, War, signed to MGM Records. . . Mickey & the Soul Generation to Maxwell Records.

Cissy Houston, former lead singer with the Sweet Inspirations, signed to Commonwealth United Records. . . Ernie Hines and Chuck Brooks added to the Stax roster. . . Las Vegas Ambassadors to Starday/King. . . Asylum and Great Jones will debut on Tonsil Records. . . Todd Rundgren, former lead guitarist with the Nazz, recording an album for the Ampex label. . . The Urban Renewal will record for Paramount Records. . . The East Side Kids signed to Broekester Productions, Inc., a subsidiary of Hollybrooke Records.

followed by a 25-day tour of Spain in July. The group records for Starday. . . Dick Clark was in town last week visiting and working on some promotions for the Vox guitar people.

Woodland Sound Studio has been busy the past few weeks not only installing a Moog in the studio but also doing sessions on Linda Rondstat, Jack Palance and Arthur Prysock. . . Garry Blye, talent coordinator for the "Andy Williams Show," stopped off to pay a visit to the show's summer host Ray Stevens and Mike Shepherd at the Barnaby office here. . . The Rock 'n' Roll Revival Show featuring Chuck Berry, Bo Diddley, Bill Haley and the Comets, the Coasters and the Shirelles is scheduled to play the auditorium on March 28. Following the revue in April will be Sly and the Family Stone and the Flip Wilson Show. . . Don McGregor of Amazon Records was in town last week on business. The label is sponsoring a promotional contest on the record "Does Anyone Know What Time It Is?" by Copper and Brass from Louisville.

JIMMY BUFFETT

SAN FRANCISCO

Creedence Clearwater Revival headlined at an ecology benefit concert at U.C.'s 85,000-seat Memorial Stadium on Sunday (15). Billed with the Fantasy artists were A.B. Skhy, Canyon, Joy of Cooking and Cleveland Wrecking Co., all local bands. The concert capped a 20-mile "Walk for Survival" to call attention to pressing environmental problems. It is sponsored by Youth Walks for Survival, Inc., composed mainly of high school students hoping to raise \$150,000 by pricing seats at \$2. Proceeds are to be distributed to various ecology groups.

Crazy Horse, with Neil Young, played its first Bay Area concert at Contra Costa College March 13. . . At Oakland Coliseum Saturday (21) will be Blood, Sweat and Tears. . . Classical guitarist Andres Segovia were at Masonic Auditorium March 13. . . Glenn Yarbrough opens a three-week engagement in the Fairmont's Venetian Room March 12. . . Capitol artists the Fourth Way will perform at the 1970 International Jazz Festival at Montreux, Switzerland, scheduled for June 17-21.

GEOFFREY LINK

LAS VEGAS

The Kimberley's, RCA recording group, nominated for a Grammy Award, signed for 11 weeks at the Stardust Hotel and 14 weeks at Harrah's. . . Kay Houston, Circus Circus songstar, booked for a Johnny Carson TV show in March. Jimmy Dean, Phil Harris, Harry James, Jerry Vale, Vikki Carr and the Unusual We will participate in the March Heart Fund Telethon.

Rose Maddox appearing at the Golden Nugget has been named to the Country Music Hall of Fame. She is the first woman to receive this honor. The Hall of Fame sited her albums, "One Rose," "Rose Maddox Sings Blue Grass," "Big Bouquet of Roses," "Glory Bound Train," and "Precious Memories." Miss Maddox will travel to Nashville to accept her plaque. While there she will cut her first recordings, a single and an album, for Starday Records, and then return to Vegas and the Golden Nugget.

Barbra Streisand, unhappy after her four-week gig at the International Hotel last July, has canceled her March 17 engagement at the Riviera Hotel. Miss Streisand owes both the International and Riviera Hotels four weeks. The Riviera commitment is left over from an old contract. Since canceling, the Riviera is pressing for a May date. Filling in for her will be singer John Davidson.

Ella Fitzgerald, Flamingo Hotel star and Tropicana Hotel's Count Basie will tour England with the Count Basie band in April. . . The Madrigal Singers will tour Europe for five weeks and participate in the Saltzburg Music Festival. Gary Grande, singing star of the Dunes Hotel "Vive Les Girls," preparing original material for record

(Continued on page 36)

**Ampex Unit to
Record Schory's
Concert in N. Y.**

NEW YORK—Ampex's MM-2000 16-track master recorder will be used by Ovation Records to record the Carnegie Hall concert of Dick Schory and his Percussion Pops Orchestra on April 7.

The concert which will be used in an album on the Ovation label later this year will feature Joe Venuti, Gary Burton, Joe Morello and Paul Horn.

Schory, who heads Ovation Records, has been producing popular orchestral music, written for percussion instruments,

(Continued on page 36)

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NO DEATH IN THE FAMILY



Sordid History

Just about a year ago, Family bobbed to the surface of the British group scene and were hailed by the futuristic ears of Reprise as the next major menace to our balance of trade. As sometimes happens, it turned out that those ears were set a bit farther into tomorrow than was at first realized. The group went through some changes, including a premature American tour which almost ruined them. And the donation of a surplus bass player to Blind Faith.

Lapping Waves

Riper, leaner and wiser, Family regrouped its forces in England and began stirring up waves which have lapped tantalizingly at our shores for a number of months, now. The first swells hit July 7 of last year, when the Rolling Stones made the mistake of including Family in their Hyde Park Free Concert. This is what the British press saw that afternoon:

"Family... proved themselves far better than the Stones or anyone else playing, particularly on their classics 'How Hi the Lie' and 'Dim.'" —*Disc and Music Echo*

"Ironically, the stars of the afternoon were not the Stones but Family, who got a roaring reception."

—*The Financial Times*

"Family were as always good, harder on stage than on record. Veins standing out on his neck, Roger Chapman whipped

himself into towel-flaying and mike-bashing passion — a bit cruel to the mikes who were appearing free as well."

—*New Musical Express*

"Family drove the audience almost frantic with their visually and musically exciting act."

—*Record Retailer*

"Family were one of the big musical successes of the afternoon."—*Melody Maker*

Hardly had we recovered from the drumming of this metaphoric surf than we were subjected to new rollers from the Isle of Wight, where England's *Wessex News* paid far more attention to Family than to the nominal star of the show, Bob Dylan. To wit:

"The Family probably gave the best performance of anyone over the whole weekend. Roger Chapman, the vocalist, looking as if he had been rather liberal with the speed, although friends tell me he's always like that, managed, amazingly, to keep most people awake and even warm at 1 o'clock in the morning. And with probably the most competent musicians outside Blind Faith behind him the Family proved themselves undoubtedly as England's top 'rock' group."

English Hit Makers

"Aha!" you say, "but what about their records?" At our last count, their newest (and just released here by Reprise) album, "A Song for Me," had scooted into an impressive fourth spot on the British

charts and their single, "No Mule's Fool," was threatening to overshadow it in those self-same realms. Last fall an American writer, John Loquidis, wrote in *Chinook*:

"Family's music belongs in a church. They are probably doing the finest work in rock as of now... They realize the electronic aspects of rock and the importance of the commercially marketable record."

Coincident with this marvelous new album, Family is preparing to embark on a complete American tour, the first to result from its present membership: Roger Chapman, John Whitney, Rob Townsend, John Weider and John Palmer plan to turn the following cities upside down in March: **Chicago, Detroit, Boston, New York, Los Angeles and San Francisco.**

And that's only the beginning.



Family plays together on Reprise.

From The
Music Capitals
of the World

(DOMESTIC)

NEW YORK

• Continued from page 34
release through his own for King Records titled "Live From Circus Circus."

Singer/pianist Murray Arnold celebrated his 10th anniversary as a Desert Inn entertainer. Mayor Oran Gragson honored Arnold for "starring" on Las Vegas' Strip for more consecutive years than any other musician. . . . Holding the record as a Vegas singer/musician is Dave Burton. Burton, a singing linguist, is a 15-year veteran. He has played several hotels and now has his own room at the Frontier Hotel.

Ten offspring of famous show business names have combined in a new folk/rock show, "The Name's the Same" at Caesars Palace. The cast includes: Dean Martin, Gary Lewis & the Playboys, Maureen Reagan, Francesca Gabor Hilton, guitarist Michael Marceau, Teddy Lewis, Jackie Coogan Jr., Meredith MacRae, Greg Mullavey and Mickey Rooney Jr.

Delores Fuller, one of Elvis Presley's songwriters, moved to Vegas. Her latest song, "Have a Happy" is from Presley's latest film, "Change of Habit." . . . Lynne Turner, Playboy circuit veteran, is the featured vocalist in the Thunderbird Hotel's "Bobby Hatch" show. . . . Pianist Lorin Hollander performed in concert March 2. Hollander, on tour, just completed a N.Y. Philharmonic Hall concert. . . . "Hair" celebrated its 100th performance in the International Hotel. The love/rock musical rates as the most successful legitimate production ever presented in Vegas.
LAURA DENI

A&M's Joe Cocker, Atco's Brian Auger & The Trinity and Polydor's Stone the Crows appear at Fillmore East Friday (27) and Saturday (28). Slated for Friday (3) and Saturday (4) are Capitol's Quick-silver Messenger Service, Brinsley Schwarz and Warner Bros. Van Morrison. . . . Producer Larry Weiss is flying to Detroit to cut Diane Newby & Willie Johnson for Mercury. . . . Felix Pappalardi of Windfall's Mountain debates Al Capp, who has recorded for Jubilee, on Net's "The Show," which will be shown in New York Sunday (29). . . . Crewe's Oliver appears on the ABC-TV "Dick Clark Bandstand" Saturday (28).

Atco's New York Rock & Roll Ensemble appears with RCA's Boston Pops, under Arthur Fiedler, at

(Continued on page 50)

Schory's Concert-N.Y.

• Continued from page 34

for many years. He will present a sampling of 50 years of American popular music titled, "An Evening with Dick Schory and His Friends."

Ampex Stereo Tapes will release the album along with other Ovation productions, in various tape configurations. AST and Ovation recently signed an agreement giving the former the tape duplicating rights to Ovation product.

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Melba Moore, the star of Hair, is starring now in the season's smash, Purlie. Here's what the critics say:

"The great star of the show is a young girl—a black Barbra Streisand named Melba Moore."

Leonard Probst, WNBC-TV, New York

"Her name is Melba Moore. She has a voice that knocks down walls . . . she stops the show cold. In my humble opinion Miss Moore is a major talent."

Stewart Klein, WNEW-TV, New York

" . . . her singing is terrific."

Jack Gaver, UPI

" . . . she has a splendid singing voice . . . you emphatically don't forget her . . ."

Richard Watts, New York Post

"She has a real chance to be a star. She has two numbers to herself in the first act; she shares one in the second act; each of them stops the show."

Leonard Harris, WCBS-TV, New York

Radio-TV programming

KNAC-FM Is Using 'Freedom' Route as Programming Key

LONG BEACH, Calif.—The key to the programming success of KNAC-FM hinges on its "freedom" to play the kind of music which even an AM station with a playlist of 100 records is not able to play, said co-owner James Harden. KNAC-FM operates without a playlist. Most of its music is culled from albums, with some selected singles also exposed.

"Individual disk jockeys have considerable freedom in selecting their music from such spectrums as folk music (Joni Mitchell and Johnny Cash) to jazz to hard rock (Rolling Stones)," Harden said.

The station stays away from drug-oriented songs and material which is too Top 40 in flavor, says program director Ron McCoy. "And we don't go from one piece of music right into another. We feel that people who tune to an FM station like ours want to get away from that." So, the progressive rock station works very hard to make its music sound "congruent." Records often tie together thematically or melodically or start in the same key. Sometimes, two records in a row are by the same artist. The air personalities have guidelines of keeping the flow and pace of the music in a similar vein; that is, they team acts like the Cream or the Iron Butterfly or the Moody Blues. To keep a congruent image, music is added to the 9 p.m. newcast that reflects the news. For example, if the Vietnam war was the key topic of the news, a track from the album "Oh, What a Lovely War" might follow. If the last news item was about the Beatles, KNAC-FM would launch immediately out of the news with a Beatle tune.

As program director, McCoy tries to keep abreast of new sounds and new records. Good records are sometimes played as soon as they're received. All new releases are placed in the control room so that the air personalities can sample what has come in that day and decide if they want to include any of the cuts on their show. Instant audience reaction is obtained through a telephone request line which goes into the control room.

KNAC-FM slowly evolved into its present format over a nine-month period. The station switched over from a middle-of-the-road sound to progressive rock when James Harden and two associates purchased the station from International Cities Broadcasting.

Last May, Harden instituted eight hours of free-form music with McCoy his first progressive rock air personality. It went 24 hours with multiplex stereo progressive rock last August 1 when FCC cleared the ownership transfer.

KNAC-FM is one of five stations licensed to Long Beach, but it is the only free-form station among the lot. One year ago it promoted itself as a local voice. Now, Harden says, "we're calling ourselves a Southern California station serving Los Angeles and Orange counties from Long Beach."

In the past nine months, KNAC-FM's signal has become a familiar listening habit with 18-35-year-olds from Anaheim to the Hollywood Hills. There are even listeners in Northridge in the San Fernando Valley, with the station keeping its image in front of students at Valley State College by advertising in the college paper.

Harden wants his people to have a one-on-one approach: "one guy talking to one guy at home." Board work is very important. If a disk jockey is working with music which starts and ends in the same key, the transition has to be smooth, McCoy points out.

The brunt of the station's advertisers are local or regional. There have been hour shows devoted exclusively to Beatles, Rolling Stones and Creedence Clearwater Revival—all sponsored by local advertisers.

The station operates from the Pacific Coast Club, a castle-type building along the beach. Its personalities are all new to Southern California. McCoy joined the operation in October of 1968 part time and holds down the 6 a.m. to noon slot. Don Shafer (noon to 5 p.m.) came to the station in July of last year; Don Bunch (5 to midnight) joined last May and Martin Lake (the all-night man) joined last August.

Top 40 Profiles

EDITOR'S NOTE: Each week we will profile some of the key Top 40 stations in the nation. These stations are participating in Billboard's Search for a New Sound, seeking new recording artists. The Search is being conducted in association with the Tea Council of the U.S.A.

KUDI
Box 2888
Great Falls, Mont. 59401

Shirlee Graybill is general manager, Jack Stevens is program director. Air personalities include Barry Chase 5-9 a.m., Stevens 9-noon, Tom Reed Noon-4 p.m., Bob Leo 4-8 p.m., Gary Drake 8 p.m.-1 a.m. Bruce Allen does weekends. KUDI operates with 1,000 watts days and 250 watts nights at 1450 on the dial. The station will move into new facilities in April.

KMNS
P.O. Box 177
Sioux City, Iowa 51102

Frank Gunn is station manager and Mike Riley is operations manager. Air personalities include Norm Streyle 6-9 a.m., Mike Riley 9-noon, Joe Romeo 2-6 p.m., and Ralph Greenwood 6-midnight. Programming is uptempo easy listening 6 a.m.-7 p.m., at which time format changes to hard rock. KMNS is a member of the Stuart chain of stations and is No. 1 in a market of 100,000. The station operates at 1,000 watts 18 hours-a-day at 620 on the dial.

KLMS
P.O. Box 1804
Lincoln, Neb.

Harvey Swenson is commercial and station manager; Lee Thomas is program manager. KLMS is 1480 on the dial and broadcasts 1,000 watts day and night, 24 hours. It is the only full-time regional station in Lincoln. Has programmed contemporary music since 1959 and has been No. 1 in the market since 1962. Format can be classified best as "personality/contemporary," with the personalities appealing to the 18-35 age group, rather than the bubblegum crowd. Music includes at least two oldies per hour and two album cuts per hour. Music survey includes both albums and singles. Air personalities: Howard Hughes midnight-5 a.m.; music
(Continued on page 46)

Spero's 'Upbeat' in 80 Marts

CLEVELAND — The "Upbeat" syndicated variety show, produced by Herman Spero, is now in 80 markets. These range from KTLA-TV in Los Angeles to WPIX-TV in New York. The show originates here at WEWS-TV and continues to grow and prosper in a realm where many other network and syndicated shows of similar nature have waned and died.

There are many possible reasons for its success. One reason, perhaps, is that Spero is always eager to expose new artists. "Heck, I started there five years ago when I was part of the Town House Three," said Grammy Award nominee Oliver recently

as he prepared to tape a segment of the show. Bobby Sherman had his first TV exposure on the show in 1965 with "Happiness Is." It was the first TV exposure for Simon and Garfunkel, Billy Joe Royal, Evie Sands, Peaches & Herb, Terry Knight & the Pack, and James Brown. Almost unknowns, Gary Puckett and the Union Gap came to Cleveland to sing their "Woman, Woman" on the show.

"Upbeat" was the last TV show that Otis Redding appeared on.

Another reason for the vast success of the show—hosted by Don Webster—is that Spero keeps a constant flow of a

variety of music on the show—ranging from rock and easy listening to folk music, country music, progressive rock, and protest rock. Bubblegum music, too.

Spero also keeps the show contemporary with what's happening in music by watching charts and trends. Before he taped his first show several years ago, he checked the script with his son Harry Spero, then 14 years old. His son complained that the group intended for the show were too old. Spero scrapped the show and started over. That was six years ago. Today, another son—David Spero, just graduated from high school, helps with the show.
(Continued on page 42)



WLIZ GENERAL MANAGER Dave Webster presents Johnny Cash of Columbia Records with two teddy bears, for his son. Cash performed at a concert in West Palm Beach recently sponsored by the station and Johnny Cash Enterprises. An SRO crowd of 6,000 saw the performance. Station owner Sam C. Phillips said that all tickets were sold by noon the day after they were put on sale . . . "and the audience included everything from black tie to blue denims."

WJIM Shifts Play To Easy Listening

LANSING, Mich. — WJIM, which went on the air in 1934 and has been a Top 40 station since 1963, will change to an easy listening format Wednesday (1), reports program director Bryan S. Halter Jr. The impending format change was first reported in Billboard a few weeks ago.

The playlist will include approximately 50 singles, Halter said, "many of which are on the Billboard Easy Listening Chart and 25 albums, revised weekly." Emphasis will be on familiar music and established artists. Million sellers by major artists will be included as long as the sound of the record fits the station's image. Artists exposed will range from Frank Sinatra to the Fifth Dimension. Sound of the station will be "predominately uptempo."

Personalities will have a key role in the station's new sound and be encouraged to ad-lib. Halter said there will be a de-emphasis of the standard Top 40 techniques, such as slogans, jingles, use of DJ names, and frequent time and temperature announcements.

Before 1963, the station had been conservative in its music approach. After it switched to rock, ratings were excellent for some time, but Halter said the character of the community and the competition had become such that WJIM felt it was necessary to go either toward "a harder and tighter sound or toward a softer and more conversational policy. Weighing all of the factors, the latter move appeared to be the logical choice."

More Soul Slated For GI's Overseas

WASHINGTON—GI's overseas will be listening to more soul music beginning April 1, according to officials of Armed Forces Radio and Television System. This is in conjunction with an increase in the number of black recording artists performing live show abroad at military bases.

Part of the increase in soul radio will be handled by Herman Griffith, black air personality, who'll do a 55-minute show five days a week on AFRTS. He had been doing a series of half-hour shows. Black female personality Barbara Randolph is also doing a 55-minute show heavily keyed on soul

music five days a week.

There are 332 AFRTS outlets; the amount of soul records varies from show to show. The American Forces Vietnam Network last year in an audience survey found that GIs wanted to hear current hits 30 percent of the time, oldies 27 percent, country music 13 percent, soul nine percent, classical six percent, jazz five percent, folk music four percent, and Latin two percent. However, there has been considerable reaction lately from black servicemen overseas, complaining about what they feel to be a lack of soul entertainment.



METROMEDIA RECORDS ARTIST Bobby Sherman, left, tells "Upbeat" host Don Webster (and several hundred thousand viewers) about his latest record. Sherman is one of the many artists who've found the syndicated TV show an exposure haven.

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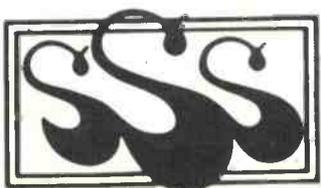
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Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

It is seldom that I ask a favor. But then, it's seldom that I feel so strongly about anything as I do now. The entire nation is faced with a very tough problem—the kids are going overboard in use of drugs. They've come to think of everything from pot to heroin as "hip." It's up to us to sway them into realizing that drugs are no damned good.

Now, you won't be able to preach to them. Today's youth get too many sermons and not enough religion. Perhaps we can sign them off of drugs by convincing them that drugs are merely yesterday's kicks; today's action is environment. Nature.

I don't know. I never have all of the answers about anything and certainly I know even less about how to solve this problem. But it is a problem. Kids are being slaughtered every day from drugs!

Some people believe that music turned them on to the drug world. Whether it did or not, it's up to us to turn them off. Few people in the world have the ability and overwhelming power of the air personality—the power to sway people, to sway listeners. I'm pleading for every deejay, every station, regardless of the format,

but especially the soul and Top 40 and progressive rock stations to help combat drugs.

First of all, if your station (or you personally) is now engaged in a program against drug use by teens and pre-teens, we would like to know about it. I will help spread the word to other stations through Billboard stories. Second, if you do not have a campaign going but are willing to start one, let me know if there's any way in which Billboard can help.

There are many ways in which you and your station can become involved in this project—talks at record hops and high school (and grade school) assemblies, spot announcements on the air, and playing records which literally point out the bad things about drugs.

I point out to you that many major name artists who once traveled the grass and acid route are now out of the scene. Encourage your listeners to **wake up!**

The drug problem is so severe that I think the only way we can bring kids off the drug kick is through an all-out effort with

EVERY air personality contributing and EVERY station contributing. An hour special alone will not do the trick. We've got to use every method possible. Please.

Let me know via letter or phone what you can—and will—do to help.

★ ★ ★

As you know, I've been pushing, sometimes even *shoving*, for better job conditions in this industry—better salaries, better security, perhaps a little more respect for disk jockeys and program directors.

But radio is not a one-way street. In regard to this, I'd like to quote, out of context, from **Elmo Ellis'** new book: "Happiness Is Worth the Effort." In one of the chapters, Ellis says: "A loser thinks that good jobs and high salaries, special benefits and lavish retirements should be available to him—but he suspects that a conspiracy is denying him these advantages... a loser thinks that new inventions cause more trouble than they are worth, and that people with original ideas are not only a nuisance but a menace as well. A loser figures that people succeed in life either by luck or breaking

(Continued on page 42)



KIETH INGRAM, operations director of KICA in Clova, N.M., left, introduces the Group Axis at a local dance presented as a prize to local high school students for a driving safety campaign. Standing beside Ingram is Steve Slater, traffic safety officer for the Clovis Police Department. Local businesses donated prizes. The Group Axis records on Atco Records; their current single is "Not Fade Away."

WWWW-FM Oldies Promo An 'Instant Audience Hit'

DETROIT — WWWW-FM, which just launched an oldies format, has created an instant audience impact, reports Ken Dowe, operations manager of

KLIF in Dallas. Dowe helped set up the format of WWWW-FM. Both WWWW-FM and KLIF are Gordon McLendon stations.

The WWWW-FM format features only two current singles per hour, plus two album cuts per hour. Everything is automated, but five live personalities are used. Personalities include program director Ron Rose, Tommy Michaels, Tommy Smith, and Mike Darren. General manager is Don Barrett.

Jingles, in stereo, are used for transition between cuts.

In the first two and a half days of operation, the station received 2,000 phone calls from listeners. Latest promotion will be to give away a car; in keeping with the format, it will be a 1957 Chevrolet.

WNCI-FM Lets Student Pick

COLUMBUS — WNCI-FM, progressive rock station managed by Phil Sheridan, is obtaining feedback information on what local high school students want to hear by letting the student pick a hit. Each day, area high school representatives phone their single pick to the station. Their recorded voices are heard on the air, introducing the selection.

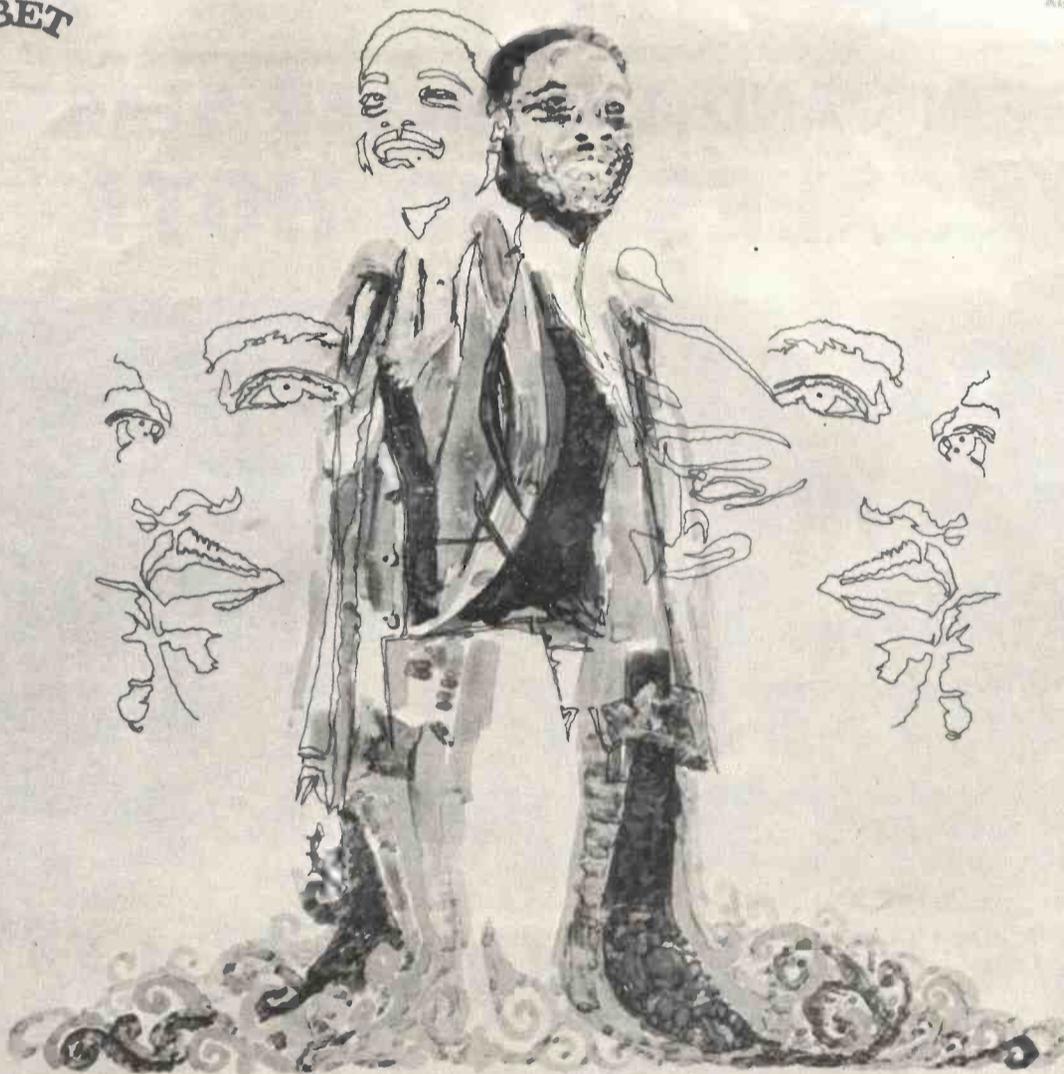
One high school is featured each day. The pick is aired in the early morning, the late afternoon, and at night. This not "only makes it possible for young people to participate in WNCI-FM's programming, but it also gives the station a better insight into their current musical tastes," Sheridan said.

WOTT-FM Goes Country, Rock

WATERTOWN, N. Y. — WOTT-FM, faced with the ever-growing necessity of FM radio stations today to find a programming niche, switched March 2 to country music using live personalities 9:30 a.m.-8 p.m. The station will play rock music, says music director Steve Behm. The station previously featured an International Good Music country package via automation. Gary Bee will be the country personality.

ABET

ABET 403



THE MAGNETIC NORTH

ABET 403

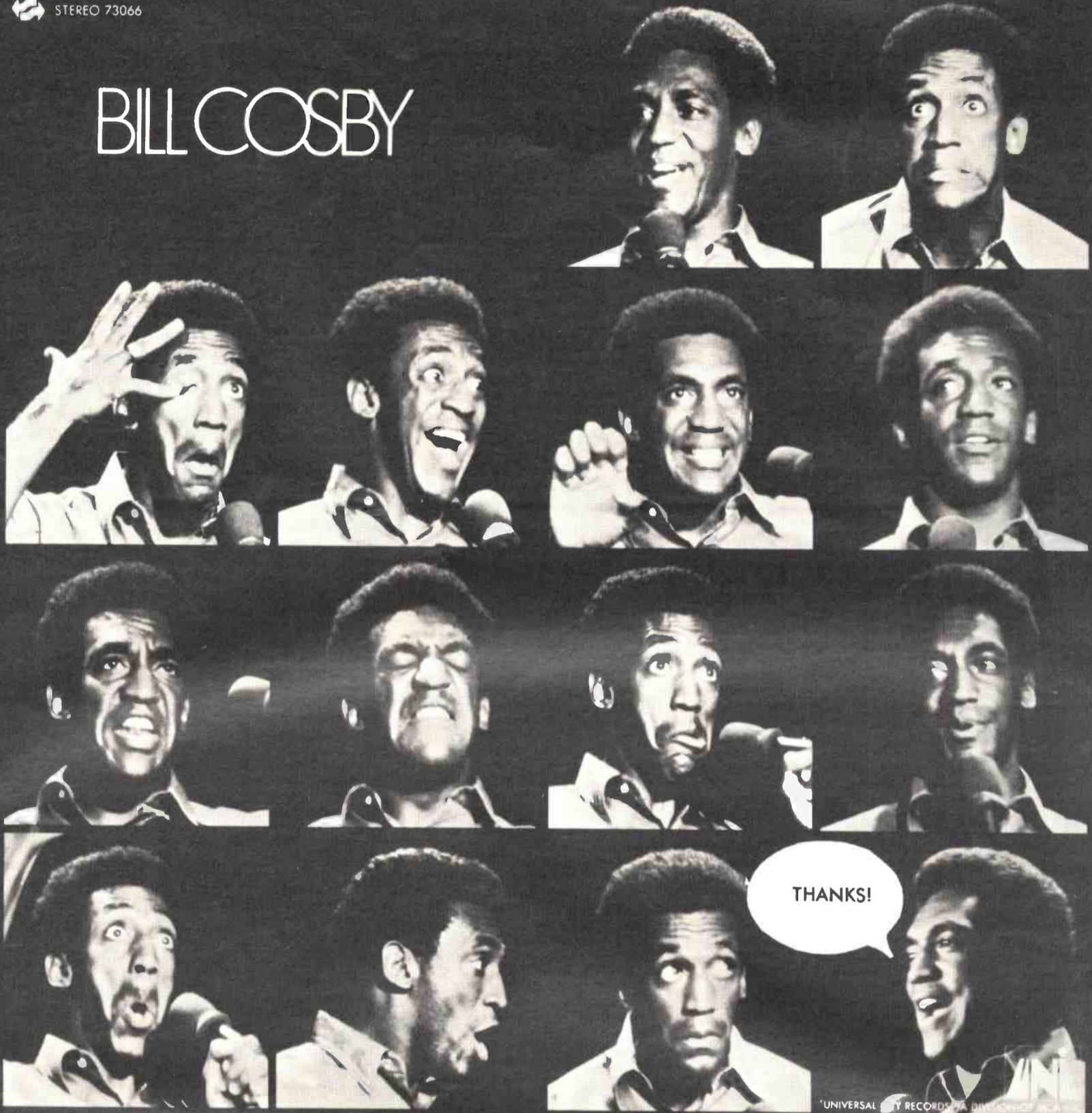
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POSITIONS OPEN

I'm interested in as many airchecks as I can lay my hands on. I'm not looking for any particular time segment, but will listen to everything that comes in as long as it's good. Interested jocks can air special airchecks to me. Mel Phillips, program director, WRKO, RKO General Bldg., Government Center, Boston, Mass. 02114.

Wanted: First phone announcer with MOR and easy rock exp. Good career opportunity, excellent pay and fringe benefits. Write Bill Schaaf, WCVL, Crawfordsville, Ind. 47933.

Immediate opening for announcer with professional sound, tight board, production on music, talk show. Top pay, new facilities, religious-oriented 5,000-watt AM. Permanent with advancement. Age 25-35 preferred. Modern country and gospel programmed in advance. Send resume, tape to KXOW, P.O. Box 579, Hot Springs, Ark. 71901.

First ticket Top 40 personality for late night slot. Pretty good salary in congenial atmosphere. Call program director Lee Arbuckle, WLEE, 703-288-2835, or write WLEE, Box 847, Richmond, Va. HURRY!

KLWW, contemporary station, seeks good morning personality who's capable of keeping a show moving and being entertaining. Good pay. Stability. But we want a man who can think. Willing to consider a small market man wishing to move up. Tape and resume immediately to program director John Long, KLWW, P.O. Box 876, Cedar Rapids, Iowa 52402.

Top-rated medium market adult-contemporary seeks self-starter news director. Fast-paced operation emphasizes mobile news and actualities. Salary open for right man. Send tape, resume to Lee Thomas, KLMS, Box 1804, Lincoln, Neb. 68501.

Program director needed fast for 24-hour update easy listening FM station in one of nation's major markets. Experienced professionals may call 215-TR 8-1500 and ask for Mr. Kay, station manager of WWDJ-FM, Philadelphia.

An opportunity exists at this adult music station for a good second in command, first-class ticket holder. If you have the experience and know-how, please contact C. Mills at 203-227-5133, or write: The Westport Broadcasting Co., Box 511, Westport, Conn. 06880.

Immediate opening for a top-flight announcer in a bright, MOR format, 5,000-watt, 24-hour station in central Virginia. First ticket preferred, but not required. Excellent working conditions. Top salary to the right man. Contact Pete Jason, Evans Communication Systems Inc., Box 631, Charlottesville, Va. 22902 or call 703/295-5121.

News man needed immediately for WPOP, Hartford, Conn. Call program director Dan Clayton.

Wanted: Announcer for summer work as Demolition Derby announcer and advance man. Must be available to travel as we perform at county fairs in Ohio, Indiana, Illinois, etc. College student with training preferred. State salary minimum first letter. Send photos and other details to: Variety Attractions Inc., P.O. Box 2276, Zanesville, Ohio 43701.

Black program director needed as soon as possible for WHAT in Philadelphia, which is now programming a blend of blues and jazz targeted at the Negro population. Must have a good track record and be a professional, but willing to consider a music director in a medium to large market who wishes to advance or a program director in a medium market. Contact owner William Banks, 215-878-1500.

KBBQ Radio, in beautiful downtown Burbank, the modern country sound of Los Angeles, is currently interested in receiving audition tapes from top-seasoned personalities who are familiar with the nation's current country sound in radio. Applicants must have first phone license. Send tape (including news and commercial spots), picture, resume to program director Hugh Jarrett, KBBQ Radio, 121 E. Magnolia Blvd., Burbank, Calif. 91502.

KOOO Big Country Radio in Omaha, Neb., looking for 1st ticket DJ for afternoon drive shift. No maintenance, just good production, and know country radio. Good starting pay with a growing chain. Send tape and resume to Frank Lee, Operations Director, KOOO, Box 37 W.D., Omaha, Neb.

Heavy station in Seattle looking for a Giant-of-a-Morning man. If you have the pace, production and ability to entertain, send tape and resume to Box 0205, Radio-TV Job Mart, Billboard.

WOKW, Brockton, Mass., seeks a 1st phone. The format is MOR. Working conditions are pleasant. Great situation for young married professional. Contact program director Jack Sullivan.

WJNC—Bright morning man needed. Has to be pretty good to fit sophisticated format. \$150-\$180 per week to start. Call 919/455-2202, Jacksonville, N.C.

Want to hear from aircheck collectors having station tapes from the 1950's and 1960's. Write: Box 0227, Radio-TV Job Mart, Billboard.

Morning Man needed. MOR or rock O.K. Send tape to Ev Wren, 7075 W. Hampden, Denver, Colo. 80227.

South Florida's top 50,000-watt independent needs happy morning man with good voice and sense of humor. No clowns, please! Send tape and resume to George Cooper, program manager, WINZ, 100 Biscayne Tower, Miami, Fla. 33132. Telephone calls will not be accepted.

WINZ must have heard about the impact of a Billboard Radio-TV Job Mart ad. Would you believe four or five times the results of an advertisement placed in any other publication?

CKFH, Toronto, needs class A Top 40 personality capable of tight production. Class A pay. Call program director Gary Palant, 416-923-0921.

Is there an ambitious, dedicated news director who'd like to set up the new operations at this contemporary country station in the Gulf South? Must enjoy scooping the competition and know how to give us the local news image. Bring us these qualities, plus good credit and health, and we'll give you \$150 a week to start, plus completely paid life, health, and dental insurance, bonuses and profit-sharing plan. We guarantee you'll enjoy working here. Send non-returnable tape, resume to Mike Malone, WUN1 Radio, Mobile, Ala. 36604.

POSITIONS WANTED

Gung Ho! Desire to return to radio after two years in Marines. Rated No. one in each time slot worked. 23. Aggressive. No drifter. Great references. Every offer considered. Neal Cappel, Box 248, Wittenberg, Wis. 54489.

I would like to work in the Carolinas, Virginia, or most of all, in Tennessee. 23. Draft free. Have done production, drive time air work, music director duties. Murray Eugene Crawley, 919-273-6698, or write 3432 H. Wichita Place, Greensboro, N.C. 27405.

Soul personality. 3rd ticket. Seeking top 40, soul, or country music station. Congenial. Music background. Will send tape and resume. Prefer South or Midwest. Promotion ideas, with drive to carry them out. Bobby King, 1520 W. Lehigh Ave., Philadelphia, Pa. 19132.

Somewhere in radioland, there is a manager pulling his hair out because he needs an experienced operations-program manager, but just can't find one. He wants a man who knows programming, traffic, MOR music, production, FCC, rock and news. He wants to leave the internal operation of his station to this individual so he can concentrate on sales. If you are this manager and there are only three hairs left on your head, call Dennis at 1-215-692-3131 now so we can get together and make your station what you want it to be. Call only between 10 a.m. and 5 p.m. and ask for Dennis. Want permanent and opportunity to grow. Married and draft exempt. Let's do our thing together. Now.

One of the top names in nite-time contemporary radio is looking for a heavy afternoon drive thing in one of the top markets. I've doubled the nearest competition in three very big markets. Currently pulling almost half the radios turned on from 7-midnight in one of the top 10 markets. If you really dig the days of the big numbers, tales begin at \$25,000. Write Box 0229, Radio-TV Job Mart, Billboard.

I want to meet new people in a new place, and as a student have three months of summer. 3rd endorsed, mature sound to set your disks spinning. For a tight board, with tape to prove it, write: Tape, Box 244, Haggin Hall, University of Kentucky, Lexington, Ky. 40506. Get hand-ironed results in a "no ironing required" world! Possible interviews March 14-22. Bradford D. Carey.

Need a good morning Jock? I'm looking for a steady reliable position at a country station. Age 22, married, 3d class ticket with broadcast endorsement, honor discharge from U. S. Navy. Will travel. 2 1/2 years' experience, some production, pd experience. Call: 812/365-2613 after 4 p.m.

Let's get together. Now! Young, creative top 40 DJ available immediately. Four years' experience in half-million market. 3d ticket. Military service just completed, now ready to get back in action. Excellent knowledge of pop and progressive rock music. Former music director. Call: 212/545-6800 between 4-6 p.m. or write: Bob Thomas, 293 Nagle St., Bound Brook, N. J. 08805.

Presently general sales manager seeking medium market in Ohio, Indiana, Michigan or Ill. Three years' experience in broadcasting media. Vet. 25, dependable, aggressive. Available after March 9. Contact: Box 0216, Radio-TV Job Mart, Billboard.

I've 5 yrs. exp. as DJ in a small market. Would like to now move into a medium market. Info and audition tape available upon request. If I may be of service, please contact Randy Gallier at 904-771-2905 or write me at 3907 Angol Place, Jacksonville, Fla. 32210.

One of America's top pop music programming authorities is looking for job as announcer and/or music director. Former editor of national broadcast music weekly publication. Major market sound. 3rd. Looking for challenging opportunity. Good chance to catch man on the way up. Write Tom Roberts, 7016 N. Kenton, Lincolnwood, Ill. 60466, or call 312/675-7084.

Got a station and want to make it go country? Got a country station and want to make it go? Want to hear a major market success story? Want to build a successful organization? Want to find the man who can spearhead it for you? Write: Box 0225, Radio-TV Job Mart, Billboard.

Shane. Married. Two children. Stable. Professional dependable. Successful as a programmer in six markets—took five stations to No. 1, another to No. 2. Background includes Top 40 and country music. Seeking program director position, but willing to consider air personality position in medium or large market. Call Shane at 801/363-1048 or write: 1480 W. Gillespie, Salt Lake City, Utah 84104.

LOUD, EMOTIONAL, FAST-MOVING jock that knows Top 40 music and loves it. Seeks position with Top 40 station. Prefer teen audience slot. 1st ticket. Call 606-528-2539.

Aha! Now you've reached the ad you've been waiting for! Well, don't just stare—call or write or something! Five years' rock background; wild mind; production; oldie nut; audience pleaser. Write copy. FCC 3rd. Medium markets and up only, please. Mike Jarmus, RD No. 2, Box 172, Englishtown, N. J. 07726. Phone 201/462-2784.

First phone personality seeks contemporary AM or FM stereo deejay position with production duties in one of the major 50 markets. Six yrs.' exp. as dj, md, pd in 400,000-plus market. 25. Draft free. Excellent ratings and references. Call Don B. Williams, 316-942-3500.

College radio, FM connoisseurs: Add a touch of Europe to your programs! Give your listeners the pleasure and excitement of enjoying such great talents as Joe Cocker, Mireille Mathieu, Jethro Tull, Paul Mauriat, The Shocking Blue, Charles Aznavour, and Julie Driscoll. They're all Europeans—and they're now! You can be the first to play their brand-newest smash hits when you book the weekly half-hour "Europe After Hours" show. Each show will be produced under the direction of Barry Graves, 27. Berlin's leading rock music critic. For demo tape and details, write to: Barry Graves Music, 1000 Berlin 30, Ahornstrasse 2, West Germany.

Nine-year radio veteran with experience as personality, music director, and program director. Married, college graduate, 25 years old. Stable, loyal, dependable. Excellent in all phases of production. Good voice. Seeking medium market position. Call Russ Thompson, 304-325-4577. Or write me at: 2509 Third Ave., Huntington, W. Va. 25703. Contact Claude Hall for references.

Want to totally own your market? Exp. programmer. Hip. 11 yrs. radio. Heavy on demographic research, mass psychology, to audience control. Scientific approaches; no guesswork, just hard work. Exp also administration and sales. 1st phone. Married. Resume on request to Box 0231, Radio-TV Job Mart, Billboard.

Gentlemen, are you looking for a free-wheeling, experienced Top 40 jock? One who can entertain? With excitement? Here I am. Outstanding character production (agency). Grip packed. Will travel. Call 519/621-2488. Ask for S. A. Reid.

Progressive underground radio. Do you need Kenny Kohl, Mt. Tremper, N.Y. 12457; 914-679-2518?

Are you looking for a new personality as a DJ? If so, why not consider me. I'm a recent graduate from a broadcasting school with a 3rd class license. I love pop music and I have over 3,000 records in my collection. If interested, write to Don Green, 6933 Oakland St., Philadelphia, Pa. 19149, or call 215-RA 8-6677.

I'm a very good Top 40 personality-production-3rd phone man in a small market who wants to become better, both professionally and financially. I know I'm ready. Medium or larger markets only. Now Florida based. Will relocate anywhere, but prefer S.E. or New England. Call college, 9 a.m.-noon, 904-357-6299.

100% professional jock with 1st phone, exp. in Top 40 and modern country formats. Good production man. Programming exp. Some on-camera TV. I have 14 years in broadcasting with the last 10 years in major markets. Available immediately. Call Ray Robin 513-274-5086.

First phone P.D. wants return to medium market in New York State or Pennsylvania. Will consider all offers. Top 40 or country format. Not a screamer. Handle news, production, copy. Want Progressive Company with solid future. Minimum \$175. Will consider less if moving expenses are paid. Now employed. Resume on request. Reply Box 0232, Radio-TV Job Mart, Billboard, or call after 5 p.m. 703-635-6761.

Ron Britain type screamer. Two years on Cleveland FM. Production shark seeking permanence. BBA in marketing. No draft problem. Prefer community-minded AFTRA. No sales. 1st phone, or news. Presently employed. Henry Navin, 9325 Beacon Ave., Cleveland, Ohio 44105. 216-271-7116.

Frustrated/enthusiastic. There's a thin line of difference if you really care about the business. Medium market announcer has had it with operation that can't make up its mind to go somewhere. Let me put my professional exp. and voice to work for your competitive operation. MOR to progressive rock; the heavier it gets the more I can dig it. 5 yrs.' exp., 2 1/2 yrs. at current job, 27, 3rd, degree, entertaining, enthusiastic. Aircheck/audition, resume, production, picture, ready now. Medium market and up with a chance to advance preferred. Box 0233, Radio-TV Job Mart, Billboard.

Now guy with total experience, including Top 40, sports, MOR, news. Looking to join your action team. Young, a vet, with 3rd endorsed. Write Box 0226, Radio-TV Job Mart, Billboard.

Let's make a deal: Let me observe your major market programming for 3 months, and I'll give you an experienced, talented 1st phone summer relief announcer and the most enthusiastic workhorse you ever had. Currently successfully programming a medium market rocker. Will complete my college communications degree next fall. Phone: 205-269-1023.

Fun-loving, fast-moving jock that knows music—Top 40 past, present, and future—and loves it. Seeks position with Top 40 station. 3rd class ticket. Chuck Mosier, 2534 N. Drake, Chicago, Ill. 60647.

"Radio Girl" longs to return to palm trees, sand, and fishing in Central or South Florida. Has 7 yrs.' continuity, traffic, promotion, sales, production, news, and ad agency experience. 3rd phone. Resume and copy samples on request. Write Box 0223, Radio-TV Job Mart, Billboard.

How! Heap good jock ready to collect scalps of competition. Plenty talent! Plenty expensive (\$12,000 minimum). You gotta wampum, me cookum for you. Tape and resume on request. Write: Box 0228, Radio-TV Job Mart, Billboard.

Top ten major market (50 kw.) jock in Northeast. Wants new challenge with stable organization. Experience includes TV. Seeks rock on contemporary MOR in minor or major metro. Willing to relocate. Excellent references. Tape and resume photo on request. Box 0230, Radio-TV Job Mart, Billboard.

Vox Jox

Continued from page 40

the law. He doesn't realize that a man or a woman can be honestly motivated to work hard, to strive for definite goals, and to win. A loser doesn't have much use for other people because he finds that too many of them are optimistic, smiling, kind, and happy; and all of this worries him. When he sees people in trouble, he isn't willing to help them because he is concerned only with his own troubles. A loser specializes in complaints, gripes, arguments, excuses, and assumptions. He loses jobs, friends, opportunities, and loved one. . . . Don't let yourself be a loser. Think like a winner and enjoy a life full of hopes, dreams and satisfying accomplishments."

★ ★ ★

Neither myself, nor Elmo Ellis, intended to preach at you. At least, Ellis probably didn't (as for me: I'm willing to preach any time I find a congregation of two or more). This particular spasm from me of preaching (or non-preaching) was stirred up by the telephone call from a good friend in the past week or so. He's programming a station in a damned good market. And doing well (not perfect, but then most of us aren't perfect). He still could do better. The problem is that already he's seeking to try his wings in a larger market. Up against the big guys. He wants to show his stuff. However, in my opinion, he hasn't proved himself yet. Just because his station sounds good—to himself and to other people in the industry—doesn't mean one damned thing. We live by ratings. And, good or bad, they are "some" indication of what the listening public thinks. This particular programmer hasn't found out yet what his public thinks or firmly established the station as a market force, but already he's thinking of a larger market. One of the major things wrong with the radio industry at this moment is that too many people in it are butterfly-flitting around without really proving themselves. This goes for program directors and air personalities. One rating doesn't mean a thing to me; except the indication that perhaps more work is needed on certain aspects of the various scientific elements that comprise programming a radio station of today. But an air personality on a medium market station quit the other day because his ratings were not exactly high and he was scared of being fired. He went to another market. Without reason, in my opinion. I don't like this type of "running." And this particular air personality has already been fined one beer for his cowardice. What I'd like to advocate among you all is that you study the circumstances of your work before considering a

(Continued on page 62)

Spero's 'Upbeat'

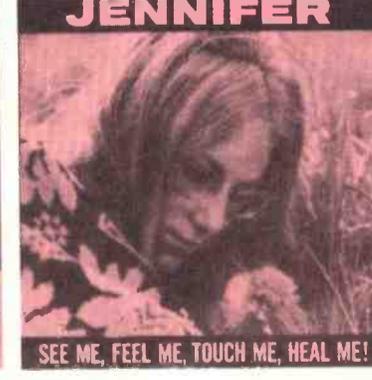
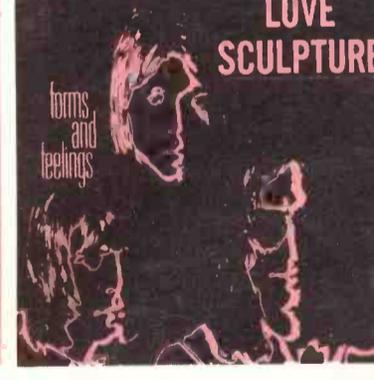
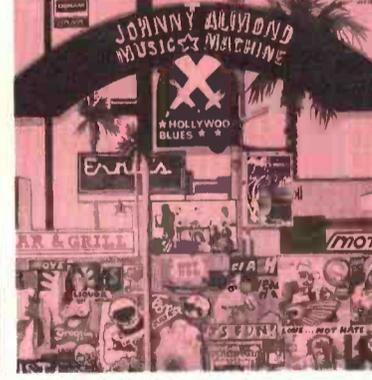
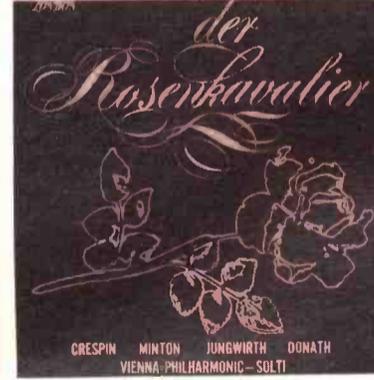
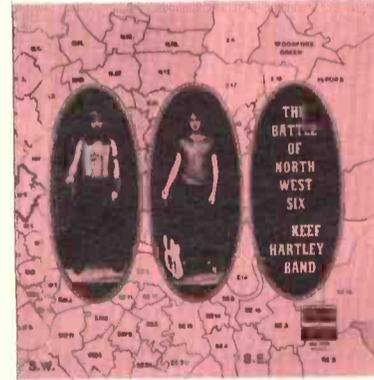
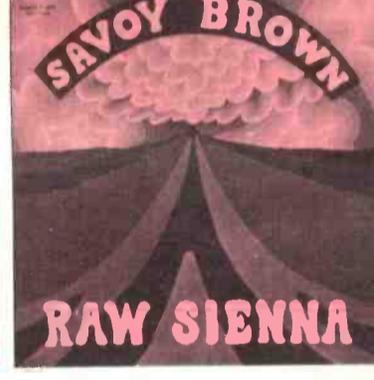
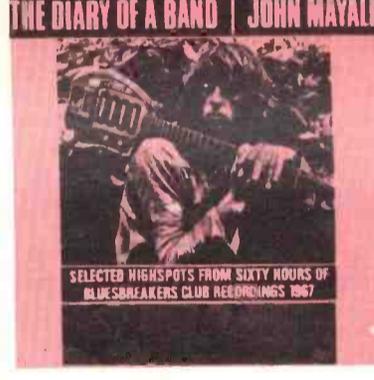
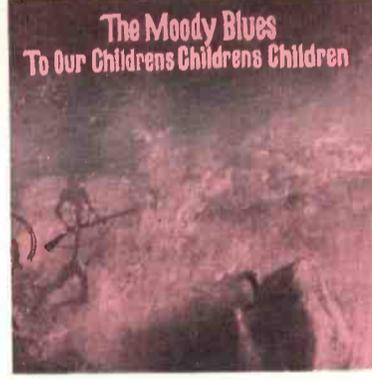
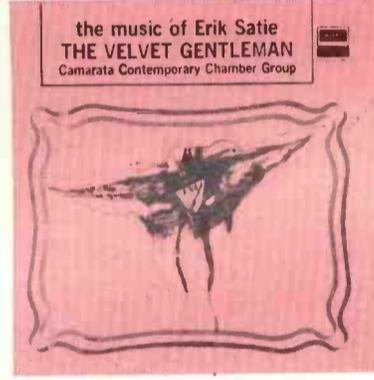
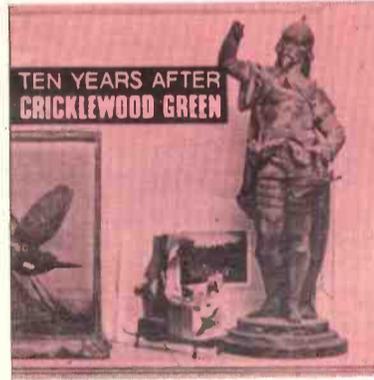
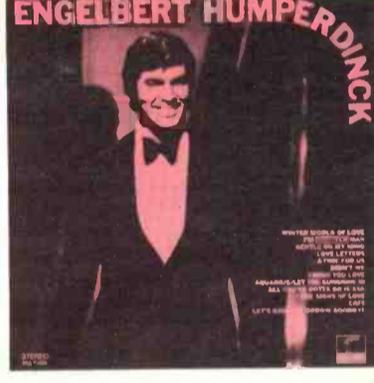
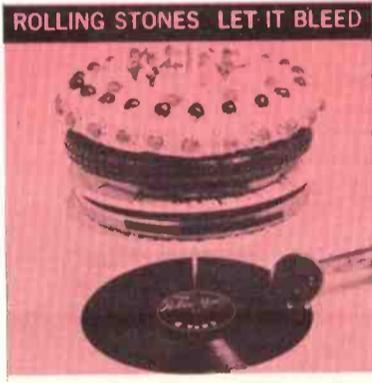
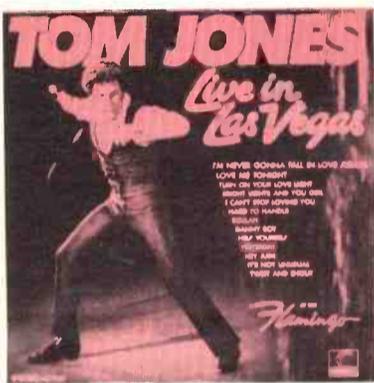
Continued from page 38

Walter Masky is assistant producer; Mike Bachman, director. Probably one of the biggest factors in the success of the show, of course, is Spero himself, who paid his dues long ago. He was in a WGAR radio show with Jack Weston when he was nine, booked bands while at Glenville High when he was 14, worked for Billboard Magazine in his late teens. He once booked a group, Dick Endress and Trio, which included Steve Allen. After World War II Spero worked for theatrical bookers in New York, sold one-minute spots in the South for the "Wings Over Jordan" group, did so well publicizing WJMO (pay by the inch) that he was too expensive and was fired. He has produced the music show "Polka Varieties" for WEWS-TV for 13 years.

Who said business is soft?

You ~~WE'VE NEVER~~
HAD IT
SO GOOD!

FROM THE RECORD COMPANY WITH THE MIDAS TOUCH!



LONDON
RECORDS

C & O Music Store 'Relates to Young Acts With Policy

MONROE La.—Helping the new groups just starting in the business develops good customer relations and gives C & O Music lifelong friends in the music business, according to Hugh Youngblood, president of the Monroe, Louisiana based company. Youngblood is a student at North East Louisiana State University who found it hard to buy equipment when his group was starting out. "We had very little money and no music store around here thought that we were good enough credit risks to either lend us the equipment or rent us the equipment we needed for our performances. After checking the other groups in the area, I found that they were running into the same dif-

ficulty. I saw the need for a music store that could relate to the young performer and fulfill his needs. C & O Electronics, our parent company, gave me the start I needed. Now I do business in a five state area."

Youngblood gives special terms to new groups. They can "play as they pay" for the equipment which Youngblood lends them. This policy is extended to all musicians. The other retail stores do not have this policy. Youngblood feels that his advantage stems from the fact that he books most of the groups which he rents equipment to. This means that he knows he is going to be paid for the equipment. His sales earnings last year prove the policy works. "We sold \$100,000 worth of equipment last year, mainly through rentals and time payments. The problems of credit were with the older musicians. I had no worries from the younger people who I rented to."

There are two types of plans at C & O. "We rent equipment to groups for one night or we sell them the equipment on time. The one night rentals are for those groups who want to test new equipment. We tell them that a Sun amplifier might improve their sound, for example. Then we set the amp up for them at their gig and let them hear the difference for themselves. This will usually sell the amp. Then we set up terms. We will do this for any group that walks into the store." They also have a straight time payment program for the musician

who knows what he needs but cannot afford to pay for the equipment in one lump sum. "We make money of course, but my prime objective is supplying the needs of the artist. I handle only the best equipment. Therefore, I have very few maintenance problems. If one of our products does break down, I will supply the customer with a new piece of equipment at no cost. The important thing is to allow the musician to play. We do not want him to worry about the equipment. He has other more important things to worry about. It pays to treat the customer right. He will always know who to come to when he wants to buy something else. Good deals on equipment pay off. My motto is for the customer and not for yourself."

Youngblood also sets up sound systems for concerts and the big dances in the area. "It is a good advertisement for our company. We charge for the service, but its minimal. Our returns come from the people who come to our shop the next day to buy equipment." Youngblood started by himself selling VOX equipment. Now he has a staff of four and sells the better musical needs of his groups. His business is divided evenly between gospel, rock and country groups. "It is really exciting to deal with all of these musicians. It is easy as well, if one understands the equipment he handles and the needs of the various groups. It is in a word, rewarding."



JEAN-PIERRE RAMPAL, noted French flutist, directs Beatriz Perez in technique. Rampal teaches at the University of Texas, in Austin. U.T. is the only school in the U.S. where Rampal conducts a master class similar to those he gives during the summer in Nice, France. He has recently accepted a professorship at the Paris Conservatory.

WOXR Format

OXFORD, Ohio — WOXR radio has changed its format from daytime MOR and Rock at night to Top 40 from 5 a.m. to 10 p.m. and rock from 10 p.m.-2 a.m. Plans are to fill the remaining three hours with rock and be a 24 hour station. After final verification from the FCC, the campus station will build a new tower and increase power to 17,000 watts, putting it into competition with the Cincinnati, Hamilton, Middletown and Dayton Markets. Bob Zix, program director asks all distributors for assistance. Send to WOXR, 14 North College Ave., Oxford Ohio, 45056.

WNYT in Switch

WESTBURY, N.Y.—WNYT, at the New York Institute of Technology in Westbury, has switched from Top 40 to progressive rock underground. They need service for their new format and library.

SECA, NAEB Hold Meeting April 1-4

COLUMBIA, S. C.—A combined meeting of the Southern Educational Communications Association and the National Association of Educational Broadcasters will be held here Wednesday-Saturday 1-4. The theme of the meeting is "Educational Broadcasting—The Now Frontier." Speakers set for the convention include Dr. Marshall McLuhan, director of the Center for Culture and Technology at the University of Toronto and author of books on electronic communications including "The Medium is the Message."

Also scheduled to speak is William F. Buckley Jr. Buckley will tape two of his "Firing Line" shows at the convention,

giving the guests a chance to see "Mr. Articulate" in action.

The three-day meeting will include a series of workshop sessions featuring leading innovators in every field of educational broadcasting. Topics featured at these workshops include instructional and public television, graphics, engineering, management, promotion, radio and children's programming. The workshops will dwell on the new and often provocative techniques in each of their respective areas.

The SECA will also give awards to the member stations who have showed unusual creativity and productivity in the previous year. This is a new feature of the convention. A special awards luncheon will be held to give recognition for programming, production, graphics, and promotion minded stations.

The purpose of the SECA, which represents 14 states from Maryland to Texas, is to give the South an effective voice in the establishment of a new Public Broadcast System.

What's Happening

The Intercollegiate Music Festival has chosen two groups to advance into the finals being held on the Edwardsville campus of Southern Illinois University on Aug. 13-15. The Upper-I's, a nine-member vocal group from Indiana University, won the right to compete in the finals of the folk category, when they beat all competition in their regional contest held at Villanova. At the same competition, the Magnificent 7 took top honors in the pop category. Also participating in the finals will be Funk, Inc., from Florida A&M University, and the Drambuies from Rollins College. Winners of the other regional competitions have yet to be announced. See the Feb. 14 issue for further information.

WSRM, at the University of Wisconsin, Madison, recently gave away a date with Nancy McNeil, the July, '69 Playboy Playmate of the month. The winner and Miss McNeil enjoyed dinner and entertainment at one of Madison's night spots and a chauffeured limousine. On hand to give out entry blanks that is—was the June 1968 playmate Britt Frederickson.

WEXL, Albion College, manager Karen Engel reporting: "My Baby Loves Lovin'," Joe Jeffrey, Wand; "Let It Be," Beatles, Apple; "Fire and Rain" (Sweet Baby James), James Taylor, Warner Bros. . . . WVBR-FM, music director & personality George Hiller reporting: "Love Story," Jethro Tull, Reprise; "Let It Be," Beatles, Apple; "Nellie" (High Mountain Hoedown), High Mountain Hoedown, Atco. . . . WRSE-FM, Elmhurst College, program director Dan Smith reporting: "Instant Karma" John Ono Lennon, Apple; "Spirit in the Sky," Norman Greenbaum, Reprise; "Keep the Customer Satisfied" (Bridge Over Troubled Water), Simon & Garfunkel, Columbia. . . . KMSC, Moorhead State College, music director Leon Ogroske reporting: "Didn't I," The Delfonics, Philly Grove; "Instant Karma," John Ono Lennon, Apple. . . . WVBU, Bucknell University, music director Stephen Selinger reporting: "American Woman," Guess Who, RCA; "Celebrate," Three Dog Night, Dunhill; "Cecilia" (Bridge Over Troubled Water), Simon & Garfunkel, Columbia. . . . WUNH AM-FM, University of New Hampshire, music director

WUNH AM-FM, University of New Hampshire, music director John Graham reporting: "Durham Town (The Leavin')," Roger Whittaker, RCA; "Instant Karma," John Ono Lennon, Apple; "Higher & Higher" (Dedicated to Our Children's, Children's Children), The Moody Blues, Threshold. . . . KSLU, St. Lawrence University, program director Anthony Colao reporting: "Lovin' Livin' Maid," Led Zeppelin; "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; "Beautiful Scarlet," Rare Bird. . . . WLVR, Lehigh University, program director & personality James Cameron reporting: "How Have You Been," John Sebastian, Reprise; "Deja vu," Crosby, Stills, Nash & Young, Atlantic; "The War," Rosko, Flying Dutchman. . . . WHCB, Lehman College, station manager & personality Harris Semegram reporting: "American Woman," Guess Who, RCA; "Let It Be," Beatles, Apple; BLP CUT: "Los Angeles" (Grass Is Greener), Coliseum, Dunhill. . . . WHCB, Lehman College, station manager & personality Harris Semegram reporting: "Spirit in the Sky," Norman Greenbaum, Reprise; "Call Me," Aretha Franklin, Atlantic; "Your a Big Boy Now," John Sebastian. . . . WNIU, Northern University, music director Curt Stalheim reporting: "Woodstock," Crosby, Stills, Nash & Young, Atlantic; "Celebrate," Three Dog Night, Dunhill; "Upon the Earth," Illustration, Janus. . . . WQMC, Queens college, music director & personality Ted Goldspiel reporting: "Woodstock," Crosby, Stills, Nash & Young, Atlantic; "Evil Ways," Santana, Columbia; "Love, Peace & Happiness," Chambers Brothers, Columbia. . . . WNFT, Slippery Rock State College, assistant program director Mark Barton reporting: "Love or Let Me Be Lonely," Friends of Distinction, RCA; BH: "You Keep Tightening Up on Me," The Box Tops, Bell. . . . WTBS, Cambridge, Mass., Brian Harvey reporting: "Moody Trudy," Giorgio, Atco. . . . WBCR, Brooklyn College, music director & personality Lenny Bronstein reporting: "Roadhouse Blues," Doors, Elektra; "Easy to Be Free," Rick Nelson, Decca; "50 Thousand Miles Beneath My Brain" (Crickwood Green), 10 Years After, Threshold.

Soaring Prices for Concerts Are Laid to Rock Groups

SAN FRANCISCO — Agencies should not be blamed for the many travesties of the music business, such as skyrocketing prices for concerts, according to Scott Piering, a young rock concert producer. "The groups themselves are responsible. The artists let the agents handle their money because they (the artists) don't want to become involved in business hassles. But agencies distort and harangue, they aren't real or human," said Piering, who graduated from the University of California at Santa Barbara in 1968. "After I graduated, some friends and I decided to go to San Francisco to enter the music business. We thought we could produce better shows than straight businessmen. The audience, we felt, was not getting its money's worth. They were really getting ripped off."

Piering admits that he did not foresee all of the difficulties.

"Putting on a show is a big risk, no matter how well you know your audience." At a recent concert given at the Berkeley Community Theater, Piering's problems became evident. The warm up group arrived late and made the concert begin late. The public address system went off. In the middle of the concert, the backdrop lifted and the stagehands began to dismantle the equipment. The two major groups, Youngblood and the Sons, known previously as the Sons of Champlin, somehow made the audience overlook the production problems. The ticket prices were lower than the two rock palaces in the area, Fillmore West and Family Dog.

It is a hard game but Piering enjoys it. "Promoting to me is an art. For many promoters it's a science, a business. They put mediocre acts in perfect packages and make the bread. That is the real conflict. How can you be tasty and survive? I would rather sell vacuum cleaners than produce some of the grubby show I ever seen. Some of the promoters don't pay the group if the concert looses. They tell the musicians they will get paid later, but it never happens." Piering said he will probably never get rich promoting shows, but wealth is not his goal.

Best LP's

These are the best selling albums at Victor Music's State Street store, University of Wisconsin, Madison, Wisconsin. Charles Lunde, manager.

1. "Deja vu," Crosby, Stills, Nash and Young, Atlantic, SD 7200.
2. "Hey Jude," Beatles, Apple SW 385.
3. "Bridge Over Troubled Water," Simon and Garfunkel, Columbia, KGS 9914.
4. "He Ain't Heavy, He's My Brother," Hollies, Epic, BN 26538.
5. "One Day at a Time," Joan Baez, Vanguard, VSD 79310.
6. "Climbing," Mountain, Windfall, 4501.
7. "Sweet Baby James," James Taylor, Warner Bros., WS 1843.
8. "Empty Rooms," John Mayall, Polydor, 24-4010.
9. "Grand Funk," Grand Funk Railroad, Capitol, SKAO 406.
10. "Tom Rush," Tom Rush, Columbia, CS 9972.
11. "Stone Flute," Herbie Mann, Embryo, SD 520.
12. "Morrison Hotel," Doors, Elektra, EKS 75007.
13. "Black Gold," Nina Simone, RCA, LSP 4248.
14. "Taste," Taste, Ateo, SD 33296.
15. "American Woman," Guess Who, RCA, LSP 4266.

Campus Dates

Mountain, Windfall artists, will appear at the University of Wisconsin in Madison Monday (23). Also in Madison is the New York Pro Musica Thursday (2).

The Shorb Brothers Quartet, an inspirational singing group, ap-

pear at Wyoming Seminary in Kingston, Pa., Wednesday (1), and Westminster College in New Wilmington, Pa., Thursday (2).

The Orchestra Sinfonia Di Como appears at Queens College in Flushing, N.Y., Saturday (28).

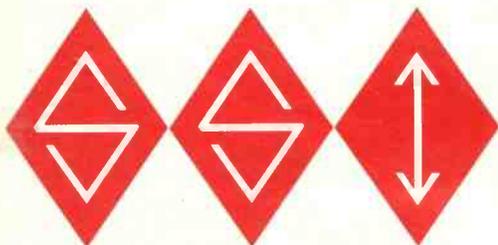
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Selling Sounds

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

WEEK OF 30 FEB. TO 5 MAR.

Sherman-Kahan . . . Coke, Beer and Swedish Tanning—Garry Sherman & Stan Kahan of Sherman-Kahan Assoc. created, composed and rearranged 30 & 60 Sec. TV spots for Schmidts Beer. Arnold Eidus was the Agency producer for Ted Bates.

S & K also cut a Coke Package "It's The Real Thing," with Jackie Deshannon for McCann-Erickson with agency producer Billy Davis & William Backer was the creative director.

Back with Ted Bates and agency producer Arnold Aidus, Sherman & Kahan created a package of five spots for Swedish Tanning. . . .

KALEIDOSCOPE/STUDIO ONE, Hamden, Conn. (203) 777-0282—Tim Lowery reporting—Plush cut masters of original tunes "Mornin' Fire" and "Barefoot Girl," for release on major label. Producer was David Speer for Kaleidoscope. . . . Jim Morcaldi finished taping two sides, "Foxy Roxy" and "The Lonely Person Snatcher," for release on the new Kaleidoscope label. Tim Lowery and Jim Michmerhuizen produced. . . . Jake Hope completed ten bandtracks as a demo for an interested label. Vocal work will be added at a later date. David Speer produced for Kaleidoscope Music. . . . A soundtrack for a two-minute cartoon created by Bill Lyle was taped. . . . The Morning, a New Haven rock group, was recorded in concert at the Exit Coffeehouse.

JEWEL RECORDING COMPANY, Cincinnati (513) 522-9336—Gene Lawson—Chief Engineer, Rusty York—Director of Operations, Joe Caswell from Lexington, Ky., Album Session. (4-Track)—Danny Allender from Indianapolis Gospel album session (4-track). Bill Marcum, Cincinnati-Gospel Album (4-track). Harry Carlson-Fraternity.

SOUNDVIEW STUDIOS, Kings Park, L. I., N. Y. (516) 724-9360—Louis Lofredo reporting—March 9, 1970—Recording Aesop's Fables. Produced and engineered by Bob Gallo for Louis Alfredo Associates, Inc., March 10 & 11, 1970—Recording "Mud in Your Eye." Production Company—Louis Lofredo Associates, Inc., March 12, 13, & 14, 1970—Recording Haystack Balboa. Shadow Morton, Producer. George Stermer was the engineer.

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Programming Aids

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

HOT 100

WMCI, West Long Branch, N.J., music director & personality Greg Monkowski reporting; BP: "I Never Meant to Hurt You," Laura Nyro, Verve; BH: "Didn't I," Del-fonics, Philly Grove; BLP CUT: "Gimme Shelter," (Let It Bleed) Rolling Stones, London. . . . WLAM, Lewiston, Me., music director & personality Bob Ouellette reporting; BP: "Help One Man Today," Zager & Evans, RCA; BH: "Spirit in the Sky," Norman Greenbaum, Reprise; BLP CUT: "Baby I'm Yours," (Elusive Dreams) Bobby Goldsboro, Epic. . . . WOR-FM, New York, music director Meridee Herman reporting; BP: "Everything Is Beautiful," Ray Stevens, Barnaby; BH: "For the Love of Him," Bobbi Martin, U.A. . . . KSPR, Springdale, Ark., music director & personality Dave Sturm reporting; BP: "Let It Be," Beatles, Apple; BH: "New World Coming," Mama Cass, Dunhill; BLP CUT: "Miss America," (Arizona), Mark Lindsay, Columbia. . . . WAIR, Winston-Salem, N.C., music director & personality Mike Craft reporting; BP: "Can You Feel It," Bobby Goldsboro, UA; BH: "ABC," Jackson Five, Motown. . . . WLBK, DeKalb, Ill., music director & personality Jerry Halasz reporting; BP: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BH: "Spirit in the Sky," Norman Greenbaum, Reprise; BLP CUT: "Baby I'm Yours," (Elusive Dreams), Bobby Vinton, Epic. . . . WLLL, Lynchburg, Va., music director & personality Dave Freer reporting; BP: "Let It Be," Beatles, Apple; BH: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia. . . . WSUA, Albany, music director & personality Eric Lonschein reporting; BP: "Woodstock," Crosby, Stills, Nash & Young, Atlantic; BH: "Let It Be," Beatles, Apple. . . . KJIN, Houma, La., program & music director Ken Kramer reporting; BP: "Come & Get It," Bad Finger, Apple; BH: "Je T'Aime. . . Moe Non Plus," Birkin & Gainsbourg, Fontana. . . . WPTS, Scranton, Pa., music director Rick Shannon reporting; BP: "My Baby Loves Lovin'," White Plains, Deram; BH: "Timothy," Buoy, Scepter. . . . WLON, Lincolnton, N.C., music director Larry White reporting; BP: "Woodstock," Crosby, Stills, Nash & Young, Atlantic; BH: "ABC," Jackson Five, Motown; BLP CUT: "El Condor Pasa," (Bridge Over Troubled Water), Simon & Garfunkel, Columbia. . . . WALL, Middletown, N.Y., program director Larry Berger reporting; BP: "Tennessee Bird Walk," Blanchard & Morgan, Wayside; BH: "Love Grows," Edison Lighthouse, Bell; BLP CUT: "Miss America," Mark Lindsay, Columbia.

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SOUL

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COUNTRY

WAYB, Waynesboro, Va., music director Carolyn Bleam reporting; BP: "But You Know I Love You," Evie Sands, A&M; BH: "Ain't No Way," P.K. Limited, Colgems; BLP CUT: "Once More With Feeling," (Try a Little Kindness), Glen Campbell, Capitol.

WKMF, Flint, Mich., program/music director & personality Jim Harper reporting; BP: "All That Keeps Ya Goin'," Tompall & the Glaser Brothers, MGM; BH: "Once More With Feeling," Jerry Lee Lewis, Smash. . . . WTCR, Ashland, Ky., Huntington, W. Va., program/music director Gregg Elliot reporting; BP: "Shoeshine Man," Tom T. Hall, Mercury; BH: "Enough of a Woman/I'll See Him Through," Tammy Wynette, Epic. . . . KCKN, Kansas City, Mo., program director Ted Cramer reporting; BP: "Sugar Shack," Bobby Rice, Royal American; BH: "Little Boys Prayer," Porter Wagoner, RCA; BLP CUT: "David's Place," (Downeast View Point), Jud Strunk, Col. . . . WEEZ, Chester, Pa., music director & personality Bob White reporting; BP: "Shoeshine Man," Tom T. Hall, Mercury; BH: "Love," Bill Anderson, Decca. . . . KBBQ, Burbank-L.A., music director & personality Corky Mayberry reporting; BP: "Georgia Boy," Rodney Lay, Capitol; BH: "Raggedy Ann," Jimmy Dickens, Decca; BLP CUT: "Don't Think Twice," Waylon Jennings, A&M. . . . WUBE, Cincinnati, Bob Tiffin reporting; BP: "The Cleanest Man in Cincinnati," Claude Gray, Decca; BH: "Tennessee Bird Walk," Jack & Misty, Wayside. . . . KMCO, Conroe, Tex., personality Keith Heyn reporting; BP: "Only a Woman Like You," Billy Parker, Decca; BH: "My Elusive Dream," Bobby Vinton, Epic; BLP CUT: "Uptown Country Girl," Lynn Anderson, Chart. . . . KAYE, Puyallup, Wash., personality Chubby Howard reporting; BP: "I Know You're Married But I Love You Still," Red Sovine, Starday; BH: "Tom Green Country Fair," Roger Miller, Smash; BLP CUT: "The Ways to Love a Man," (Uptown Country Girl), Lynn Anderson, Chart.

Top 40 Profiles

• Continued from page 38

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KUVR

KUVR Bldg.

Holdrege, Neb. 68949

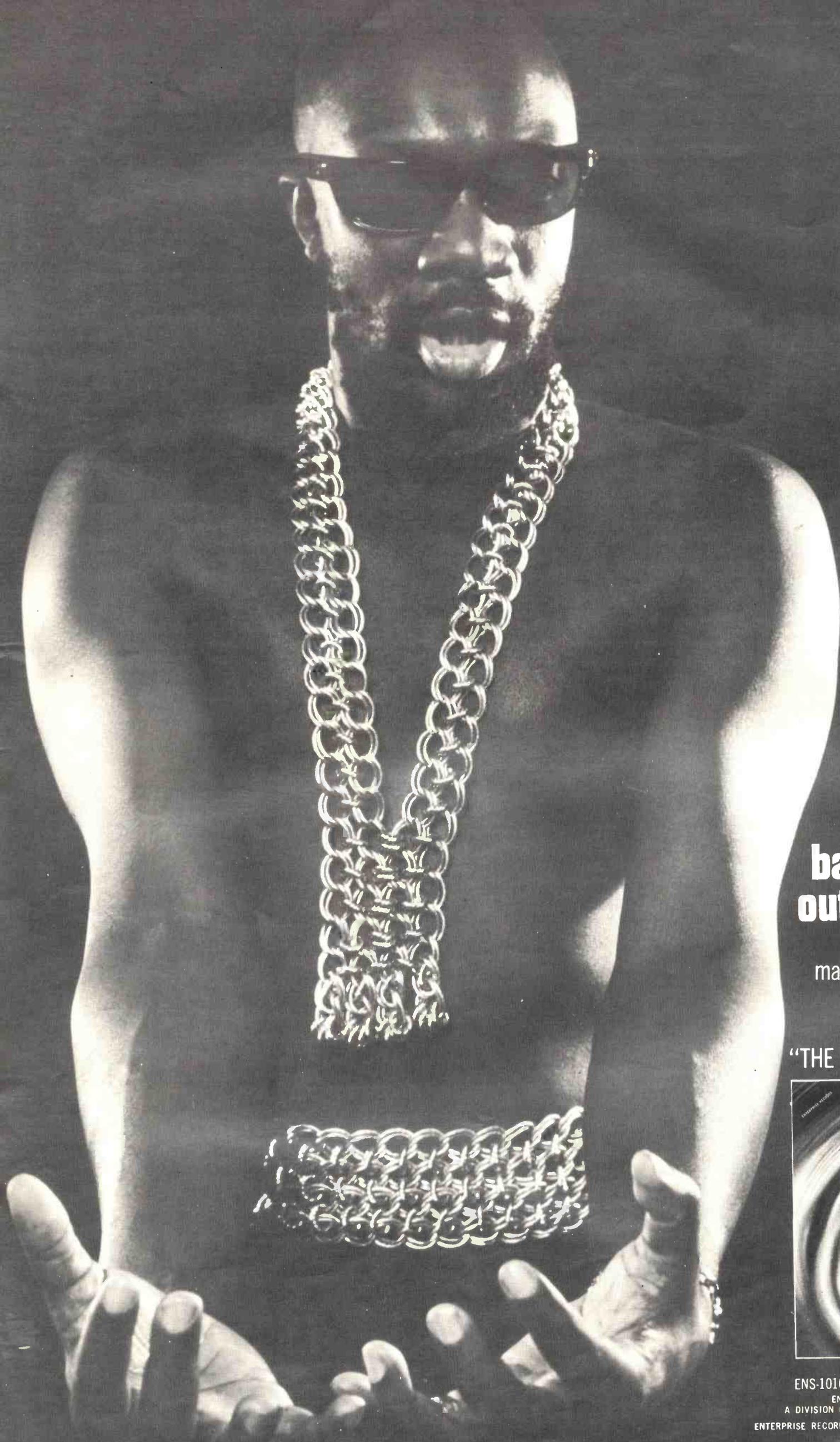
William Whitlock is owner and general manager. Moe Milliken is station manager. Jack Stitzel is sales and promotion manager. Don Gilbert is music/program director. Air shifts are: Stitzel 6-9 a.m.; Greg Vaule 9 a.m.-12:45 p.m.; Milliken 12:45-1:30 p.m.; Gilbert 1:30-2:30 p.m.; Vaule 2:30-4 p.m.; Gilbert 4-5 p.m., and Vaule 5-7 p.m. This is a daytime station that first went on the air in October 1956. Whitlock also own an interest in KTTT in Columbus, Neb., and KGEK in Sterling, Colo. KUVR serves a potential area of 100,000. Dave Thorell does the Sunday air personality chores 8 a.m.-5 p.m. Whitlock is now building an FM station, which he hopes to put on the air this Fall.

WERK

Box 2465

Muncie, Ind. 47302

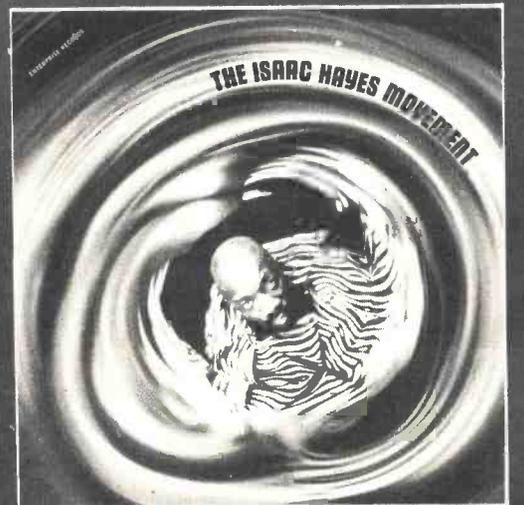
William Shirk Poorman is general manager. Larry McCabe is program director. Gil Hole is music director. Personality lineup includes Hole 7-10 a.m.; Mike Charles 10 a.m.-1 p.m.; McCabe 1-4 p.m., and Super Shirk 4-6:45 p.m. The Big 99 playlist includes approximately 75 singles, a dozen albums, plus a Super Hit Bound, three Hit Bounds, and a Pick Album each week. Format is contemporary with tempo of music increasing as day progresses. WERK is five years old and already holds the No. 1 spot in Muncie according to Pulse and ARB. WERK operates on a frequency of 990 kHz with a power of 250 watts, directional, daytime. The Big 99 is a very promotional-minded station with talk shows, cash giveaways, seasonal contests and Super Fun.



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KUVR Bldg.
Holdrege, Neb. 68949

William Whitlock is owner and general manager. Moe Milliken is station manager. Jack Stitzel is sales and promotion manager. Don Gilbert is music/program director. Air shifts are: Stitzel 6-9 a.m.; Greg Vaule 9 a.m.-12:45 p.m.; Milliken 12:45-1:30 p.m.; Gilbert 1:30-2:30 p.m.; Vaule 2:30-4 p.m.; Gilbert 4-5 p.m., and Vaule 5-7 p.m. This is a daytime station that first went on the air in October 1956. Whitlock also owns an interest in KTTT in Columbus, Neb., and KGEK in Sterling, Colo. KUVR serves a potential area of 100,000. Dave Thorell does the Sunday air personality chores 8 a.m.-5 p.m. Whitlock is now building an FM station, which he hopes to put on the air this Fall.

WERK
Box 2465
Muncie, Ind. 47302

William Shirk Poorman is general manager. Larry McCabe is program director. Gil Hole is music director. Personality lineup includes Hole 7-10 a.m.; Mike Charles 10 a.m.-1 p.m.; McCabe 1-4 p.m., and Super Shirk 4-6:45 p.m. The Big 99 playlist includes approximately 75 singles, a dozen albums, plus a Super Hit Bound, three Hit Bounds, and a Pick Album each week. Format is contemporary with tempo of music increasing as day progresses. WERK is five years old and already holds the No. 1 spot in Muncie according to Pulse and ARB. WERK operates on a frequency of 990 kHz with a power of 250 watts, directional, daytime. The Big 99 is a very promotional-minded station with talk shows, cash giveaways, seasonal contests and Super Fun.

WAYB, Waynesboro, Va., music director Carolyn Bleam reporting; BP: "But You Know I Love You," Evie Sands, A&M; BH: "Ain't No Way," P.K. Limited, Colgems; BLP CUT: "Once More With Feeling," (Try a Little Kindness), Glen Campbell, Capitol.

COUNTRY

WKMF, Flint, Mich., program/music director & personality Jim Harper reporting; BP: "All That Keeps Ya Goin'," Tompall & the Glaser Brothers, MGM; BH: "Once More With Feeling," Jerry Lee Lewis, Smash. . . . WTCR, Ashland, Ky., Huntington, W. Va., program/music director Gregg Elliott reporting; BP: "Shoeshine Man," Tom T. Hall, Mercury; BH: "Enough of a Woman/I'll See Him Through," Tammy Wynette, Epic. . . . KCKN, Kansas City, Mo., program director Ted Cramer reporting; BP: "Sugar Shack," Bobby Rice, Royal American; BH: "Little Boys Prayer," Porter Wagoner, RCA; BLP CUT: "David's Place," (Downeast View Point), Jud Strunk, Col. . . . WEEZ, Chester, Pa., music director & personality Bob White reporting; BP: "Shoeshine Man," Tom T. Hall, Mercury; BH: "Love," Bill Anderson, Decca. . . . KBBQ, Burbank-L.A., music director & personality Corky Mayberry reporting; BP: "Georgia Boy," Rodney Lay, Capitol; BH: "Raggedy Ann," Jimmy Dickens, Decca; BLP CUT: "Don't Think Twice," Waylon Jennings, A&M. . . . WUBE, Cincinnati, Bob Tiffin reporting; BP: "The Cleanest Man in Cincinnati," Claude Gray, Decca; BH: "Tennessee Bird Walk," Jack & Misty, Wayside. . . . KMCO, Conroe, Tex., personality Keith Heyn reporting; BP: "Only a Woman Like You," Billy Parker, Decca; BH: "My Elusive Dream," Bobby Vinton, Epic; BLP CUT: "Uptown Country Girl," Lynn Anderson, Chart. . . . KAYE, Puyallup, Wash., personality Chubby Howard reporting; BP: "I Know You're Married But I Love You Still," Red Sovine, Starday; BH: "Tom Green Country Fair," Roger Miller, Smash; BLP CUT: "The Ways to Love a Man," (Uptown Country Girl), Lynn Anderson, Chart.

Soul Sauce

**BEST NEW RECORD
OF THE WEEK:
"DEMONSTRATION"
OTIS REDDING
(Atco)**



By ED OCHS

SOUL SLICES: Tammi Terrell died last week in Philadelphia after six brain operations in 18 months failed to stop a brain tumor. She was 24 years old. Miss Terrell, who often teamed with Marvin Gaye ("Ain't No Mountain High Enough," "You're All I Need to Get By") collapsed onstage in his arms during a college concert in Virginia in 1967 while singing one of their hits, "Your Precious Love." . . . Peachtree Records in Atlantic will kick off its distribution deal with the Intrepid with Mitty Collier's "True Love Never Comes Easy." Other Peachtree acts include the Soul Changers, James Fountain, and Emory & the Dynamics. The label is co-owned and run by Henry Wynn and Stax artist William Bell. Meanwhile, Intrepid is currently makin' smoke with "My Baby's Missing," by Gene Faith on the Virtue label. . . . Dionne Warwick will appear in concert in England's Albert Hall, April 13. . . . Carolyn Franklin and producer Jim Radcliffe will be producing sister Erma Franklin's next album for Brunswick. Miss Franklin has written eight songs for "Daddy Goodness," an off-Broadway adaption of Richard Wright's work. . . . Atlantic will celebrate its very own "Age of Jazz," when for six weeks starting in April the label will promote its new and catalog jazz product. At the top of the list are: Eddie Harris' new album, "Come on Down," an album featuring John Coltrane called "The Coltrane Legacy," a new album of "Jazz Super Hits," plus "Best of" albums by Charlie Mingus, Charles Lloyd, Hank Crawford and Ornette Coleman. . . . At the Apollo Theatre till Wednesday (25): Clarence Carter. . . . Apologies to Jerry Butler, who last week conveyed to Soul Sauce that he in no way interfered in the business affairs of Guy Draper and the Unifics or "battled" black-with-black, as reported Feb. 28. . . . In the spring Arhoolie Records in Berkeley will turn to its fancy for vintage blues with new albums by Fred McDowell, John Jackson, Alex Moore, Mance Lipscomb, Earl Hooker, Big Joe Williams and Mike Russo. . . . An influx of soul product produced in Paris, France is beginning to reach the U.S., spearheaded by Polydor's release of T-Bone Walker's "Good Feelin'" album recorded by a Black-American residing in Paris, Robin Hemingway, with French and French-African musicians. Hemingway has also produced Hal (Cornbread) Singer for King Records and the Robert Patterson Singers' German hit, "Sad Black Tunes," set for U.S. release on United Artists in April. . . . Wilson Pickett, riding his monster "Cole, Cook & Redding," headlines at the Apollo for one week, starting Wednesday (25). . . . Aretha Franklin, who has had her troubles with Beatles material, as has Wilson Pickett, features the most incredible version of the Beatles' "Let It Be" on her latest album "This Girl's in Love With You." . . . New B.B. King: "I'm So Excited," on BluesWay. . . . A&M is pushing Melvin Van Peebles' anti-drug rap, "I Put a Curse on You." Del Shields is playing the cut on WLIB as a public service. . . . Cissy Houston, now soloing for Commonwealth United on her medley of "He" and "I Believe," did the same for Congress in 1966 before linking with Atlantic and the Sweet Inspirations, whose Gamble & Huff tune, "That's the Way My Baby Is," is picked to score. . . . WSID in Baltimore, the top-rated gospel outlet, has added a heavy blues and jazz format. . . . Tuesday evening (24) marks the premiere of the film, "King: A Filmed Record. Montgomery to Memphis," to be shown in 1,000 theaters in 300 cities. The film ends with Nina Simone singing, "Why? (The King of Love Is Dead)." Tell me, WHY?

BEST SELLING Soul Singles

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	CALL ME Aretha Franklin, Atlantic 2706 (Pundit, BMI)	7	26	38	GONNA GIVE HER ALL THE LOVE I'VE GOT Marvin Gaye, Tamla 54190 (Jobete, BMI)	3
2	2	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	11	27	35	CAT WALK Village Soul Choir, Abbott 2010 (Arden, BMI)	9
3	3	IT'S A NEW DAY James Brown, King 6292 (Dynatone, BMI)	6	28	32	YOU SAY IT Al Green, Hi 2172 (Jac, BMI)	8
4	4	THE BELLS Originals, Soul 35069 (Jobete, BMI)	7	29	34	CONCRETE RESERVATION Syl Johnson, Twinight 129 (Midday, BMI)	5
5	5	GOTTA HOLD ON TO THIS FEELING Jr. Walker & the All Stars, Soul 35070 (Jobete, BMI)	5	30	30	LOVE LAND Charles Wright & the Watts 103rd Street Rhythm Band, Warner Bros.-Seven Arts 7365 (Wright/Gerstl/Tamerlane, BMI)	4
6	19	ABC Jackson 5, Motown 1163 (Jobete, BMI)	2	31	31	MY SOUL'S GOT A HOLE IN IT Howard Tate, Turntable 508 (Cissi, BMI)	4
7	8	TO THE OTHER WOMAN Doris Duke, Canyon 2B (No Exit/Wally Roker, BMI)	6	32	28	HEY THERE LONELY GIRL Eddie Holman, ABC 11240 (Famous, ASCAP)	17
8	9	DO THE FUNKY CHICKEN Rufus Thomas, Stax 0058 (East/Memphis, BMI)	11	33	33	TENDER WAS THE LOVE WE KNEW Intruders, Gamble 4001 (Assorted, BMI)	3
9	12	YOU'RE THE ONE Little Sister, Stone Flower 9000 (Stone Flower, BMI)	5	34	21	COME TOGETHER Ike & Tina Turner, Minit 32087 (Maclen, BMI)	8
10	7	DIDN'T I (Blow Your Mind This Time) Delfonics, Philly Groove 161 (Nickel Shoe, BMI)	11	35	24	MOON WALK, Part 1 Joe Simon, Sound Stage 7 2651 (Cape Ann, BMI)	13
11	10	PSYCHEDELIC SHACK Temptations, Gordy 7096 (Jobete, BMI)	10	36	29	IF YOU'VE GOT A HEART Bobby Bland, Duke 458 (Don, BMI)	10
12	14	UP THE LADDER TO THE ROOF Supremes, Motown 1162 (Jobete, BMI)	3	37	37	OH WHAT A DAY Dells, Cadet 5663 (Last Go Round, BMI)	10
13	6	THANK YOU (Falettin' Me Be Mice Elf Agin) Sly & the Family Stone, Epic 5-10555 (Stone Flower, BMI)	12	38	—	YOU'VE MADE ME SO VERY HAPPY Lou Rawls, Capitol 2734 (Jobete, BMI)	1
14	11	NEVER HAD A DREAM COME TRUE Stevie Wonder, Tamla 54191 (Jobete, BMI)	7	39	—	FUNKY DRUMMER (Part 1) James Brown, King 6290 (Golo/Dynatone, BMI)	1
15	16	CALIFORNIA GIRL Eddie Floyd, Stax 0060 (East/Memphis, BMI)	6	40	—	I COULD WRITE A BOOK Jerry Butler, Mercury 73045 (G.H.B., BMI)	1
16	13	THE THRILL IS GONE B. B. King, BluesWay 61032 (Grosvenor House, ASCAP)	13	41	41	TO LIVE IN THE PAST Percy Mayfield, RCA 74-0307 (Ninandy, BMI)	3
17	15	GIVE ME JUST A LITTLE MORE TIME Chairmen of the Board, Invictus 9074 (Gold Forever, BMI)	10	42	43	BUFFALO SOLDIER Flamingos, Polydor 14019 (Singleton/Hip Hill, BMI)	2
18	42	TURN BACK THE HANDS OF TIME Tyrone Davis, Dakar 615 (Wally Roker, BMI)	2	43	—	WHAT CAN I TELL HER J. P. Robinson, Alston 4583 (Sherlyn, BMI)	1
19	20	LAUGHIN' AND CLOWNIN' Ray Charles, ABC 11259 (Kags, BMI)	3	44	45	DO YOUR DUTY Betty Lavette, Silver Fox 21 (Dlief, BMI)	2
20	25	CRYING IN THE STREETS (Part 1) George Perkins & the Silver Stars, Silver Fox 1B (Singleton, BMI)	4	45	50	WAN-TU-WAH-ZUREE George Tindley, Wand 11215 (Double Diamond, BMI)	3
21	17	KEEP ON DOIN' Isley Brothers, T-Neck 914 (Triple 3, BMI)	8	46	—	LOVE ON A TWO WAY STREET Moments, Stang 5012 (Gambi, BMI)	1
22	22	FUNKY CHICKEN Willie Henderson & the Soul Explosions, Brunswick 755429 (Dakar/BRC, BMI)	6	47	—	TOO BUSY THINKING 'BOUT MY BABY Young Vandals, T-Neck 917 (Jobete, BMI)	1
23	18	GOOD GUYS ONLY WIN IN THE MOVIES Mel & Tim, Bamboo 109 (Cachand/Parcheal, BMI)	8	48	49	JUST ANOTHER HEARTACHE Artistics, Brunswick 755431 (Dakar/BRC, BMI)	2
24	26	DEEPER (In Love With You) O'Jays, Neptune 22 (Assorted, BMI)	3	49	48	MY BABY'S MISSING Gene Faith, Virtue 2512 (Mary Hill/Joshie/Brown/Trout, BMI)	2
25	27	LOVE OR LET ME BE LONELY Friends of Distinction, RCA 74-0319 (Porpete, BMI)	2	50	—	DETOUR Persians, GWP's Grapevine 206 (Millbridge, BMI)	1

Whitfield BMI's Top Soul Writer

NEW YORK — Motown's Norman Whitfield was toasted as the top soul songwriter with four awards, as 59 writers and 22 publishers of 36 soul songs received BMI "citations of achievement" as the most performed songs for the year ended June 30, 1969. A special citation was presented to Philemon Hou and Harry Elston, the writers, and Cherio Corp., the publisher, for "Grazin' in the Grass," the most performed BMI r&b song for the period.

Other leading writer-award winners honored March 18 at the Hotel Pierre include: Nickolas Ashford, Steve Cropper, Kenneth Gamble, Leon Huff, Valerie Simpson, Barrett Strong and Paul Sawyer, all with three awards each. Winners of two

awards include Johnny Bristol, Jerry Butler, Harvey Fuqua, Booker T. Jones, Eugene Record, William Robinson Jr., William Sanders, R. Dean Taylor and Frank Wilson.

Multiple publisher-award recipients include East/Memphis Music Corp., five awards; Double Diamond Music Co. and Downstairs Music Co., three awards; and BRC Music Corp., Fame Publishing Co. and Parabut Music Corp., all with two awards each.

A complete list of the award winners follows:

Baby Baby Don't Cry—Jobete Music Co., Inc. William Robinson, Jr., Al Cleveland, Terry Johnson; Bring It on Home to Me—Kags Music Corp., Sam Cooke; California Soul—Jobete Music Co., Inc., Nickolas Ashford, Valerie R. Simpson; The Chokin' Kind—Wilderness Music Publishing Co., Inc., Harlan Howard; Cloud Nine—Jobete Music Co.,

Inc., Norman Whitfield, Barrett Strong; The Composer—Jobete Music Co., Inc., William Robinson, Jr.; (Sittin' On) The Dock of the Bay—East/Memphis Music Corp., Time Music Co., Inc., Redwal Music Co., Inc., Otis Redding, Steve Cropper; Earth Angel—Dootsie Williams, Inc., Jesse Belvin; Everyday People—Daly City Music, Sylvester Stewart; Grazin' in the Grass—Cherio Corp., Philemon Hou, Harry Elston; Hi Heel Sneakers—Medal Music, Inc., Robert Higginbotham; The Horse—Dandelion Music Co., Jesse James & Jamesboy Publishing; I Heard It Through the Grapevine—Jobete Music Co., Inc., Barrett Strong, Norman Whitfield; I Just Can't Stop Dancing—Double Diamond Music Co., Downstairs Music Co., Kenneth Gamble, Leon Huff; I'll Never Give You Up—Parabut Music Corp., Double Diamond Music Co., Downstairs Music Co., Kenneth Gamble, Leon Huff, Jerry Butler; I'm Living in Shame—Jobete Music Co., Inc., R. Dean Taylor, Pam Sawyer, Berry Gordy, Jr., Frank E. Wilson, Henry Cosby; It's Your Thing—Rudolph Isley, Ronald Isley, O'Kelly Isley; Love Child—Jobete Music Co., Inc., Frank E. Wilson, Deke Richards, Pam Sawyer, R. Dean Taylor; Love Makes a Woman—Jalynne Music, Inc., BRC Music Corp., Eugene Record, Carl

(Continued on page 50)

More will
LIVE



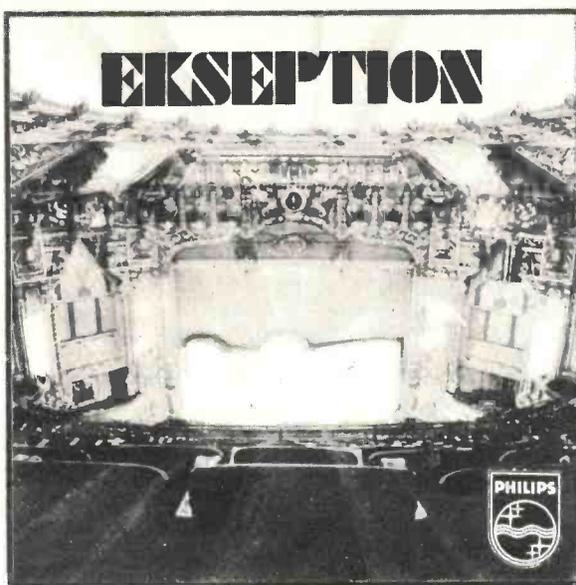
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From The Music Capitals of the World

(DOMESTIC)

• Continued from page 36

Boston's Symphony Hall May 13 and 14. . . . Metromedia's **Him, He & Me** open a four-week engagement at Cincinnati's Sheraton-Gibson Hotel Monday (30). . . . **Phil Ramone** has been appointed music coordinator for "The Sidelong Glances of a Pigeon Kicker" for Saturn Pictures Corp. . . . **Terry Noon**, whose Page Full of Hits firm recently affiliated with Screen Gems-Columbia Music, is no longer professional manager of Ambassador Music. . . . **Franco Avorio**, vocalist, will be the only entertainer at the National Silent

Majority's first annual dinner-dance in honor of U.S. forces in Vietnam. The event is scheduled for Brooklyn's Glen Terrace April 15.

Dunhill's **Thelma Houston** opens a one-week stint at the Apollo Theater Wednesday (1). She begins a three-day stand at Boston's Stonehedge Club April 9. Other engagements include one week at the Yankee Clipper, Santa Barbara, Calif., April 20, and three weeks at Las Vegas' Caesars Palace, beginning May 1. . . . **Al Ham** will arrange and produce the second Decca album for the **Midas Touch**.

The score of Cannon Productions' "The Dreamers" by Audio Fidelity's **Gershon Kingsley** is Israel's entry this year at the Cannes Festival. . . . Elektra's **Stooges** play the Cincinnati Gardens Thursday (26); Birmingham, Mich., Friday (27); the Upstairs, Lima, Ohio, Saturday (28); the Music Dome, Port Huron, Mich., Tuesday (31); Providence's Warehouse, April 3-5; Saginaw, Mich., April 17; Toronto's Maple Leaf Gardens, April 18, and the Boston Garden Arena, April 20.

Sy Oliver & His Band open at the Downbeat Friday (3) with the **Lou Stein Trio**. . . . **Itney Jane Songs** (BMI), headed by **Jane Jarest**, has signed a three-year administration deal with Los Angeles' **Criterion Music** headed by **Michael Goldstein**. . . . **United Artists' Sergio Franchi** appears on the "Merv Griffin Show" Monday (23) and the "Ed Sullivan Show" April 12. . . . Composer **Bobby Scott** has returned from London, where he appeared on the "Tops in Pops" TV show. . . . **Florence Henderson**, who opened a three-week engagement at the Persian Room March 18, will appear on the April 12 "Ed Sullivan Show." . . . **Bell's Julie Budd** tapes a "David Frost Show" Monday (23).

Elektra's **Tom Paxton** opens a four-night gig at the Main Point, Bryn Mawr, Pa., outside of Philadelphia, Thursday (26) with **Livingston Taylor**. Ampex's **American Dream** plays the club Tuesday (31) and Wednesday (1) with **Sweet Beginning**. . . . **Oliver** opens a three-week booking at the Checquers Club, Sydney, Australia, Thursday (26). . . . **Robert Ryan** is narrator on a dramatized documentary album of the Apollo 11 moon landing, which has been produced on the American Radio News label, a division of ARN Broadcasting Corp., by **Donals Fass**. . . . The **PJ's**, a new singing duo of **Paola & Jeanne Parker**, will debut their new cafe act at Las Vegas' Caesars Palace this spring. They record for Audio Fidelity.

Polydor's **Jake Holmes** is beginning a European promotion tour to promote his first album for the label. TV appearances are included. The tour is being scheduled and handled by **Clive Woods**, director of public relations for Polydor, England. . . . The Royal

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Soul

Billboard SPECIAL SURVEY For Week Ending 3/28/70

BEST SELLING Soul LP's

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	I WANT YOU BACK Jackson 5, Motown MS 700	11	26	28	GOLDEN HITS, VOL. II Dionne Warwick, Scepter SPS 577	22
2	2	THIS GIRL IN LOVE WITH YOU Aretha Franklin, Atlantic SD 8248	7	27	24	R. B. GREAVES Atco SD 33-311	12
3	3	PUZZLE PEOPLE Temptations, Gordy GS 949	25	28	26	FOUR IN BLUE Smokey Robinson & the Miracles, Tamla TS 297	17
4	4	STAND Sly & the Family Stone, Epic BN 26456	48	29	25	DOWN HOME STYLE Brother Jack McDuff, Blue Note BST 84322	16
5	6	TODAY Brook Benton, Cotillion SD 9018	6	30	39	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKA0 404	2
6	5	AIN'T IT FUNKY James Brown, King KS 1092	7	31	40	IF WALLS COULD TALK Little Milton, Checker LPS 3012	3
7	7	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	38	32	34	PHILOSOPHY CONTINUES Johnny Taylor, Stax STS 2023	8
8	8	COMPLETELY WELL B. B. King, BluesWay BLS 6037	14	33	31	LOVE IS BLUE Dells, Cadet LPS 829	32
9	10	DELPHONICS' SUPER HITS Philly Groove PG 1152	19	34	29	LET IT BLEED Rolling Stones, London NPS 4	10
10	11	I LOVE YOU Eddie Holman, ABC ABCS 701	9	35	30	TOM JONES LIVE IN LAS VEGAS Parrot PAS 71031	19
11	9	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	16	36	41	GRITTY, GROOVY & GETTIN' IT David Porter, Enterprise ENS 1009	2
12	20	LIKE IT IS Dells, Cadet LPS 837	5	37	38	BLACK GOLD Nina Simone, RCA Victor LSP 4248	4
13	13	SANTANA Columbia CS 9781	15	38	36	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	45
14	14	DIANA ROSS & THE SUPREMES' GREATEST HITS, VOL. III Motown MS 702	11	39	47	RIGHT ON Wilson Pickett, Atlantic SD 8250	2
15	15	GET READY Rare Earth, Rare Earth RS 507	10	40	46	CAN'T TAKE MY EYES OFF YOU Nancy Wilson, Capitol ST 429	2
16	16	WALKING IN SPACE Quincy Jones, A&M SP 3023	16	41	44	THE DEVIL MADE ME BUY THIS DRESS Flip Wilson, Little David LD 1000	5
17	17	THAT'S THE WAY LOVE IS Marvin Gaye, Tamla TS 299	8	42	33	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 8397	11
18	12	WHAT DOES IT TAKE TO WIN YOUR LOVE Jr. Walker & the All Stars, Soul SS 721	14	43	—	FUNKADELIC Westbound 2000	1
19	19	BABY I'M FOR REAL Originals, Soul SS 716	11	44	42	MY MAN! WILD MAN! Wild Man Steve, Raw 7000	9
20	21	CREAM OF THE CROP Diana Ross & the Supremes, Motown MS 694	18	45	50	GOODNESS Houston Person, Prestige PR 7678	3
21	18	LOVE, PEACE & HAPPINESS Chambers Brothers, Columbia KGP 20	11	46	—	I'M A LOSER Doris Duke, Canyon 7704	1
22	22	FEELIN' GOOD David Ruffin, Motown MS 696	13	47	45	MY CHERIE AMOUR Stevie Wonder, Tamla TS 296	25
23	32	BEST OF THE IMPRESSIONS Curtom 8004	6	48	—	MANY GROOVES Barbara Lewis, Enterprise ENS 1006	1
24	23	ICE ON ICE Jerry Butler, Mercury SRS 61234	27	49	49	FEELIN' ALRIGHT Mongo Santamaria, Atlantic SD 8252	2
25	27	LOOK-KA PY PY Meters, Josie JOS 4011	8	50	—	WILD IS LOVE Patti Drew, Capitol ST 408	1

Teens and Avco Embassy's **Reparata & the Delrons** have taped a "Clay Cole Show" for viewing late this month. . . . Atco's **Blues Image** will be the subject of a documentary by **John Irvin**, British film maker, on the rise to fame of an American pop group. The show is slated for the BBC network in Europe and NET in the U.S. . . . **Starday-King's Manhattan** will tape a WNDT educational TV "Soul" show, Tuesday (24).

RCA's **Jefferson Airplane** play the Capitol Theater, Port Chester, N.Y., Tuesday (24); Suffolk Community College, Selden, N.Y., Wednesday (25); Toronto's **O'Keefe Center**, Sunday (29); University of Massachusetts, April 18; Fordham University, April 19; and Fillmore East, April 28-29. The Fillmore East date is with Polydor's **Manfred Mann**. . . . **Jimmy Huff** is promoting his Notable single, "I'd Love Making Love to You" in a two-week tour including stops in Chicago, Detroit, Cleveland, Philadelphia, Miami and Hartford. . . . **Stephen Check** will sing a program of Chinese traditional and folk songs at Town Hall, Saturday (28).

BMI's Top Soul Writer

• Continued from page 48

H. Davis, William Sanders; My Whole World Ended—Jobete Music Co., Inc., Johnny Bristol, Harvey Fuqua, Pam Sawyer, Jimmy Roach; Only the Strong Survive—Parabut Music Corp., Double Diamond Music Co., Downstairs Music Co., Kenneth Gamble, Leon Huff, Jerry Butler; Pickin' Wild Mountain Berries—

CHICAGO

Due in for concerts in late March are Dunhill's **Steppenwolf**, **Deram's Ten Years After** and **Parrot's Savoy Brown**. . . . 22nd Century Productions brought in a diverse musical weekend featuring Atco's **Iron Butterfly** and **Blues Image** for two shows Friday (21) and A&M's **Joe Cocker** and the **Grease Band**, **Windfall's Mountain** and Polydor's **Stone the Crows** for one show Saturday (22). The company will wrap up its winter program with Dunhill's **Three Dog Night** and **Talma's Smokey Robinson** and the **Miracles** in two separate shows. (Continued on page 60)

Crazy Cajun Music; Clifton Thomas, Bob McRee, Edward Thomas, Jr.; Runaway Child Running Wild—Jobete Music Co., Inc., Barrett Strong, Norman Whitfield; See Saw—East/Memphis Music Corp., Cotillion Music, Inc., Don Covay, Steve Cropper; Slip Away—Fame Publishing Co., William Armstrong, Wilbur Terrell, Marcus Daniel; The Snake—E. B. Marks Music Corp., Oscar Brown, Jr.; Some Things You Never Get Used To—Jobete Music Co., Inc., Nickolas Ashford, Valerie R. Simpson; Soul Limbo—East/Memphis Music Corp., Al Jackson, Booker T. Jones, Steve Cropper, Donald Dunn; Soulful Strut—Dakar Productions, Inc., BRC Music Corp., Eugene Record, William Sanders; Time Is Tight—East/Memphis Music Corp., Booker T. Jones; Too Busy Thinking About My Baby—Jobete Music Co., Inc., Norman Whitfield, Janie Bradford; Too Weak to Fight—Fame Publishing Co., Rick Hall, George H. Jackson, Clarence Carter, John M. Keyes; Twenty-Five Miles—Jobete Music Co., Inc., Johnny Bristol, Harvey Fuqua, Edwin Starr; Who's Making Love—East/Memphis Music Corp., Homer Banks, Bettye Crutcher, Donald Davis, Raymond Jackson; You Keep Me Hangin' On—Jobete Music Co., Inc., Brian Holland, Eddie Holland, Lamont Dozier; You're All I Need to Get By—Jobete Music Co., Inc., Nickolas Ashford, Valerie R. Simpson.

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Country Music

ABC Exiting Nashville— 'Releases' Country Artists Urges Radiomen To Plug Country

NASHVILLE—ABC Records has given up all production of records here, has given releases to all of its country artists, and has moved its headquarters.

With no more sessions scheduled, the company will have just a promotions and publicity office. The new location is 1819 Broadway, a large building which also houses the new headquarters of Peer-Southern and Bobby Bare Enterprises.

Paul Cohen, the pioneer record producer who had headed ABC's A&R department here, remains at College Station, Tex., where he has a home, and where he has been living for the past several months. His future with the company is uncertain.

ABC has sent releases to Bob Bishop, Jerry Smith, Nancy Dec, Phil Brown and Jimmy Dempsey, most of whom already have been signed with other labels.

Cohen was one of the original record producers in Nashville.

However, in the past year he has turned out little product, mostly because of problems with his health. At the time Cohen moved from Kapp to ABC the company announced that it would move back into the country field in a big way. That activ-

ity has never materialized, however.

A spokesman here said it is not known whether ABC will do any country records at all. "If any are done, it would have to be on the West Coast," the spokesman added.

Wheeler Exits UA in Nashville; Gilmer Set

NEW YORK — Billy Ed Wheeler has resigned as professional manager of United Artist Music Group's Nashville office to devote time to polishing up the book and musical score of an outdoor musical drama called "Hatfields & McCoy's." The musical is scheduled to open at the Cliffside Amphitheater in Grandview State Park, Beckley, W. Va., on June 20.

Jimmy Gilmer will succeed Wheeler as UA's professional manager in Nashville. Gilmer, the leader of the recording group known as the Fireballs, will be responsible for auditioning and acquiring new material and staff writers for the publishing company. He will also be involved with producing masters for both the country and pop

NASHVILLE—George Cooper III, representing the Robert L. Holladay Organization, has called on country music broadcasters to "educate" the top echelon of management in the record industry as to the potential of country sales.

I can think of no media more knowledgeable or better equipped to perform this miracle than you, in country music broadcasting," Cooper wrote in Country Collage, a publication of the Holladay firm.

Cooper said he continually hears that another record has been broken in major markets by country package shows. "If fans put out good greenbacks,

break their backs looking for parking space to invade these vast arenas, they are either dedicated or out of their gourds," he wrote.

The record promoter wants an on-the-air campaign to entice fans to demand that retail record outlets stock country product.

Cooper said that, in addition to the success of the package shows, the rating success of country music TV syndicated shows is a matter of fact. "In many northern markets of every size and description these relatively low budget shows outperform the high budgeted network shows," Cooper noted. "Everyone is aware of the success that country music network shows met with in the last few years."

Cooper feels that the one weakness now is at the retail level, and that an intensified campaign probably would solve this. He has called on the disk jockeys and programmers to get it started.

markets under the firm's production arm, Proud Productions.

Gilmer will report to Jack Lee, national professional manager of the UA Music Group in Nashville.

Promotion on Country Tapes Run on a Cooperative Basis

OKLAHOMA CITY — A month long promotion for country music stereo tapes has been handled cooperatively by Oklahoma City radio stations KLPR and KOMA, Columbia Records, Frontier Airlines and Tape Town Stereo Centers of Oklahoma.

The "Salute to Johnny Cash" contest winners were given an all expense paid trip to Nashville to attend a taping of a Johnny Cash television show.

Four Tape Town Stereo Center locations ran heavily advertised specials on Cash stereo tapes and other Columbia country artists. Special tape player and accessory packages were advertised as Johnny Cash Specials, and the public was encouraged to come into any Tape Town center and register for a drawing.

The month was kicked off with dual remote broadcasts on the two cooperating stations from two of the Tape Town locations. Weekly "mystery object" contests were held, with the winners receiving free, installed car stereo tape players. A remote broadcast over KLPR at the end of the month climaxed

the event, with a drawing conducted live to select the winner.

"This was the most successful promotion we have devised to date," said Bob Cooper Jr., advertising manager for the tape firm. "Retail sales were up over 35 percent for all stores for the month, over the same period in 1969."

Additional trip contests are

planned by the Oklahoma retailer this year, including a Toronto Pop Festival promotion in June.

Effective April 1, the Tape Town Stereo Centers are changing their names to PickAtape Stereo Centers, as part of the company's national franchise and company expansion program now under way.

'Jamboree USA' Sells Out Three Shows in One Night

WHEELING, W. Va. — For the first time in its history, the WWVA "Jamboree USA" has sold out three complete shows in one evening, a total of 7,500 tickets.

The Buck Owens show was featured on the March 14 "Jamboree" show, and with only WWVA spots announcing this fact, both the 7:30 and 10:00 shows were sold out. Jack McFadden arranged for a third show, at 5:00 p.m., and it also sold out in short order.

The Buck Owens appearance, including The Hagers, Susan Raye and Buddy Alley, was the major kickoff of the 1970 "Sea-

son of Spectaculars" for the show. Fifteen major artists already are signed for the spring and summer season, and more will be added for the fall schedule.

"Jamboree USA" is now located in a plush downtown home, and is in its 37th year of continuous broadcasts. New staging effects are being utilized, and a back-up vocal group has been added to all shows.

Manager Quentin "Reed" Welty is strengthening the lineup of regulars, having just added LaWanda Lindsey and Dick Curless.

Hee-Haw Back

LOS ANGELES — "Hee-Haw," hour country music and comedy show featuring hosts Buck Owens and Roy Clark and guest artists, has been renewed for the fall on CBS-TV network. Show will tape 13 weeks of shows May 18-June 23 at WLAC-TV in Nashville, reports co-producer Sam Lovullo. The show will move to a Tuesday 8:30 p.m. time slot, replacing canceled "Red Skelton Hour."

Club in Indiana For Country Acts

GARY, Ind.—A new club utilizing country music exclusively will open near here April 4, with Jimmy Dickens and his band the first night act.

The club, "The Midway," is co-owned by Don Chapman and Jack Billish, who also jointly own the Lake-N-Park Inn in this region. Its location is between here and Hammond. Seating capacity is 750.

Chapman and Billish have worked out booking arrangements with the Joe Taylor Artist Agency, which will handle all of the booking, working in cooperation with other agents here.

Golf Tourney Plans Rolling

NASHVILLE—Bob Jennings, head of Four Star Music here, has announced plans for the second annual Four Star Music Invitational Golf Tournament May 18-19.

The response from last year's event was so overwhelming it was decided to make it an annual affair.

The 36-hole handicap play tournament will be held at Henry Horton State Park, 35 miles south of here at Chapel Hill, Tenn. Invitations are due in the mail shortly.

Working with the tournament committee this year are Chuck Seitz, Dudley/Waxo/Green and Boyce Hawkins.

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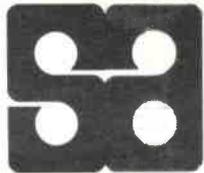
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 I Forgot to Get Myself Together—Little Dondi (Rain)
 Old Lonesome Me—Jan Hurley (Opossum)
 You Don't Know What You've Got—Alvin Christy (Pin-Point)
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Hot Country Singles

★ STAR Performer—Single's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	FIGHTIN' SIDE OF ME Merle Haggard & the Strangers, Capitol 2719 (Blue Book, BMI)	8
2	8	ONCE MORE WITH FEELING Jerry Lee Lewis, Smash 2257 (Combine, BMI)	6
3	5	TENNESSEE BIRDWALK Jack Blanchard & Misty Morgan, Wayside 010 (Back Bay, BMI)	8
4	4	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia 4-45091 (Mariposa, BMI)	6
5	18	IS ANYBODY GOIN' TO SAN ANTOÑO? Charley Pride, RCA Victor 47-9806 (Tree, BMI)	4
6	6	OCCASIONAL WIFE Faron Young, Mercury 73018 (Hartack/Reneau, BMI)	8
7	2	I'LL SEE HIM THROUGH Tammy Wynette, Epic 5-10571 (Gallico, BMI)	9
8	7	COUNTRY GIRL Jeannie C. Riley, Plantation 44 (Singleton, BMI)	9
9	3	IF I WERE A CARPENTER Johnny Cash & June Carter, Columbia 4-45064 (Faithful Virtue, BMI)	10
10	11	ALL I HAVE TO DO IS DREAM Bobbie Gentry & Glen Campbell, Capitol 2745 (House of Bryant, BMI)	6
11	12	TOMORROW'S FOREVER Porter Wagoner & Dolly Parton, RCA Victor 47-9799 (Owepar, BMI)	7
12	20	I KNOW HOW Loretta Lynn, Decca 32637 (Sure-Fire, BMI)	4
13	10	HONEY COME BACK Glen Campbell, Capitol 2718 (In Litigation)	10
14	9	IT'S JUST A MATTER OF TIME Sonny James, Capitol 2700 (Eden, BMI)	11
15	13	WE'RE GONNA GET TOGETHER Buck Owens/Susan Raye, Capitol 2731 (Blue Book, BMI)	6
16	19	YOU WOULDN'T KNOW LOVE Ray Price, Columbia 4-45095 (Tree, BMI)	4
17	33	I WALKED OUT ON HEAVEN Hank Williams, Jr., MGM 14107 (Minstrel, BMI)	4
18	32	LOVE IS A SOMETIMES THING Bill Anderson, Decca 32643 (Stallion, BMI)	3
19	15	WELFARE CADILLAC Guy Drake, Royal American 1 (Bull Fighter, BMI)	12
20	14	A LOVER'S QUESTION Del Reeves, United Artists 50622 (Progressive/Eden, BMI)	8
21	39	POOL SHARK Dave Dudley, Mercury 73029 (Newkeys, BMI)	3
22	16	I'VE BEEN EVERYWHERE Lynn Anderson, Chart 5053 (Hill & Range, BMI)	7
23	17	NORTHEAST ARKANSAS MISSISSIPPI COUNTY BOOTLEGGER Kenny Price, RCA Victor 47-9787 (Tree, BMI)	9
24	34	SOUL DEEP Eddy Arnold, RCA Victor 47-9801 (Barton, BMI)	5
25	38	TALK ABOUT THE GOOD TIMES Jerry Reed, RCA Victor 47-9804 (Vector, BMI)	4
26	40	RUNNING BARE Jim Nesbitt, Chart 5052 (Yonah, BMI)	5
27	31	A GIRL WHO'LL SATISFY HER MAN Barbara Fairchild, Columbia 4-45063 (Combine, BMI)	7
28	28	MY ELUSIVE DREAMS Bobby Vinton, Epic 5-10576 (Tree, BMI)	5
29	30	PULL MY STRING AND WIND ME UP Carl Smith, Columbia 4-45086 (Milene, ASCAP)	3
30	42	THE CHICAGO STORY Jimmy Snyder, Wayside 009 (Newkeys, BMI)	7
31	23	THAT'S WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca 32599 (Tree, BMI)	13
32	36	KENTUCKY RAIN Elvis Presley, RCA Victor 47-9791 (Presley/S-P-R, BMI)	5
33	50	DON'T TAKE ALL YOUR LOVIN' Don Gibson, Hickory 1559 (Acuff-Rose, BMI)	3
34	25	I'LL MAKE AMENDS Roy Drusky, Mercury 73007 (Lowery, BMI)	11
35	21	CHARLIE BROWN Compton Brothers, Dot 17336 (Tiger, BMI)	10
36	45	THIRD WORLD Johnny & Jonie Mosby, Capitol 2730 (Melrose, ASCAP)	5

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
37	26	HUSBAND HUNTING Liz Anderson, RCA 47-9796 (Greenback, BMI)	7
38	22	THEN HE TOUCHED ME Jean Shepard, Capitol 2694 (Gallico, BMI)	13
39	56	WHERE GRASS WON'T GROW George Jones, Musicor 1392 (Glad, BMI)	3
40	48	LORD IS THAT ME Jack Greene, Decca 32631 (Blue Crest, BMI)	3
41	53	YOU GOT-TA HAVE A LICENSE Porter Wagoner, RCA Victor 47-9802 (Central Songs, BMI)	3
42	47	I WON'T BE WEARING A RING Peggy Little, Dot 17338 (Hill & Range/Blue Crest, BMI)	6
43	29	BIG MAMA'S MEDICINE SHOW Buddy Alan, Capitol 2715 (Blue Book, BMI)	8
44	24	A WEEK IN A COUNTRY JAIL Tom T. Hall, Mercury 72998 (Newkeys, BMI)	15
45	52	TOM GREEN COUNTY FAIR Roger Miller, Smash 2258 (Combine, BMI)	3
46	35	ROCK ISLAND LINE Johnny Cash, Sun 1111 (Hi-Lo, BMI)	5
47	74	ROCK ME BACK TO LITTLE ROCK Jan Howard, Decca 32636 (Wilderness, BMI)	2
48	27	SHE'LL BE HANGING AROUND SOMEWHERE Mel Tillis, Kapp 2072 (Sawgrass, BMI)	11
49	60	PLEASE BE MY NEW LOVE Jeannie Seely, Decca 32628 (Tree, BMI)	4
50	—	JULY 12, 1939 Charlie Rich, Epic 5-10585 (Gallico, BMI)	1
51	65	DARLING DAYS Billy Walker, Monument 1189 (Blue Crest, BMI)	2
52	55	HONEY DON'T Mac Curtis, Epic 5-10574 (Hi-Lo, BMI)	5
53	68	STAY THERE TILL I GET THERE Lynn Anderson, Columbia 4-45101 (Gallico, BMI)	2
54	—	RISE AND SHINE Tommy Cash, Epic 5-10590 (Cedarwood, BMI)	1
55	73	PICKIN' WILD MOUNTAIN BERRIES Kenny Vernon & Lawanda Lindsay, Chart 5055 (Crazy Cajun, BMI)	2
56	58	ONCE MORE WITH FEELING Willie Nelson, RCA Victor 47-9798 (Campbell, BMI)	3
57	—	SHE'S HUNGRY AGAIN Bill Phillips, Decca 32638 (Cedarwood, BMI)	1
58	—	GETTIN' BACK TO NORMA Bob Luman, Epic 5-10581 (Blue Echo, BMI)	1
59	59	I HEARD OUR SONG Dottie West, RCA Victor 47-9792 (Dunbar, BMI)	4
60	71	IF GOD IS DEAD (Who's That Living in My Soul) Nat Stuckey & Connie Smith, RCA Victor 47-9805 (Wilderness, BMI)	3
61	61	HONKY TONK WOMEN Charlie Walker, Epic 5-10565 (Gideon, BMI)	6
62	62	WAX MUSEUM Dave Peel, Chart 5054 (Sue-Mirl, ASCAP)	3
63	63	MARRY ME Ron Lowry, Republic 1409 (Jewel, ASCAP)	5
64	66	IT AIN'T NO BIG THING Mills Brothers, Dot 17321 (Central Songs, BMI)	2
65	75	LONG LONESOME HIGHWAY Michael Parks, MGM 14104 (Hastings/Rivers, BMI)	2
66	67	I FEEL FINE Penny DeHaven, Imperial 66437 (Maclen, BMI)	2
67	—	BENEATH STILL WATERS Diana Trask, Dot 17342 (Blue Crest, BMI)	1
68	70	MAMA COME'N GET YOUR BABY BOY Johnny Darrell, United Artists 50629 (Viva, BMI)	7
69	69	WHO WILL THE NEXT FOOL BE Charlie Rich, Sun 1110 (Knox, BMI)	5
70	72	GOOD MORNING Leapy Lee, Decca 732625 (James, BMI)	2
71	—	TAKE ME BACK TO THE GOOD TIMES, SALLY Bobby Wright, Decca 32633 (Acuff-Rose, BMI)	1
72	—	BAD CASE OF THE BLUES Linda Martell, Plantation 46 (Singleton, BMI)	1
73	—	IRMA JACKSON Tony Booth, MGM 14112 (Blue Book, BMI)	1
74	—	MERRY-GO-ROUND WORLD Webb Pierce, Decca 32641 (Wandering Acres, SESAC)	1
75	—	LITTLE BIT LATE Lewie Wickham, Starday 888 (Para-Kim, BMI)	1

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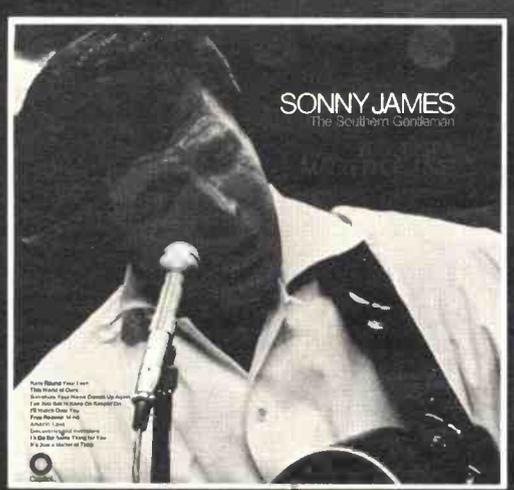
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9 APRIL
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10 APRIL
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Buffalo, N.Y.

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Country Music

**Nashville
Scene**

The Bill Anderson show was sabotaged at Wichita when just before the show started all power was cut off. Bill went ahead with the show despite the problems.

Dot's Ray Frushay is in the process of making a movie with Broderick Crawford, and is headlining at the Executive House in Scottsdale at the same time. Frushay has scored in two ways. He's been invited to make another movie with Crawford, and has been booked back at the club for three more weeks later this year.

Bob Jennings of Four Star Music has a new girl Friday, Linda Glover. Decca's Conway Twitty and his two young daughters, Joni & Kathy, provided the entertainment at the International Press Week at Houston's Astroworld last week. The Twitty's sang 12 songs, one for each month of the year.

Jeannie Seely was laid low by flu and bronchitis, and took enough time off to join her husband, Hank Cochran, in Los Angeles for a few days' rest and recuperation. She rejoined the Jack Greene show a short time later.

The mayors of Bristol, Tenn., and Virginia have proclaimed March Loretta Lynn Month in the twin cities. The Decca artist takes her show to the Kingsport Civic Auditorium Saturday (21) under the auspices of WKYE and promoter Jim Clark. Appearing with Miss Lynn on the show will be some top names, including the Wilburn Brothers, the Osborne Brothers, Peggy Sue, Sonny Wright and Tom T. Hall.

Ron Lowry is in town with his producer and manager to record his first LP for Gene Autry's Republic Records. Ray Sanders heads for Nashville soon to cut a new single for Liberty Imperial under the guidance of Scotty Turner.

The 17th edition of the WHOO Shower of Stars benefiting Easter Seals is set for Easter Sunday, March 29. The show, at Orlando, Fla., features Jerry Lee Lewis, Linda Gail the Jack Greene-Jeannie Seely show, and Clay Daniels.

Agency executive Buddy Lee announced that two new acts have been added to the growing roster at Buddy Lee Attractions. New on the list are Alex Houston and Jack Blanchard & Misty Morgan.

Nugget's Dick Flood also joined Buddy Lee. He will serve as liaison between Lee and military clubs. Working primarily as an agent, he also will be available as an artist. Danny Harrison visited Basic-Wheeling Music to pick up material for his upcoming Nashville LP and singles sessions. He also is slated for another appearance on "Jamboree USA."

Jamboree manager Quenton "Reed" Welty personally helped in the selection of material for Danny and for Darnell Miller. A series of 14 Air Force Radio Shows has been taped at Music City Recorders here. Shows were produced by Major Charles Brown. Artists appearing on the shows included Stonewall Jackson, Billy Walker, Stu Phillips, Charlie Louvin, Bobby Lewis, George Hamilton IV, Ray Griff and Peggy Little.

Glenn Scott is the new music director and country music consultant at station WCNW, Fairfield, Ohio. It was WSM-TV which made the "complete" contribution to the Cerebral Palsy Telethon here. It provided all of the production, preempted all its commercial time, and contributed in manpower an inestimable amount. Del Wood is now back on her feet after ill-

(Continued on page 60)



Billboard **Hot Country LP's**
Billboard SPECIAL SURVEY
For Week Ending 3/28/70

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	3	HELLO, I'M JOHNNY CASH Columbia KCS 9943	7
2	2	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	22
3	1	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	10
4	4	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	6
5	5	TRY A LITTLE KINDNESS Glen Campbell, Capitol SW 389	8
6	8	WINGS UPON YOUR HORNS Loretta Lynn, Decca DL 75163	7
7	7	THE WAYS TO LOVE A MAN Tammy Wynette, Epic BN 26519	7
8	6	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	39
9	10	SHE EVEN WOKE ME UP TO SAY GOODBYE Jerry Lee Lewis, Smash SRS 67128	7
10	9	BIG IN VEGAS Buck Owens, Capitol ST 413	10
11	11	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	30
12	13	GOLDEN CREAM OF THE COUNTRY Jerry Lee Lewis, Sun SUN 108	11
13	12	FROM MEMPHIS TO VEGAS/FROM VEGAS TO MEMPHIS Elvis Presley, RCA Victor LSP 6020	17
14	14	STORY SONGS OF TRAINS AND RIVERS Johnny Cash & the Tennessee Two, Sun SUN 104	16
15	16	WHERE GRASS WON'T GROW George Jones, Musicor 3181	13
16	23	TOO SEE MY ANGEL CRY/WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca DL 75172	7
17	15	TALL DARK STRANGER Buck Owens, Capitol ST 212	21
18	21	WISH I DIDN'T HAVE TO MISS YOU Jack Greene & Jeannie Seely, Decca DL 75171	8
19	17	A PORTRAIT OF MERLE HAGGARD Capitol ST 319	26
20	26	YOU GOT-TA HAVE A LICENSE Porter Wagoner, RCA Victor LSP 4286	7
21	24	THE EVER LOVIN' SOUL OF ROY CLARK Dot DLP 25972	14
22	19	SWITCHED ON NASHVILLE: COUNTRY MOOG Gil Trythall, Athena 6003	14
23	18	JOHNNY CASH'S GOLDEN HITS, VOL. II Sun SUN 101	27
24	25	MY BLUE RIDGE MOUNTAIN BOY Dolly Parton, RCA Victor LSP 4188	25
25	35	IT'S JUST A MATTER OF TIME Sonny James, Capitol ST 432	3
26	31	THE FAIREST OF THEM ALL Dolly Parton, RCA Victor LSP 4288	3
27	27	MOVING ON Danny Davis & the Nashville Brass, RCA Victor LSP 4232	16
28	30	HOMECOMING Tom T. Hall, Mercury SR 61247	8
29	29	HANK WILLIAMS JR. LIVE AT COBO HALL, DETROIT MGM SE 4644	25
30	28	MUDDY MISSISSIPPI LINE Bobby Goldsboro, United Artists UAS 6735	9
31	20	WAYLON Waylon Jennings, RCA Victor LSP 4260	8
32	34	HAUNTED HOUSE/CHARLIE BROWN Compton Brothers, Dot DLP 25974	5
33	33	SHOWTIME Johnny Cash & the Tennessee Two, Sun SUN 106	18
34	22	GLEN CAMPBELL "LIVE" Capitol STBO 268	28
35	36	COOKIN' Jerry Reed, RCA Victor LSP 4293	3
36	32	GREAT HITS Mel Tillis, Kapp KS 3589	10
37	41	LITTLE JOHNNY FROM DOWN THE STREET Wilburn Brothers, Decca DL 75173	2
38	37	ROGER MILLER 1970 Smash SRS 67129	7
39	—	PORTER WAYNE & DOLLY REBECCA Porter Wagoner & Dolly Parton, RCA Victor LSP 4305	1
40	40	DON'T IT MAKE YOU WANNA GO HOME Joe South, Capitol ST 392	2
41	42	COUNTRY SPECIAL Various Artists, Capitol STBB 402	11
42	39	JIM REEVES' GREATEST HITS, VOL. 3 RCA Victor LSP 4187	33
43	—	UPTOWN COUNTRY GIRL Lynn Anderson, Chart CHS 1028	1
44	45	TAKE A LETTER MARIA Anthony Armstrong Jones, Chart CHS 1027	2
45	—	BIG DADDY DEL Del Reeves, United Artists UAS 6733	3

ONE MORE MOUNTAIN TO CLIMB



**FREDDIE
HART**

Manager Sues Miss Riley's Brother-in-Law for 250G

NASHVILLE — Paul Perry, manager of singer Jeannie C. Riley, has filed a \$250,000 lawsuit in circuit court charging Miss Riley's brother-in-law with interfering with her management contract.

The suit is aimed at W.E. Scott of Nashville, and it charges a breach of contract. The petition claims that Scott induced the singer not to pay Perry commission on more than \$15,000 in income in the preceding 20 days.

The suit asks \$50,000 in puni-

tive damages and \$200,000 in actual damages to compensate Perry for what he calls disruption of his business and harm to his reputation.

The petition contends that Scott interrupted the line of communications between the singer and her manager and actually canceled orders that Perry had issued.

Scott, the brother-in-law, recently moved here. Perry has managed Miss Riley's career for the past three years.

Nashville Scene

• Continued from page 58

ness. . . . Lester Flatt received some 20,000 pieces of mail in the contest to name his band. . . . Catherine Pellitirri, wife of the long-time stage manager of the "Opry" is recovering from a heart attack. . . . Jan Howard, who was born on Friday the 13th, celebrated her birthday on that day of superstition this year. It was wonderful. . . . Skeeter Davis' new record, "It's Hard to Be a Woman," was a song she heard on the telephone and decided to record. She didn't even know who had written it. . . . The "Opry's Ann Perry is a model of perfection, according to her boss and to those who work with her. She is total efficiency.

Johnny & Tommy Cash will do a command performance at the White House. They'll be flown up on Air Force One. . . . Ronnie Profit has cut four sides with Paul Perry, and it's suddenly one of the hottest properties around. . . . Diana Trask is being visited by her father from Australia. . . . The Spar tune by John Briggs titled "Mishawaka, Indiana" came from a suggestion by Ralph Emery. Ralph spoke of Mishawaka, and said someone should use the name in a song-title. . . . Darrell McCall is out working the road, and helping the career of Mona Vary, who is doing demo work and television shows. . . . Carl Phillips' tune on Spar has been picked up by Dot Records and will get strong promotion. . . . After 11 years in the insurance business here, James Ladd has made his television debut as a singer, and has demonstrated a strong voice. . . . Jack Gregory, Dutch Gorton and Jack Shook, three of the old-pro musicians, played a special guest spot on the "Morning Show" on WSM-TV. . . . WKOP, Binghamton, N.Y., is sponsoring the second annual March of Dimes Country Jamboree. Among the artists taking part are Les Severs, Van Trevor, Johnny Dollar & Tammy Lee Robinson. . . . Patsy Sledd has joined the Hubert Long Agency. Her new United Artists release is "If You Were Me."

Ed Bruce is appearing at the Red Lion Pub, a part of the Jack Spence Motor Lodge for a two week stint. . . . Shelby Singleton Music, Inc., is maintaining its strong publishing ties in the country field with new singles. Dave Olson, manager of the publishing firm, notes that Becki Bluefield wrote "Somebody's Gonna Plow Your Field," and Ben Peters has turned out "I'm Only a Woman" by Lucille Starr on Dot and "I Get a Happy Feelin'" by Billy Parker on Decca. . . . Leroy Van Dyke, Bill Anderson & David Houston have been lined up for multiple fair dates this spring and summer. . . . The Bill Anderson Show, featuring Jan Howard, will go to Norway, Denmark, Sweden, Holland, Germany and England for live concert appearances. . . . RCA comedian Don Bowman's "Whispering Country" album is a satire of Bill Anderson's hits. . . . Roy Drusky is slated for the Rose Room in Atlanta, then on to dates in Arkansas. . . . Imperial's Penny DeHaven

will sing her country version of the Beatles' hit, "I Feel Fine" Saturday (28) at Louisville, Ky. . . . The recent Detroit package show consisting of Bill Anderson, Merle Haggard & Charley Pride grossed \$63,000 despite the fact that a dog show next door took up virtually all of the parking space. . . . More Hawaiian tours sets for Nashville artists. Those on the list are Johnny Darrell, Tommy Cash, Charlie Louvin & Dianne McCall, Peggy Little & Tommy Overstreet, Red Sovine, George Morgan and Nat Stuckey.

Upcoming acts scheduled for appearances at the Lake-N-Park Inn, contracted by the Joe Taylor Artist Agency, are Nat Stucky, Jim & Jesse, Bobby Lewis, Johnny Paycheck, Earl Smith, George Hamilton, Jimmy Dickens, Peggy Little & Tommy Overstreet. Junior Samples & Gordie Tapp will be part of the April 2 opening night festivities of the Senior Citizens Center of Williamantic, Conn. . . . Fred Foster, president of Monument, is back from London where he made a deal with Larry Page, president of Penny Farthering Records, for the distribution rights in the U.S. and Japan on three of their top artists: Lincoln Black, Judd and the Larry Page Orchestra. . . . "Belle," the title song of Steve Allen's "Belle Starr" stage production, has been recorded by Leroy Van Dyke for Kapp records. Gene Nash currently is editing the session. Van Dyke makes his third return visit to the Sahara Hotel's Casbar Lounge June 16. . . . David Houston appeared on the "Lawrence Walk Show" Saturday. It's a show in which Welk pays a strong tribute to Country music. This week David and his wife, along with manager Tillman Franks and his wife will fly to London for a series of concerts. . . . Ohio artist Ethel Delaney has her first album release titled "Goin' to the Country." Mike Hoyer of WHO wrote the liner notes. . . . Clay Daniels, music director of WHOO, Orlando, has moved up to the post of program director.

Bob Frick of Frick Music Publishing Co., has a tune titled "Right Side of God" which is catching on with the college set. . . . Ray Sanders of Liberty Imperial is making personal appearances with MGM's Billy Walker and Mercury's Faron Young. In mid April he returns to Nashville for sessions under the direction of Scotty Turner. . . . Buddy Killen is scheduled at American Studios in Memphis, this week for a session with Dial's Joe Tex. . . . Songwriter Red Lane has moved into a lakeside pad. . . . Tex Clark is promotion director of Brite-Star rather than owner. . . . Paul Adams and Jack Wall of National Sound Marketing were in town last week, negotiating the purchase of another label. . . . The new Don Gibson LP is being picked at stations of all sorts as the No. 1 choice. It's his first effort on Hickory. . . . Radio WPAC, Patchogue, New York, is setting up to air an experimental country program. It urgently needs material to compile a top 40 or 50 list. Address it to Gene Pfeiffer, the music director.

From the Music Capitols Of the World

• Continued from page 50

arate shows in April. . . . Five Stages, a rock house that recently opened, continues to bring in talent that is rising on the music scene. Recent weekend concerts have featured Capitol's SRC, Amaret's Crow, Blue Thumb's Southwind, Cadet-Concept's Rotary Connection and the old pro Little Richard. . . . The Doors' movie, "Feast of Friends," had its Midwest premiere at the Aardvark Theater March 13. . . . Capitol's Band played one concert at the Opera House March 13. . . . Columbia's Clancy Brothers played a pre-St. Patrick's Day concert on March 14. . . . Odetta appeared at Mister Kelly's. . . . The Barkays with Johnny Williams appeared recently at the Apollo II. . . . The Rev. Gary Davis, old-time blues singer, followed Warner Bros. Dion at the Quiet Knight. Corky Siegal's Happy Year Band, featuring Jim Schwall, appeared each Tuesday. Columbia's Tom Rush started a limited engagement there March 18. . . . Elmore James Jr. appearing at JoJo's on the South Side. . . . MGM's Fat Water at Lally's March 13-14.

GEORGE KNEMEYER

CINCINNATI

WCPO-TV's "Len Mink Show" has won a gold medal award for excellence in the local music-variety category from the National Association of Television Programming Executives. A Mink show tape which featured Joe Williams, blues singer, as guest, was the winning entry. Ron de Moraes is producer-director of Mink's 9:30 p.m. Monday show. . . . Charlie Gore and Billy Holmes, of WLW-TV's "Midwestern Hayride," planted four of their original tunes with Glen Campbell during the latter's recent engagement at Cincinnati Gardens. One of Billy's tunes, "Life," is slated for a waxing by Ferlin Husky almost any day now. . . . The Heywoods flew to California Saturday (21) to do another tape for Gene Autry. They appeared at the Monterey Pop Festival Sunday (22), which was headlined by the Three Dog Night. The Heywoods were set on the Monterey date by Don Williams of KIDD Radio.

Tom Jones' appearance at Cincinnati Gardens June 16 will command the highest ticket prices ever asked for an attraction in Cincinnati. According to Larry Sadoff, Gardens promotion director, approximately 1,000 seats will be set aside at \$25 each. Other ducats will be scaled at \$15, \$12.50, \$10 and \$7.50. Jones is slated to play the Cleveland Public Auditorium June 17 and it is reported that the top-priced seats there, \$25 and \$16, are already sold out. Jones' Cincy engagement calls for a percentage against a \$75,000 guarantee. . . . Rusty York's Jewel Recording Co. was the scene of 11 sessions the past week. . . . The Four Corners, new rock group of Dayton, Ohio, hit No. 6 on WADO, Dayton, Ohio, last week with their new Jewel recording of "Don't Send Me Away," produced by Gene Lawson, Jewel chief engineer. . . . Favorable reaction to a cut called "Sweet Baby Boy" from Bobby Grove's album, "Jesus Is a Soul Man," has led Mastertone Records to release it on a single. The session was produced by Rusty York. WUBE, Cincy country station, gave it a "Pick Hit" last week.

With the house scaled at a \$6 top, Glen Campbell and his traveling unit pulled 12,500 to Cincinnati Gardens Saturday night (28) for a gross topping \$63,000. Campbell took \$40,000 for his end. The local engagement was sponsored by WUBE Radio and its affiliate, Concerts West.

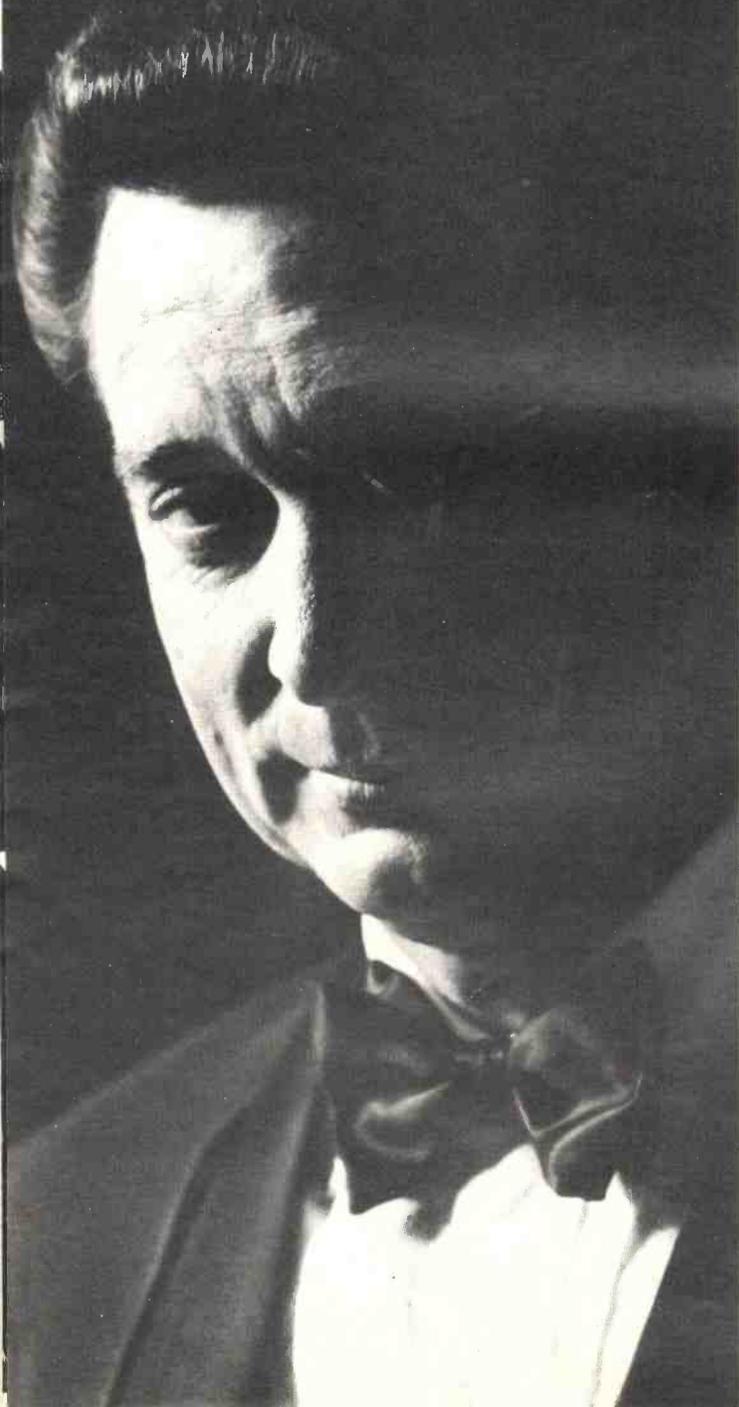
Mrs. Margareta S. (Peggy) Sudbrink of Fort Lauderdale, Fla., has purchased the WZIP stations here

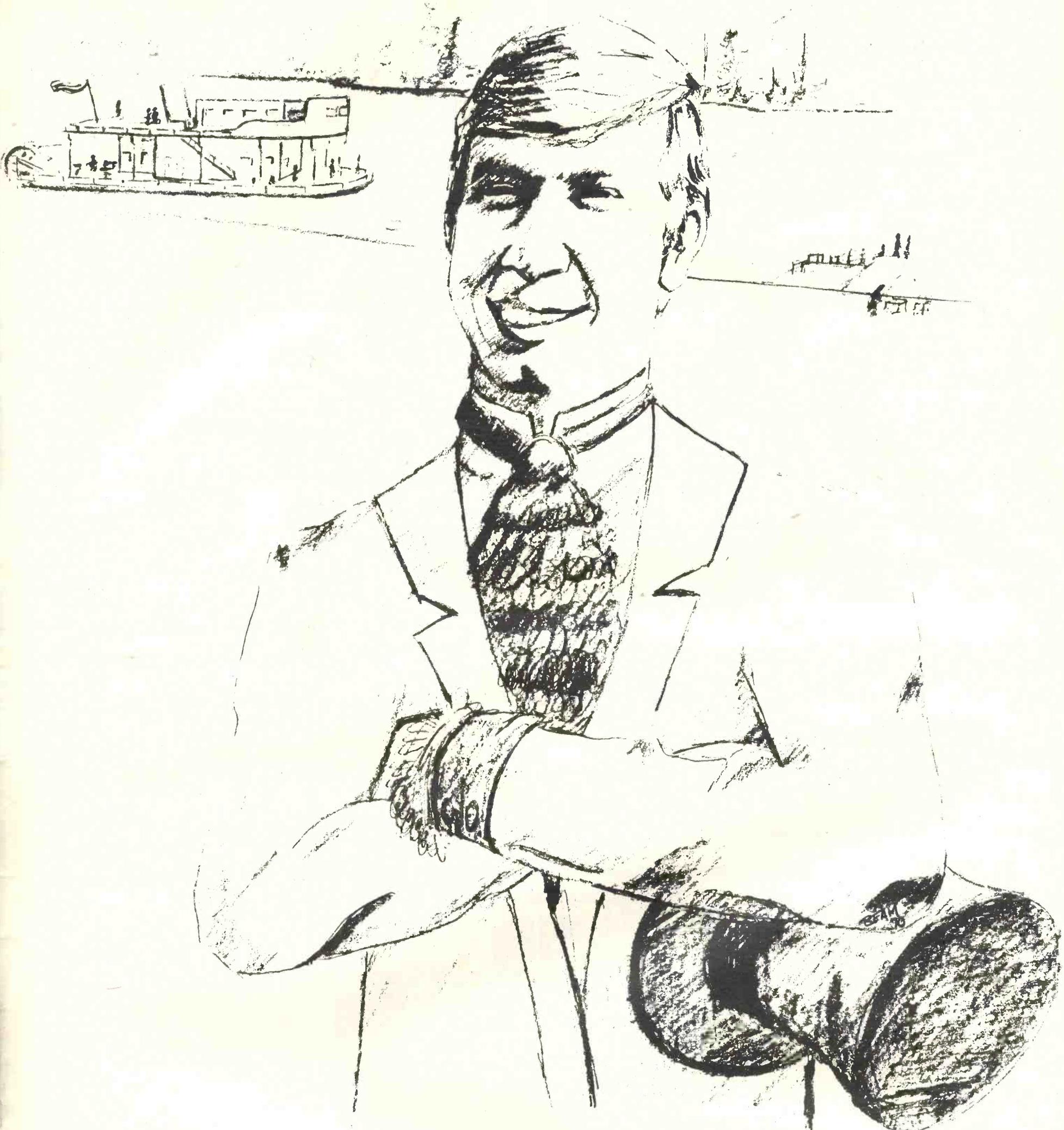
(Continued on page 82)

Two weeks ago Ray Price's "You Wouldn't Know Love" (4-45095) was 44 with a bullet. Last week it was 19 with a bullet. And now it's 16 with a bullet. As we say—it's still an unfinished story. But it looks as though the ending's going to be a happy one. A very happy one indeed.

Ray Price

"You Wouldn't Know Love"
On Columbia Records
A simple (unfinished) story.





BUDDY ALAN
DOWN IN NEW ORLEANS

Vox Jox

• Continued from page 42

change. Perhaps a change is not necessary. Perhaps you really haven't done the "job" yet where you're at. Preaching's over.

★ ★ ★

Lineup at WMVB in Vineland, N.J., includes **Tim Haskell, Jack Daniels, Sam Huston, and Tom Valentine**. The station, which has just moved into new studios, has debuted a "Fun One" format. Music is easy listening. Ed Neilson is consulting the station. I believe.

From **Keith David Ormsby**, soon to return to the states: "Since being stationed here in Germany for the past two years, Billboard has kept me informed of what is happening back there. I'm looking forward to hearing American radio again. Quite a number of changes have happened since I've been over here. The closest thing to American radio here is Radio Luxemburg, which broadcasts at night in English and plays the top 40 records. The deejays have a British accent and then play mostly English record. Most of their records are hits in England and in Europe, but never makes it to the States. Some do; "Fire" by **Arthur Brown**, though, was an oldie before it went to the States. Also, Radio Luxemburg has taken some American oldies and made them No. 1 by just playing them several times."

★ ★ ★

Just got a copy of Radio '70, the new **Bob Hamilton** record news sheet. It looks good. I'll give it The Claudius Seal of Approval. Subscription rates are \$30 for three months. To: 1560 N. LaBrea, Suite 1, Hollywood, Calif. 90028. . . . **Harold Hines** will take the air

name of **Mark Adams** in his new job at WTTO in Toledo; Hines had been at WKCP, Bowling Green. . . . A note from program director **Rhett Hamilton Walker**, 3DB, Melbourne, Australia. Says he's decided to stay down there pretty well indefinitely as "the station is a groove, the town is a groove and, frankly, I have no reason to return."

★ ★ ★

Doug China is the new program director of WNOE in New Orleans. . . . WHOO-FM, stereo Orlando, Fla. station, has **Gary Roberts, Joe Whitaker, Hugh Gary, and Van Sharpe**. Station has just gone 24-hours. . . . Marc Elliott has joined KFRC, San Francisco; he'd been at CKLW in Detroit under the name of **Ed Mitchell**. He replaces **Chuck Browning**, who has shifted to KHJ, Los Angeles. . . . New production director of WGH, Norfolk, is **Sean Grabowski** from WYSL, Buffalo. WGH staff now includes **George Crawford, John Garry, Grabowski, Gene Loving, Scott Christianson, and Tom Scott**. **James T. (Jim Southern) Pritchard** is leaving WSLR, Arkon, Ohio. Needs a job in Utah or any of the States thereabout. Phone: (216) 929-5146 between 6-midnight.

★ ★ ★

Like we mentioned somewhere back, **Jimmy Rabbitt** is now with "Love," that syndicated programming package belonging to ABC. However, I didn't know that he would be program director/coordinator with KABC, Los Angeles, and do his taped show out of there for the syndicated service. He's a heavy. . . . CKMA, Box 40, Mont Apica, Quebec, needs publicity photos of recording artists for its lounge and control room.

Letters To The Editor

Dear Mr. Hall:

Thank you so much for the "Help Wanted" ad you inserted in Billboard for us through Tom Joyner.

I should like to tell you that this has been the most effective "Help Wanted" ad this station has ever run. We didn't get so-called radio school "graduates" but we did get experienced young men who are anxious to improve or change their situations.

Believe me, my eyes were opened and you will find us a firm believer in Billboard "Help Wanted" ads when and if a future necessity arises.

Robert P. Mendelson
President
WJNC
Jacksonville, N. C.

Glickman in Foreign Trip

NEW YORK — Zach Glickman, president of New Dawn Management, will visit Holland, England and France to hold agency conferences relating to all the acts his agency handles. Glickman will meet with Mercedes-Benz authorities in England to discuss a special representation plan in the U.S. for sales of Mercedes customized vans to American and touring foreign groups. The special van is now being used by the Golden

• Continued from page 30

changes through his act, including, sharp observers noted, his socks) is onstage with the Rev. John Sewell acting as conductor. The orchestra is the 25-strong Trinidad Tripoli Steel Band ping-ponging their way through the "Hallelujah Chorus" from the "Messiah," on their adjusted dust-bin instruments.

This is the actual peak of mind boggling in the whole show. Liberace is still the phenomenon, complete with glass-topped and mirrored piano and the patter about his jewelry—"You like the buttons—they're diamonds on diamonds!" Reverence and sentimentality — he ties in "Impossible Dream" with Apollo 11. Boogie woogie with Brahms and Beethoven and even something for the Now Generation "Mixed Emotions." "The kids thought it was kinda groovy when they heard it." This had the Warner Bros. artist trading choruses with a plugged-in rock guitar. Liberace incidentally knows how to get great sound out of piano and orchestra.

It was mixed into a professional

format, kept at the right light temperature, deflated when needed, beefed up when necessary. Perhaps the most sincere moment was an unannounced, unadorned "Over the Rainbow." **IAN DOVE**

ELOISE LAWS

Royal Box, New York

Eloise Laws, Columbia Records artist, is a commanding singer. Commanding to look at and with a voice that reaches to the farthest part of the room. She prefers to let her singing do the talking also, so the result is programming designed for the Box patrons. "My Way," "A Time for Us" and "Get Together" are the kind of safe message songs that people faced with New York nightclub prices can take. I'm sure Miss Laws can snarl through given the opportunity. She supports comedian Jack Carter, whose act leaves few ethnic stones unturned. **IAN DOVE**

BOFFALONGO

Ungano's, New York

Boffalongo, still improving, gave a good, together opening set at Ungano's, March 19, despite some microphone difficulties. The local quartet's most recent bass guitarist Doc Robinson, was a key contributor both instrumentally and with support vocals.

Larry Hoppen, now on lead guitar, was his strong self as lead vocalist, aided by Robinson and organist Basil Matychak. While drummer Richie Vita only had brief solo sections, his ability was evident throughout. The United Artists Records' group was at home with blues rock and straighter rock. The performance opened a four-night engagement. **FRED KIRBY**

DON BOWMAN

introduces a new smash album

"WHISPERING COUNTRY"

LSP 4295

FEATURING

"I THINK I'LL GO SOMEWHERE & FIND MYSELF A SHEEP"

•

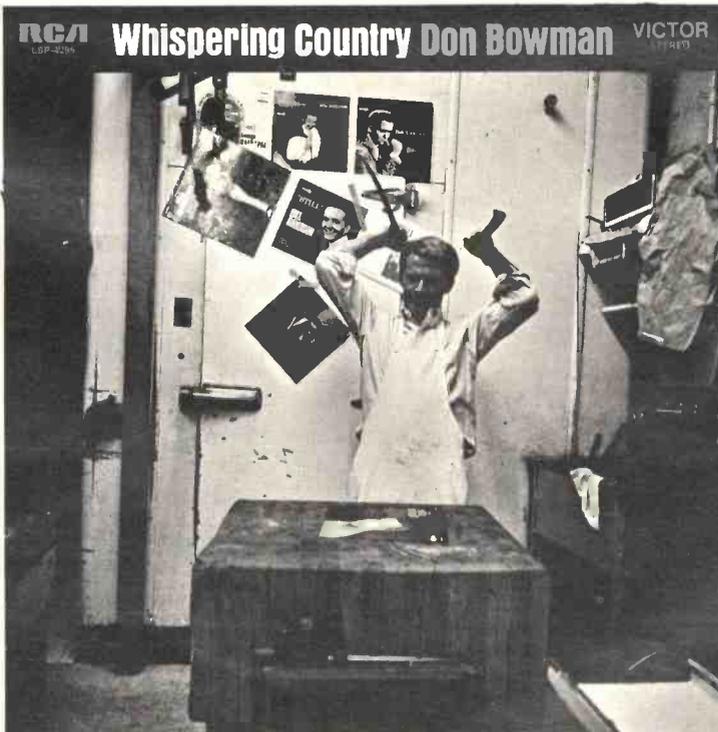
"BAD WEED"

•

"WEIRD WEEKEND"

•

"BROKE FOLK"



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May 30, 1970

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Coin Machine World

2 for 25¢ Play Gives Jukebox Jump on Hits

MILWAUKEE — One revolutionary aspect of adopting two for a quarter play on jukeboxes is that operators can jump on a hit that is breaking and put it out on the route in a matter of days—not weeks, according to Bob Karius, Milwaukee Amusement Co. route foreman here.

"With two for a quarter pricing, our routemen can cover roughly 15 percent more stops

(Continued on page 68)

MOA 'Hopeful' in Royalty Struggle; Sets \$500 Dues Limit, Press Policy

By GEOFFREY LINK

SAN FRANCISCO — Director of Music Operators of America (MOA) were told they have a "fighting chance" to knock out a jukebox performance royalty, approved a new dues structure with a ceiling of \$500 annually and voted to invite newspaper and TV coverage of MOA's annual trade exhibit during their meeting here recently.

There is a "50-50" chance of stopping the Williams Amendment now before the U.S. Senate that would add a \$1 per jukebox per year as a performance

royalty for record manufacturers and recording artists, according to Nicholas E. Allen, MOA legislative counsel.

Allen told the 41 MOA directors (12) that several senators are committed to opposing the performance royalty provision of S. 543, the proposed General Revision of the Copyright Act. If passed it would bring the levy to \$9 per machine per year. "We've got a good, fighting chance," Allen added, "but right now it's still anybody's ballgame."

A similar bill (H.R. 2512) is before the House, Allen said, but representatives are waiting to see what happens in the Senate before taking the revisions under serious consideration. He said the Senate vote "could come up at any time," but probably would not for at least another week. He urged jukebox operators to send in petitions, letters and to phone senators, soliciting their support to kill the measure.

Perry Patterson, attorney for the American Phonograph Manufacturers Association who spoke after Allen, estimated the initial impact of the Williams Amendment at \$1.5 million and said the MOA stands to lose its political position with performing rights groups and the Performing Arts Association if it passes.

Allen said there is a good chance to defeat the jukebox registration fee of 50 cents per machine a year. "Our argument that it's not for our benefit but our burden gets a pretty understanding response from legislators," he said.

The "third main problem" (Continued on page 66)

Jukebox Play Keyed to Solid Series of Hits

By GEORGE KNEMEYER

CHICAGO — New groups would be able to help their play on jukeboxes if they would stick to the sound they have been successful with until they have had several hits in row, according to Billie McClellin, programmer for Eastern Music Co. here.

"The Temptations have had many hits in a row using basically the same style for the singles," he pointed out. "The albums are much different from the singles in that the cuts are longer. But still they keep the same basic pattern on singles and keep making hits."

McClellin usually has a good idea on what is playing good for him since he checks the 10 jukeboxes on his route every week. "I also put in something new every week," he said. He doesn't do any separate programming for the teen locations and the adult locations. "All jukeboxes get the same records. I found that there is no age lin

(Continued on page 66)

Distribution in the '70s

Robert E. Nims
President,
A. M. A. Dist., Inc.
New Orleans

It is my opinion that the inflationary trend, the rising cost of equipment, and the overall expenses have hit the distributor worse than any other segment of the industry.

Beginning at the manufacturer's level it is obvious that the manufacturer continues to pass on the increases he has had to his distributors. The manufacturer has been able to equate the increase in his cost by increasing the price of his product.

The jukebox operator has managed to continue to operate at a profit if he has the business ability to adopt good business practices. These include going from nickel play to 10-cent play and then to two-for-a-quarter play, instituting proper supervision and controls in his operation, overcoming his increased cost by instituting minimum guarantees requiring front money and so forth.

However, the distributor has been caught in the proverbial middle. Example: Let's say 10 years



ROBERT E. NIMS

ago a distributor purchases a manufacturer's product for \$750. He probably sold this product to the operator for \$995. This gave him a gross profit of 25 percent. Any businessman would agree that you cannot operate a distributing business properly giving sales and service and representation to your accounts with a gross profit of less than 25 percent. That same manufacturer's product will cost the distributor at least \$1,000 or more today. But the distributor has not been able to increase his profit structure when selling to the operator. He has absorbed

(Continued on page 70)

New Equipment

New Equipment



Williams—Two Player Baseball Game

This new two player baseball game from Williams Electronics called Hit and Run stresses realistic action with players hitting singles, doubles, triples and home runs, flying out, striking out, hitting into double plays, and so forth. Runners hurry to bases, try to stretch base hits and hurry back to avoid being thrown out. The game is operated by a pitch and bat button, allows for single, double or triple coin chutes and will go through any average door. The company recommends two for a quarter play.

Jukebox Uses 12-In. Albums

• Continued from page 1

day is causing more and more jukebox operators to realize the importance of programming 33 1/3 r.p.m. product in certain locations, Gitlitz said. He credits Irv Kepler, a local operator here, with initiating the conversion of the background unit. "We've been selling these systems for some time but they're now beginning to prove valuable as a complementary system for operators."

The system depends importantly on quality stereophonic sound reproduction. "To be effective, you need a really tremendous sound system and we are able to furnish this," Gitlitz said. "When people hear Frank Sinatra in concert on this system they have really heard something."

The Seeburg Consolette (popularly known as a wall box) is used as the selection mechanism of the system. Gitlitz said that operator can install an LP system for approximately the cost of a quality 45 r.p.m. jukebox installation. "The installation can be as elaborate as the operator wants it," he said.

Over 90 percent of Gitlitz's regular jukeboxes are being sold with two for a quarter pricing; (Continued on page 68)



Bally—Four Player Flipper Game

An extra ball alley and a free ball gate with three new features are highlights of Camelot, a new four-player flipper game from Bally. The extra ball alley is entered only when a ball is shot from a flipper. Instead of normally scoring 100 points and then cascading down the playfield, the shot can score 300 points if propelled through the extra alley while a mystery lighting "extra ball" light is on. The ball then returns through the playfield and instead of going out the out hole returns to the player as a free ball. The free ball gate has been moved from the former bottom right position to the center right edge of the playfield adding a skill dimension; the gate is opened by a new drop post, which drops to playfield level when the open gate button is crossed; instead of scoring 50 or 100, a free ball scores 300 as it is propelled into the runway to return to the ball shooter. Two high scoring knockout holes are among other features of the game; the 100 scores 100 or the highest lighted bonus (200 to 500) determined by hitting four rollovers or three side targets in proper sequence. The highest lighted bonus remains on until the ball goes into the sewer thus each ball may score several bonus totals. The right knockout hole scores 50 but can score 500 when a ten times value light is on. Players can be alert for four "coming close" lights advanced by each one-point scored anywhere on the game until the fifth point is lighted then the ten times value light is on. The game can be operated with three or five balls and with or without match score.

Coming Events

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

May 15-16 — Kentucky Automatic Merchandising Association, annual meeting, Executive Inn, Louisville.

May 22-24 — Pennsylvania Automatic Merchandising Council, Seven Springs Mountain Resort, Champion, Penn.

Jukebox Play Keyed to Hits

• Continued from page 65

on the music of today. When I go to the store to buy records for myself I find that adults are buying the same records that the teens do. There was a time when music was divided by age categories, but not nearly as much any more."

He stated that there hasn't been too much of a change in the soul music over the past few years. "The old artists keep going until they have another

hit, and for new artists, one hit seems to push a second record," McClein said. He said Aretha Franklin is an example of an artist who kept trying and finally succeeded in getting hits.

"She had a real good spread of hits in 1960 and 1961. Then nothing until about 1965, and she has been very big since then," McClein said. Among the top soul music artists over the past few years that have been consistently successful in gathering jukebox play are James Brown, Smokey Robinson, the Temptations, Marvin Gaye, Ray Charles, the Dells, Junior Wells and B.B. King.

"These people have been around a long time and have had a continuous amount of records to reach the Top 20," he said.

McClein usually goes by both radio and the charts. "Whatever the radio is playing is usually going to be a hot jukebox record," he pointed out. "The charts tell you the big songs, such as by Brown or the Temptations, are coming up fast."

McClein finds that programming local Chicago artists can be a hit and miss affair. "There are big names in the area, such as Little Milton and Tyrone Davis who have also made it nationally, but the other newer artists have varying success. Some songs by these artists may get heavy for a week, and then it dies. There are some big local artists and most of these are on Chess Records. Outsiders have more of a chance of hitting it big on the Chicago jukeboxes than local artists. Local ones just aren't that well known."

MOA 'Hopeful in Royalty Struggle

• Continued from page 65

with the bill—periodic review of royalty rates at five-year intervals beginning in 1976—Allen said, is going to be tough to knock down. "We have no assurances from any friendly senators that they will ask to have this knocked out. Every-

where I go I get the reaction that the Senate really wants this provision. They don't want to set rates."

The directors were addressed by George P. Miller, California congressman from Alameda; Henry Leyser, past vice-president of MOA, and George A. (Continued on page 68)



THREE HUNDRED and seventy coin-operated amusement games are housed in this giant tent at EXPO '70 in Osaka, Japan. One section is devoted to a grouping of 32 games manufactured by Sega Enterprises. Several sections include imported and domestic games for other manufacturers. No combat or war type games are on display in consideration of the fair's "Progress and Harmony for Mankind" theme. The entire amusement zone of the fair was organized by the Hankyu railroad conglomerate which is affiliated with Sega. The fair runs for six months.

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What's Playing?

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

Buchanan, Mich., Location: Adult Tavern

Frank R. Fabiano, programmer, Fabiano Amusement Co.

Current releases:
"Bridge Over Troubled Water," Simon & Garfunkel, Columbia 4-45079;
"Rainy Night in Georgia," Brook Benton, Cotillion 44057;
"I Can't Help Falling in Love With You," Al Martino, Capitol 2746.

Oldies:
"Without Love," Tom Jones;
"Raindrops Keep Falling on My Head," B. J. Thomas.

Chattanooga, Tenn., Location: Soul Tavern

Lloyd Smally, programmer, Chattanooga Coin Machine Co., Inc.

Current releases:
"Rainy Night in Georgia," Brook Benton, Cotillion 44057;
"Hey There Lonely Girl," Eddie Holman, ABC 11240;
"Cummins Prison Farm," Calvin Leavy, Blue Fox 100.

Oldies:
"These Eyes," Junior Walker and the All Stars;
"I'll Never Fall in Love Again," Dionne Warwick.

Chicago, Ill., Location: Soul Lounge

Moses Proffitt, operator, J. M. Strong, programmer, South Central Novelty Co.

Current releases:
"Rainy Night in Georgia," Brook Benton, Cotillion 44057;
"Call Me," Aretha Franklin, Atlantic 2706;
"Didn't I," Delfonics, Philly Groove 161.

Oldies:
"Little Green Apples," O. C. Smith;
"Stardust," Sonny Stitt.

Chicago, Ill., Location: Soul Lounge

Warren Brown, operator, Eastern Music Co.

Current releases:
"Turn Back the Hands of Time," Tyrone Davis, Dakar 616;
"Up the Ladder to the Roof," Supremes, Motown 1162;
"You Need Love Like I Do," Gladys Knight & the Pips, Soul 35071.

Rock Island, Ill., Location: Kid Restaurant

Liz Andersen, programmer, Johnson Vending Service

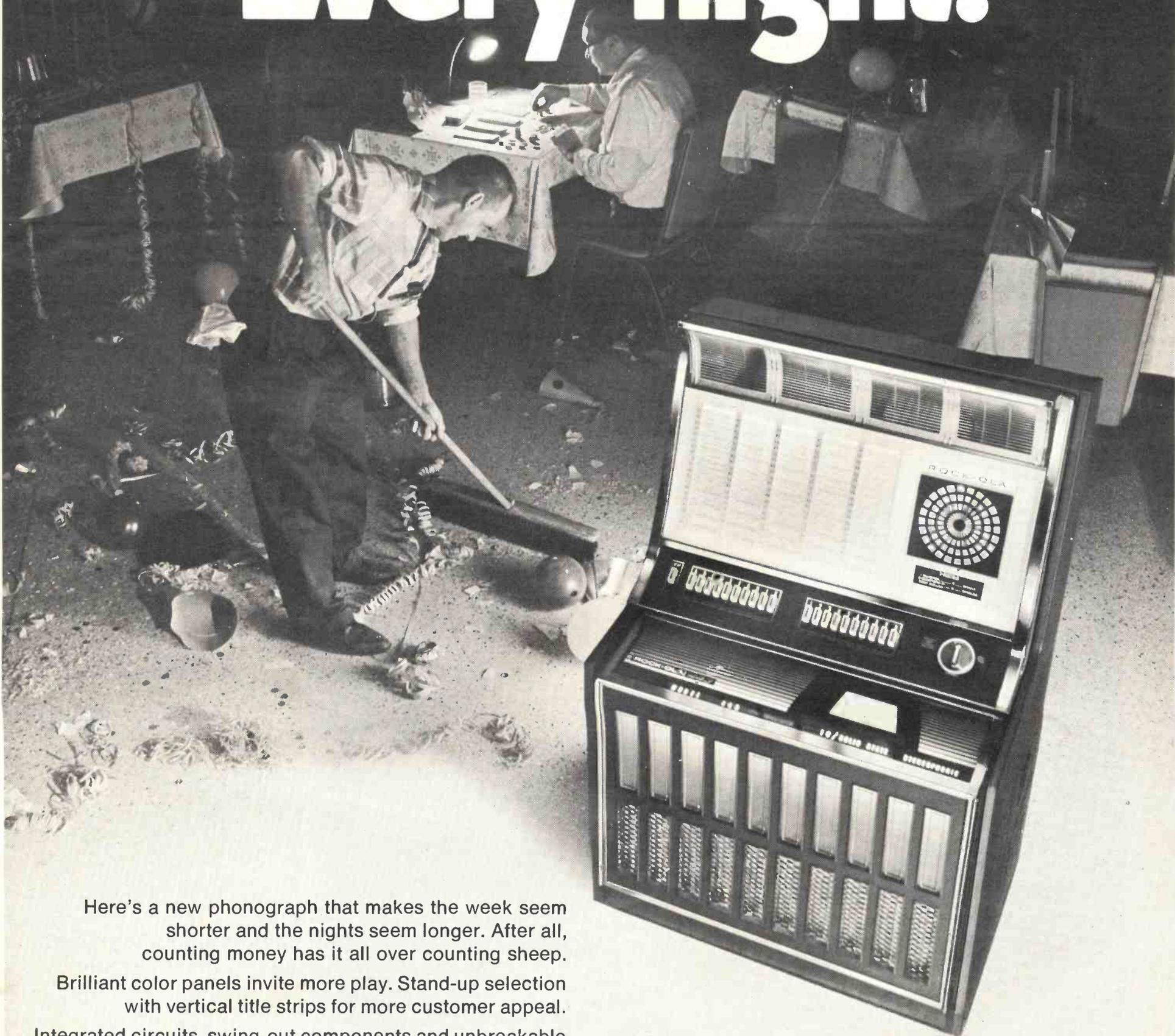
Current releases:
"Let It Be," Beatles, Apple 2764;
"Love Grows," Edison Lighthouse, Bell 858;
"Long Lonesome Highway," Michael Parks, MGM 14104.

Sterling, Ill., Location: Kid Restaurant

George Wooldridge, operator, Glenn Whitmer, programmer, Blackhawk Music Co., Inc.

Current releases:
"Bridge Over Troubled Waters," Simon & Garfunkel, Columbia 4-45079;
"Let It Be," Beatles, Apple 2764;
"Come and Get It," Badfinger, Apple 1815.

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MOA 'Hopeful in Royalty Struggle

• Continued from page 66

Miller, MOA's first president, and J. Harry Snodgrass, second MOA president. Business meetings ran all Friday and on to noon (14) winding up the "finest board meeting ever," as Executive Director Fred Granger termed it.

Harlan Wingrave of Emporia, Kan., and William N. Anderson of Logan, W. Va., were elected co-chairmen of the convention committee. It was also decided that there would be a separate producer and MC for the exposition this year, with Hirsh de LaViez to produce the

stageshow and Gene Brenner as MC.

A new dues structure, on top of the old one was adopted as follows: Operator members with 1,000 machines or more, \$500 a year; 500-1,000 machines, \$250 annually; 300-500 machines, \$200, and 200-300 machines, \$150 a year.

A separate category for associate membership for manufacturers was initiated, with dues set at \$200 a year, according to Granger, who later reported all business, since the trade press was not allowed into the meetings.

A decision to provide decals for members wishing to stick them on their machines, identifying them as belonging to an MOA member, was agreed on. The MOA will provide the stickers for about a dime each to any members requesting them.

A topic of considerable discussion, Granger said, was whether to hold an open house day at the MOA convention. The directors voted against allowing the general public in, but agreed to permit directors and members to invite anyone they want as long as they pay the \$5 sponsoring fee. Also, the general press, including TV, will be invited as part of a more aggressive public relations campaign to wipe out

the so-called "Mafia-linked" image of jukebox operators.

"We have to be more aggressive and come out of our shells," Granger said. A PR brochure, initiated last year by Howard Ellis, which explains the MOA's position and background, has gone through a first printing of 10,000 copies. Granger said, and is going into a second printing.

Time ran out on the directors before they could settle on whether to allow foreign memberships. Already, operators from New Zealand, Brazil, Switzerland and Italy have requested to join, Granger said, but the question has been put over until the convention. Also to be de-

ecided will be the question of increasing the number of board members.

"This was one of the best meetings we've ever had, in every way"—from the amount of business we completed, to the three-hour bus tour of the Bay Area for the wives," Granger said. "MOA is becoming better organized."

2 for 25¢ Play Gives Jukebox Jump on Hits

• Continued from page 65

than previously. We check our two for a quarter jukebox stops more frequently. At two for a quarter, who can't afford to have a non-productive jukebox no matter where it's located."

Karius noted that checking time is cut substantially now that collectors deal mainly in quarters.

"We have always changed records on a biweekly basis. Even if the price has been moved up to two for a quarter, we maintain this same schedule for adding new records. Our record buyer, however, is constantly purchasing new records. And if something breaks and shows promise of turning into a red hot record, we now get it on our boxes in a hurry."

Karius also notes that his locations operating on two for a quarter music play their jukeboxes more than they did at the old price tag.

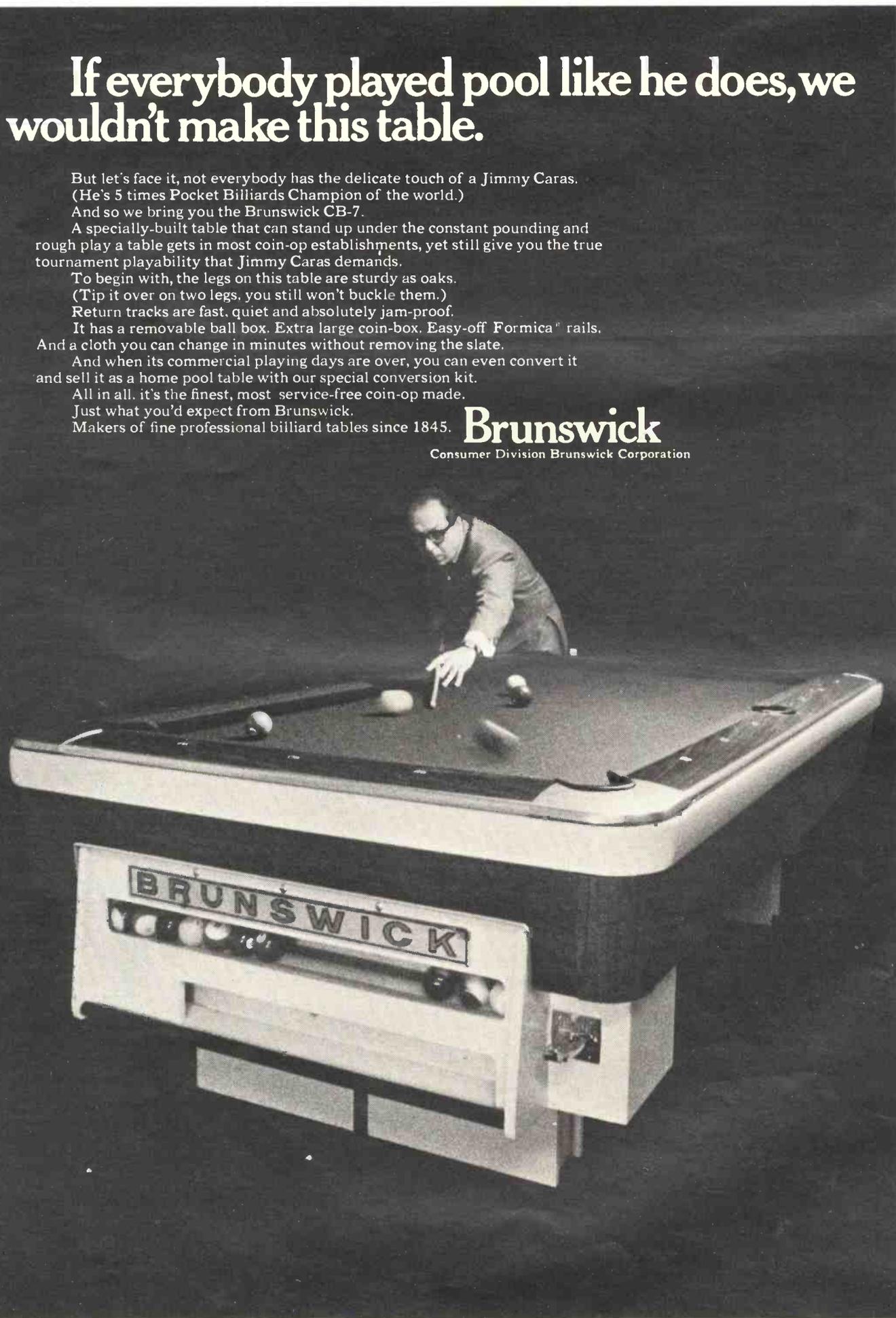
"They work at building interest in their jukeboxes harder these days. Why not? At two for a quarter, there's more money in it for them—it's that simple."

Jukebox Albums

• Continued from page 65

this has enhanced the success of going to LP's at 50¢ per play, he pointed out.

William Adair, president of the Chicago division of the Seeburg Corp., said that the system is available through their distributors. "We have found this to be the perfect answer for the college people who like LP's. This is the best market for the system right now."



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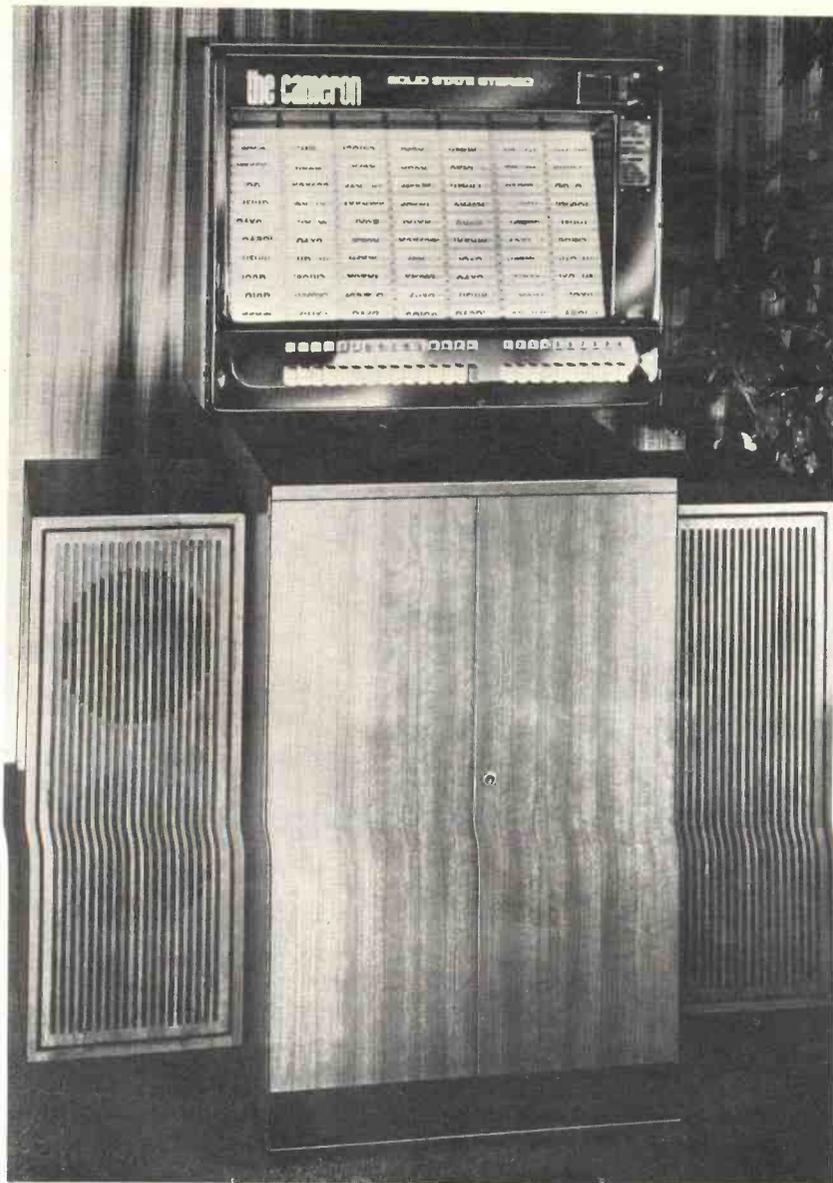
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Two-for-a-quarter pricing is standard. This is not afterthought, but the base. This basic concept makes it easy to raise the play price in any location. Two things make this possible. First, the styling of the Cameron. Its design is radically different. And second, by a feature called "Hit Parade" which is standard. It offers three pre-selected hit tunes for a quarter. This feature eliminates resistance to two-for-a-quarter pricing and offers customers an alternative.

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Distribution in the '70s

• Continued from page 65

these gradual price increases and instead of making a gross profit of 25 percent on this same product he is now making a gross profit of 15 percent. His dollar volume may have stayed the same, but his unit sales have gone down and his net profit picture has been all but eliminated.

There are many contributing factors other than the inflationary trend. In areas where you have factory owned distributors, the pure independent distributor is at a distinct disadvantage. Also, where an independent distributor's gross profit margin is getting smaller he finds it more difficult to offer services such as free delivery, service schools and so forth.

I feel that the major manufacturers of our industry should work together in a concerted effort to strengthen their distributor organizations. I suggest that they could institute a fair trade price on their products, eliminate bootlegging and

work in every way they can to help their distributors meet the challenge of the coming decade.

If the present trend continues, I cannot see how the pure independent coin machine distributor will survive. I don't think there is a question whether the operator needs his distributors. I feel the distributor does perform a genuine service to the independent operator. If the independent distributors do not furnish service I seriously doubt that the independent operator will continue to survive. It is apparent that the forthcoming fate or fortune of our industry rests in the hands of the major manufacturer. They will control the trend of tomorrow.

I would like to know if the manufacturers intend to continue their policy of factory owned distributorships. If so, they must accept the fact that they will eventually eliminate the independent coin machine operator as well as the independent coin machine distributor.

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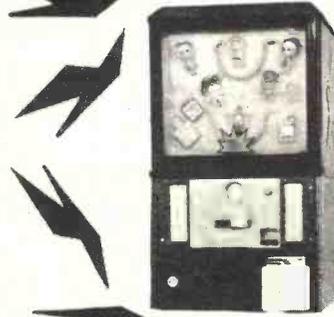
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Classical Music

Billboard SPECIAL SURVEY For Week Ending 3/28/70

BEST SELLING Classical LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED-ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194	70
2	2	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13	85
3	3	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286	19
4	4	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575	208
5	6	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camarata of the Salzburg Mozarteum Academica (Anda), DGG 138783	112
6	7	SCENES & ARIAS FROM FRENCH OPERA Beverly Sills, Westminster WST 17163	25
7	11	BRAHMS: DOUBLE CONCERTO Oistrakh/Rostropovitch/Cleveland Orchestra (Szell), Angel SFO 36032	4
8	5	STRAUSS: DER ROSENKAVALIER (4 LP's) Crespin/Various Artists/Vienna Philharmonic (Solti), London OSA 1435	12
9	15	BACH'S GREATEST HITS Various Artists, Columbia MS 7501	42
10	9	DONIZETTI: ROBERTO DEVEREUX (3 LP's) Beverly Sills/Various Artists/Royal Philharmonic Orch. (MacKerras), Westminster WST 323	12
11	14	MISSA LUBA Troubadours du Roi Bafouin, Philips PCC 606	33
12	16	STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Boehm), DGG 136001	36
13	13	TEBALDI FESTIVAL (2 LP's) Renata Tebaldi, London OSA 1282	17
14	12	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176	85
15	8	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	87
16	21	MOONDOG Columbia MS 7335	7
17	10	STRAVINSKY: LE SACRE DU PRINTEMPS Cleveland Orchestra (Boulez), Columbia MS 7293	7
18	19	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper (Jalas), Westminster WST 17143	68
19	20	MAHLER: DES KNABEN WUNDERHORN New York Philharmonic (Bernstein), Columbia KS 7395	5
20	17	VAUGHAN WILLIAMS: SEA SYMPHONY Sheilah Armstrong/John Carol Case/London Philharmonic Choir/London Philharmonic Orch. (Boult), Angel SB 3739	32
21	24	E. POWER BIGGS' GREATEST HITS Columbia MS 7269	40
22	23	BERIO: SINFONIA Swingle Singers/New York Philharmonic (Berio), Columbia MS 7268	22
23	26	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506	41
24	30	VERDI HEROINES Leontyne Price, RCA VCS 7063	4
25	25	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, Symphony Orch. (Kondrashin), RCA LSC 2252	43
26	22	MOZART: COMPLETE PIANO MUSIC (11 LP's) Walter Gieseking, Seraphim 6047/9	8
27	27	BIZET: CARMEN BALLET SUITE Boston Pops (Fiedler), RCA LSC 3129	5
28	18	A KARAJAN FESTIVAL Berlin Philharmonic (Karajan), DGG 643212	21
29	—	BARTOK: CONCERTO FOR ORCHESTRA Chicago Symphony (Ozawa), Angel S-36035	1
30	36	BERLIOZ: TE DEUM London Symphony Orch. & Chorus (Davis), Philips 3724	17
31	33	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA LM 2609 (M); LSC 2609 (S)	78
32	—	BRAHMS: VIOLIN CONCERTO Oistrakh/Cleveland Orchestra (Szell), Angel S-36033	1
33	34	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CSA 6609	36
34	29	LEONTYNE PRICE SINGS MOZART ARIAS RCA LSC 3113	23
35	35	BEETHOVEN'S GREATEST HITS Various Artists, Columbia MS 7504	10
36	28	MORTON SUBOTNICK: TOUCH Buchla Electronic Music System, Columbia MS 7316	3
37	—	MUSIC OF ERIK SATIE: VELVET GENTLEMAN Camarata Contemporary Chamber Group, Deram DES 18036	1
38	38	STRAUSS: SALOME (2 LP's) Caballe/Various Artists/London Symphony (Leinsdorf), RCA LSC 7053	21
39	—	BEETHOVEN: FIVE LATE QUARTETS/GROSSE FUGE (4 LP's) Guarneri Quartet, RCA VCS 6418	1
40	—	THE NEW STRAVINSKY Gregg Smith Singers/Columbia Symphony (Stravinsky/Craft), Columbia MS 7386	1

Hollander 'Teaching' the Young

By GEORGE KNEMEYER

CHICAGO — While it may seem strange, a classical pianist thinks that the way to interest the younger generation in classical music may be through rock music.

"You aren't going to have kids involve themselves in classical music until they become involved with music in general," said Lorin Hollander, Angel Records recording artist, who spoke at the recent Music Educators National Conference here.

"What the Beatles have said has been said 10 times better by the masters of the classics, but the old ways of showing this do not work. Something new has to be tried. Classical music will not be threatened, since you will find no art in rock music."

Hollander has tried to take

classical music to the young and has appeared at the Fillmore East, a rock palace in New York. He was warmly received at that time by the rock music fans, and the Angel LP "Live at the Fillmore East" resulted from the appearance.

"Music is basically notes strung together in a logical order whether written by Mick Jagger, Thelonius Monk or Beethoven," he continued. "The violence that a Jagger shows and writes has been done before by Bernstein and Beethoven."

Hollander pointed out that the youth is getting exposure to classical music through rock. He cited Blood, Sweat & Tears, "Variations of a Theme by Eric Satie" and the Baroque influence in the Beatles as examples of

classical influence in rock music.

NEW YORK—Lorin Hollander's recital at Philharmonic Hall March 15 may have been his only local recital of the season, but it may well be remembered until his next appearance. The diverse program was unified by the consistent warmth and energy that Hollander put into his performance.

His strongly romantic, even idealistic, style molded itself to the demands of each piece, restrained in Satie's "3 Gnossiennes," impulsive in Copeland's violent "Piano Variations."

But Hollander seemed most impressive, most natural, and fully unleashed in Beethoven's "Sonata No. 8 (Pathetique)," which gave ample room for the combined dynamism and lyricism which characterize the pianist's style.

NANCY ERLICH

700G in U.S. Grants to Classical

By MILDRED HALL

WASHINGTON — Grants totaling over \$700,000 to eight symphony orchestras and four opera companies have been awarded by the National Endowment for the Arts. The government grants will tie in with music education, nine of them covering special performances in schools.

Grants to orchestras include Washington's hard pressed National Symphony, a \$100,000 matching grant for youth concerts, all available for radio broadcasts; Buffalo Philharmonic, a non-matching grant of \$50,000; Chamber Symphony of California, matching of \$40,000 for its annual series and youth concerts, with world premiere performances of Southern California composers Lalo Schifrin, Eugene Zador, Jerry Goldsmith and Maurice Jarre, and the West Coast premiere of the new symphony for chamber orchestra by Dimitri Shostakovich.

Also, to the Cincinnati Symphony, matching grant of \$100,000 for adult and student concerts; Denver Symphony Society, a \$60,000 matching grant; St. Louis Symphony Society, a \$100,000 grant partially matched; San Francisco Symphony Association, a \$100,000 grant also partly matched by the orchestra; the Utah Symphony, a matching grant of \$30,400.

'Rosenkavalier' Will Open Lyric Opera's '70 Season

CHICAGO—The Lyric Opera's 1970 season will open Sept. 25 with Richard Strauss' "Der Rosenkavalier" with

Dedication at Miami School

MIAMI—The Sally and Joseph Handleman Institute of Recorded Sound at the University of Miami School of Music will be dedicated Thursday (26).

The 2,500-square-foot structure contains a comprehensive processing laboratory for all

(Continued on page 82)

Opera company grants were made to the Center Opera Co., of Minneapolis; Goldovsky Institute, Brookline, Mass.; Philadelphia Grand Opera Co., and the Seattle Opera Association.

Relevant to the government funding program — a House Labor subcommittee has voted to extend the Foundation for the Arts and Humanities program for another three years, with about \$20 million earmarked for the Arts Endowment this year.

Sutherland, Horne Make 'Norma' Sing

NEW YORK—Two superb sopranos, Joan Sutherland and Marilyn Horne, supplied bel canto singing at its best in Bellini's "Norma" at the Metropolitan Opera March 14, the fourth performance of the Met's new production. Miss Horne, who made her debut with the company in the new production, and Miss Sutherland, a luminous star, proved an ideal team in the extensive music they have together, especially in the second and third acts. The "Mira, o Norma" was but one of the many high spots.

London Records has a package of "Norma" with the two

Desto Issues Roseman LP

FRANKLIN LAKES, N.J.—Desto Records is issuing two albums, including a pressing of Hindemith and Schumann featuring oboist Ronald Roseman. Also on the disk are soprano Lois Winter, pianist Gilbert Kalish, and violist Karen Tuttle and cellist John Goberman of the American String Trio.

Miss Winter also is on a set of songs of Poulenc, Milhaud, Debussy and Ravel as a member of the Modern Madrigal Singers.

sterling sopranos plus conductor Richard Bonyngue, who has long demonstrated a feel for early Italian opera, as he does in the production, as conductor. Tenor John Alexander, who sang Pollione for the first time with the company, March 19, also is on this recording, which previously was on RCA Records.

Although there was some strain at the top, tenor Carlo Bergonzi stylishly sang Pollione, March 14, while bass Cesare Siepi, also plugged by a Lon-

(Continued on page 82)

Streich Gives Top Concert

NEW YORK—Rita Streich gave one of the most satisfying recitals of the year at Alice Tully Hall, March 15. The soprano handily justified her warm reception, with sensitive songs of Schubert, Wolf, Richard Strauss, Mozart, Brahms and Berg.

Her Rachmanoff "Vocalise," a high spot, was followed by another peak in Mussorgsky's "Gathering Mushrooms." Her charming interpretations were in her four merited encores. Miss Streich, who records mainly for Deutsche Grammophon Records also was boosted by Angel Records program ad.

FRED KIRBY

Billboard

APRIL 25, 1970

APRIL 25, 1970 \$1.00

SEVENTY-SIXTH YEAR

The International
Music-Record-Tape
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FEATURING**

- Union Street, the greatest concentration of wealth outside of Wall Street.
- Healthy economic environment of Nashville for booming manufacturing plant growth.
- Gospel Music in black and white.
- Music City's recording studios—then and now.
- Inter-relationship of many Nashville businesses with music.
- Financial record of expansion (banking, insurance and educational endowment) biggest in the South.
- Role of the disc jockey.
- HEE HAW and Johnny Cash TV network shows begin big Nashville filming.
- Nashville dedication to education and the arts creates a unique attraction.
- Never-before-told-tales on the emergence of Country music.
- Future of the City.
- Who've played leading roles in the Nashville music story.
- Pop and folk artists cutting it in Nashville.
- Fame of the Hall of Fame.

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TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

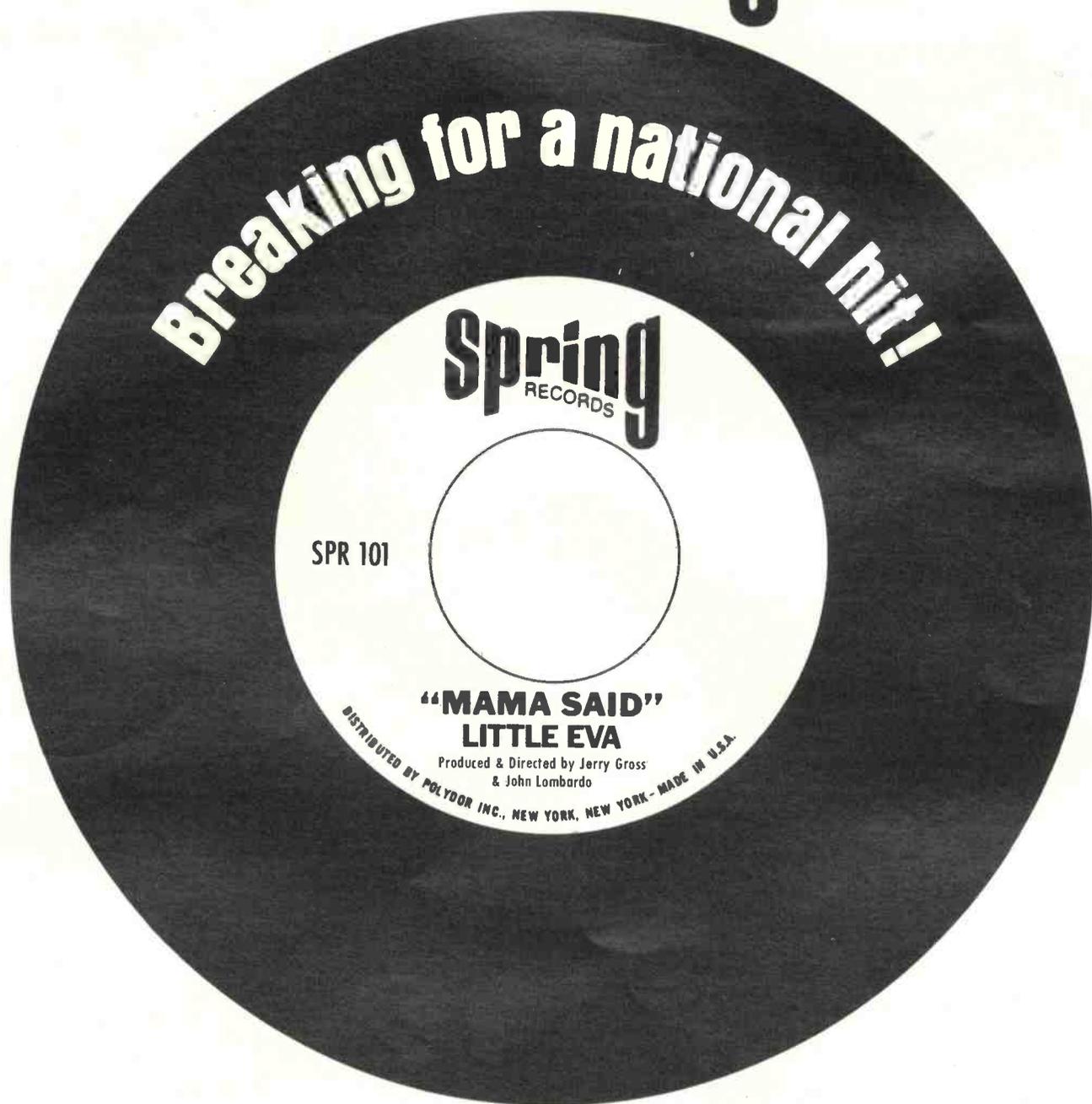
THIS WEEK	Wk. Ago	Wks. Ago	Wks. Ago	TITLE, Artist, Label & Number	Weeks On Chart
1	1	1	1	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 4-45079 (Charing Cross, BMI)	7
2	5	6	16	EASY COME EASY GO Bobby Sherman, Metromedia 177 (Screen Gems-Columbia, BMI)	7
3	3	10		KENTUCKY RAIN Elvis Presley, RCA 47-9791 (Presley/S-P-R, BMI)	6
4	4	8		ALL I HAVE TO DO IS DREAM Bobbie Gentry & Glen Campbell, Capitol 2745 (House of Bryant, BMI)	6
5	6	7	7	TEMA HARBOUR Mary Hopkin, Apple 1816 (Major Oak, ASCAP)	6
6	2	2	2	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	12
7	7	9	12	MY ELUSIVE DREAMS Bobby Vinton, Epic 5-10576 (Tree, BMI)	7
8	11	24	34	LONG LONESOME HIGHWAY Michael Parks, MGM 14104 (Hastings/Rivers, BMI)	6
9	10	20	33	BRIGHTON HILL Jackie DeShannon, Imperial 66438 (Unart Music, BMI)	5
10	20	—	—	I WOULD BE IN LOVE (Anyway) Frank Sinatra, Reprise 0895 (Devalbo/Sergeant, BMI)	2
11	12	18	20	UNTIL IT'S TIME FOR YOU TO GO Neil Diamond, Uni 55204 (Gypsy Boy, ASCAP)	6
12	13	17	18	PETER & THE WOLF Charles Randolph Green Sounde, Ranwood 864 (Brookhaven, BMI)	7
13	9	5	6	I CAN'T HELP FALLING IN LOVE WITH YOU Al Martino, Capitol 2764 (Gladys, ASCAP)	7
14	14	26	—	LIFE GOES ON Margaret Whiting, London 132 (Blackwood, BMI)	3
15	23	—	—	LET IT BE Beatles, Apple 2764 (Maclen, BMI)	2
16	17	22	—	LET'S GIVE ADAM & EVE ANOTHER CHANCE Gary Puckett & the Union Gap, Columbia 4-45097 (Press, BMI)	3
17	18	21	24	THEME FROM "Z" Henry Mancini & His Orchestra, RCA 74-0315 (Blackwood, BMI)	4
18	19	25	—	LAY LADY LAY Ferrante & Teicher, United Artists 50646 (Blackwood, BMI)	3
19	8	8	4	NEW WORLD COMING Mama Cass Elliot, Dunhill 4225 (Screen Gems-Columbia, BMI)	9
20	22	23	—	LOVE GROWS (Where My Rosemary Goes) Edison Lighthouse, Bell 858 (January, BMI)	3
21	25	27	—	EASY TO BE FREE Rick Nelson, Decca 732635 (Hilliard, BMI)	3
22	24	29	40	SHILO Neil Diamond, Bang 575 (Tallyrand, BMI)	4
23	26	—	—	SOMETHING Tony Bennett, Columbia 4-45109 (Harrisons, BMI)	2
24	—	—	—	FUNNIEST THING Dennis Yost & the Classics IV, Imperial 66439 (Low-Sal, BMI)	1
25	—	—	—	HANG ON SLOOPY Letterman, Capitol 2774 (Wern, BMI)	1
26	27	33	35	I'LL BUILD A BRIDGE New Establishment, Colgems 66-5009 (Colgems, ASCAP)	4
27	29	—	—	TWO LITTLE BOYS Rolf Harris, MGM 14013 (Francis, Day & Hunter, ASCAP)	2
28	39	—	—	SOMEDAY WE'LL BE TOGETHER Bert Kaempfert, Decca 732647 (Jobete, BMI)	2
29	37	—	—	LOVE OR LET ME BE LONELY Friends of Distinction, RCA 74-0319 (Porpete, BMI)	2
30	30	—	—	ODDS & ENDS Johnny Mathis, Columbia 45104 (Blue Seas/Jac, ASCAP)	2
31	34	36	—	SILLY SILLY FOOL Dusty Springfield, Atlantic 2705 (Assorted, BMI)	3
32	21	14	14	IF I NEVER KNEW YOUR NAME Vic Dana, Liberty 56150 (Diamond, BMI)	9
33	38	—	—	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia 4-45091 (Mariposa, BMI)	2
34	35	—	—	FOR THE LOVE OF HIM Bobbi Martin, United Artists 50602 (Teeger, ASCAP)	2
35	31	—	—	YOU'VE MADE ME SO VERY HAPPY Lou Rawls, Capitol 2734 (Jobete, BMI)	2
36	33	39	—	BUT YOU KNOW I LOVE YOU Evie Sands, A&M 1175 (TRO-First Edition, BMI)	3
37	—	—	—	BUT FOR LOVE Jerry Naylor, Columbia 4-45106 (Amco, ASCAP)	1
38	—	—	—	CAN YOU FEEL IT Bobby Goldsboro, United Artists 50650 (Detail, BMI)	1
39	—	—	—	TENNESSEE BIRDWALK Jack Blanchard & Misty Morgan, Wayside 010 (Back Bay, BMI)	1
40	40	—	—	WHAT ARE YOU DOING THE REST OF YOUR LIFE Jaye P. Morgan, Beverly Hills 9344 (E. H. Morris, ASCAP)	2

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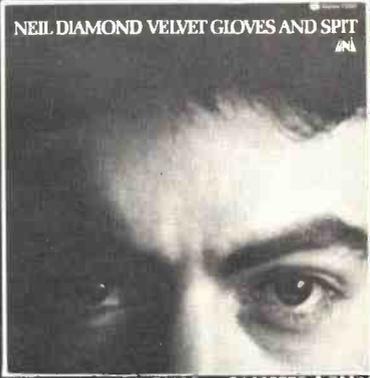
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STEREO (LP) UNI 73024 CASSETTE 2-73024
8-TRACK 8-73024



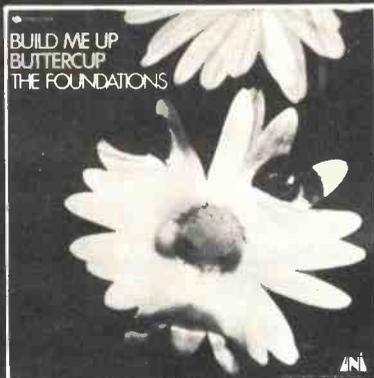
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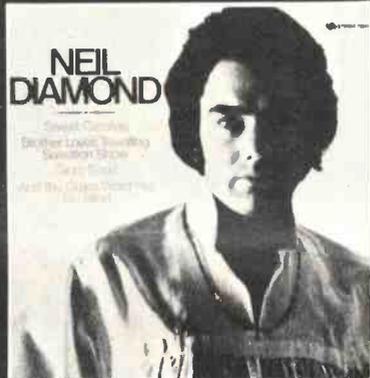
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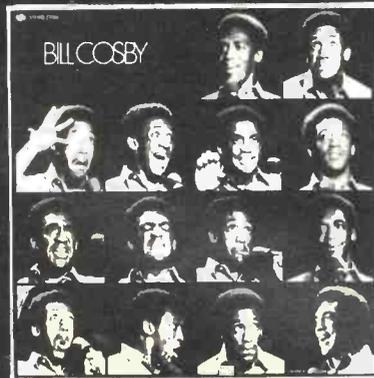
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8-TRACK 8-73048



STEREO (LP) UNI 73051 CASSETTE 2-73051
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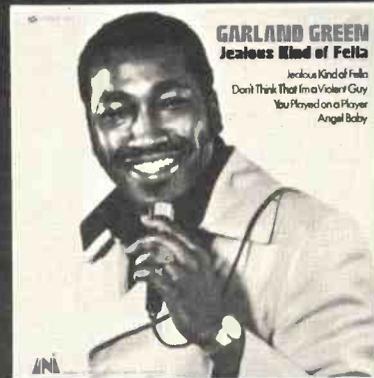
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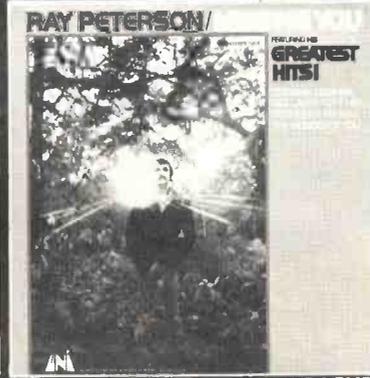
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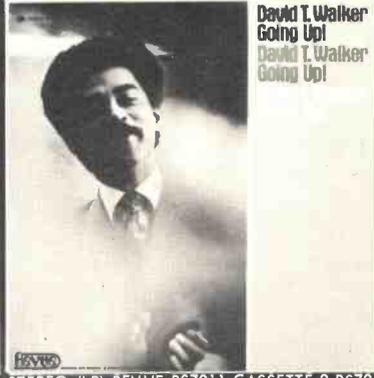
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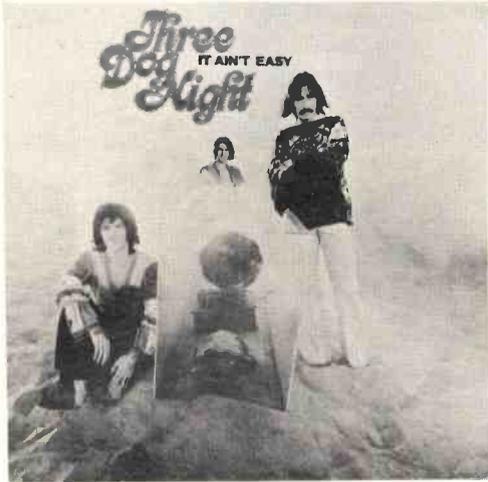
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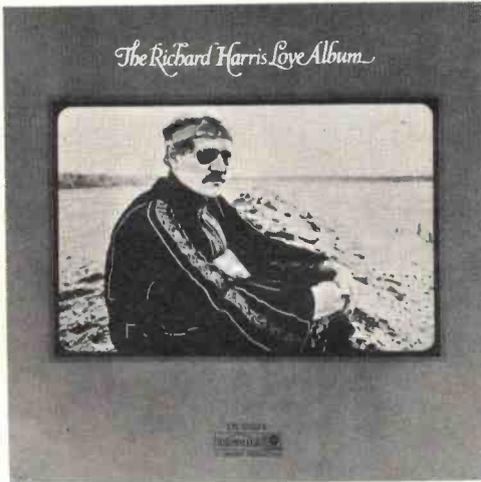
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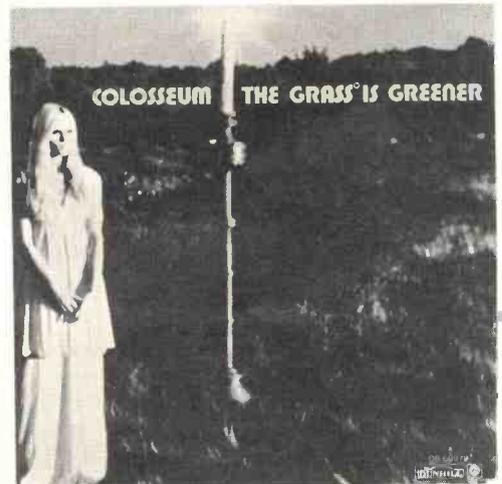
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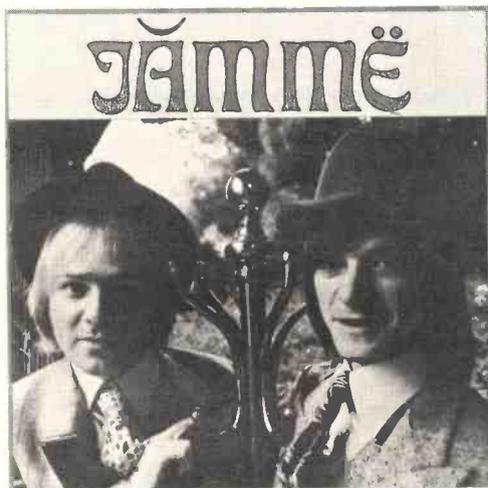
STEPPENWOLF
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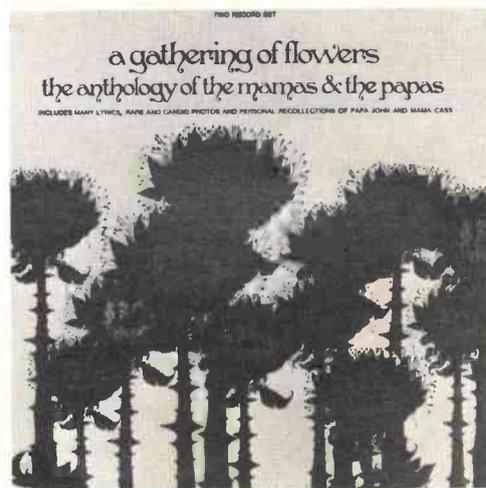
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Album Reviews Continued



COUNTRY

HANK WILLIAMS JR.—
Sunday Morning.
MGM SE 4657 (S)

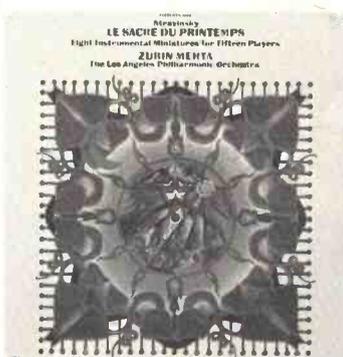
The spirit is on Hank Jr. as he sings some great sacred songs. Some are reminiscent of the style of his great father, such as "I Saw the Light" and "How Can You Refuse Him Now?" Others are in Hank Jr.'s developing individual style. Sure to move well.



CLASSICAL

MOZART: DON GIOVANNI—
Bacquier / Sutherland / Lor-
engar / Various Artists /
English Chamber Orch. (Bonyngce).
London OSA 1434 (S)

This is an exceptionally fine "Don" which ranks higher than most other recordings. Sutherland, Bacquier know their roles to a tee. But it is their singing that is quite extraordinary. Adding to the fine production, are the understanding conducting by Bonyngce and the fine playing by the chamber orchestra.



CLASSICAL

**STRAVINSKY: LE SACRE DU
PRINTEMPS / 8 INSTRUMENTAL
MINIATURES**—Los Angeles
Philharmonic (Mehta).
London CS 6664 (S)

Zubin Mehta and the Los Angeles Philharmonic, fresh from a big TV special, have a splendid recording here of Stravinsky's "Le Sacre du Printemps," which is a 20th century standard. The intricacies of "The Right of Spring" seem ideal for Mehta as is the "Eight Instrumental Miniatures for 15 Players," which kicks off this pressing.



CLASSICAL

**BACH: BRANDENBURG
CONCERTOS**—English Chamber
Orch. (Britten).
London CSA 2225 (S)

Britten is always on target in this two-LP package. Even though this work has had other recordings, this is one that can be considered first rate. The musicians excel, especially the harpsichordist in Concerto No. 5.



LOW-PRICE CLASSICAL

BACH: ST. MATTHEW PASSION—
Various Artists/Vienna State
Symphony (Swarowsky).
Nonesuch HD 73021 (S)

Several compositions of Passion music have flowed from the prolific pen of Johann Sebastian Bach. However, his St. Matthew Passion, written around 1725 is probably the best known of the lot. Re-created here on a four-record set by various artists, includes the Vienna Choir Boys, the Vienna Academy Chamber Choir, and the Vienna State Symphony Orchestra.

SPECIAL MERIT PICKS

SOUNDTRACK

SOUNDTRACK—Anne of the Thousand Days.
Decca DL 79174 (S)
This soundtrack album is a double-decker treat. On one side is the track music by George Delerue and the other has music of the Tudor Court played by the New York Pro Musica. Both sides present a rich musical tapestry of the English court in the turbulent days of King Henry and Anne Boleyn.

POP

ZAGER & EVANS—RCA Victor LSP 4302 (S)
The duo that soared to the top several months ago with "2025" are back with more of their own original and flavorful material. There's plenty here to appeal to the straight pop and the underground programmers so the LP's takeoff potential is good.

JUICY LUCY—Atco SD 33-325 (S)
Heavy doesn't quite measure the musical tonnage turned out by Juicy Lucy, another British bombshell with all the high-voltage and fireworks of another Led Zeppelin. All-star musicians with the best credits, Juicy Lucy joins lead singer Ray

Owens with Glenn Ross Campbell, Chris Mercer, Keith Ellis, drummer Pete Dobson and guitarist Neil Hubbard on the electrifying "Who Do You Love," "Are You Satisfied" and "Nadine." Look out!

INSECT TRUST—Hoboken Saturday Night.
Atco SD 33-313 (S)
The Insect Trust are a Memphis outfit whose brand of electric music is a dramatic and highly creative weave of rock, jazz, blues, folk and hillbilly—all and any kind of musical America that has gone down the pike, now blended into a hitherto unexplored, quality sound. Bill Barth, Trevor Koehler, Luke Faust, Nancy Jeffries (lead singer), and Bob Palmer are all stars on "Reincarnations," "Now Then Sweet Man" and "Ducks."

JOHNNY OTIS SHOW—Cuttin' Up. Epic BN 26524 (S)
Welcome back r&b pioneer Johnny Otis, who showcases not only his own skills as an innovator, but also the talents of powerhouse soul singer Delmo Evans, singer-violinist Sugar cane Harris, and Otis' gifted son, guitarist Shuggie Otis. This surprisingly gratifying effort reinstates the Johnny Otis Show as one of the tightest, most creative and deeply satisfying r&b groups around. A substantial album of top quality.

JAMME—Dunhill DS 50072 (S)
Papa John Phillips is the proud producer of the first album by Jamme, the pop-rock duo of Keith & Don Abey. Co-writers

of their own brand of folk-tinged smooth rock, the pair capture some of the label's hit Three Dog Night sound; add that energy to their own AM melodies and Phillips' strong production, and Jamme is off and running with "Jan," "My Old Lady," "Changes" and others.

BILL HALEY SCRAPBOOK—Kama Sutra
KSBS 2014 (S)
Here's a solid collector's item for fans of the early rock era—a Bill Haley & the Comets program recorded live at New York's Bitter End. All of his classics are included, ranging from "Crazy," "Man, Crazy" to "Shake, Rattle and Roll" and "See You Later, Alligator." The excitement of the audience adds much to this nostalgic recording.

**GINSBERG-BLAKE: SONGS OF INNOCENCE
AND EXPERIENCE**—Allen Ginsberg. MGM
FTS 3083 (S)
Allen Ginsberg has an unusual album here as he has put his chanting, Eastern music to some of William Blake's finest poems. Ginsberg, and others, especially Peter Orlovsky perform these cuts, which add interesting dimensions to "Night," "The Human Abstract," "The Little Black Boy" and 18 others, such as "The Lamb" and "The Grey Monk."

NEW YORK ELECTRIC STRING ENSEMBLE—
Tapestry. Columbia CS 9992 (S)
Here's an album to please many tastes. The New York Electric String Ensemble is equally strong on rock, easy listening and classical grooves and the varied repertoire gives the group ample opportunity to shine in all areas. The programming opportunities are broad enough to get this album off the ground.

DUO OURO NEGRO—The Music of Africa

ALBUM REVIEWS

BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

FOUR STARS

★ ★ ★ ★ Albums with sales potential within their category of music and possible chart items.

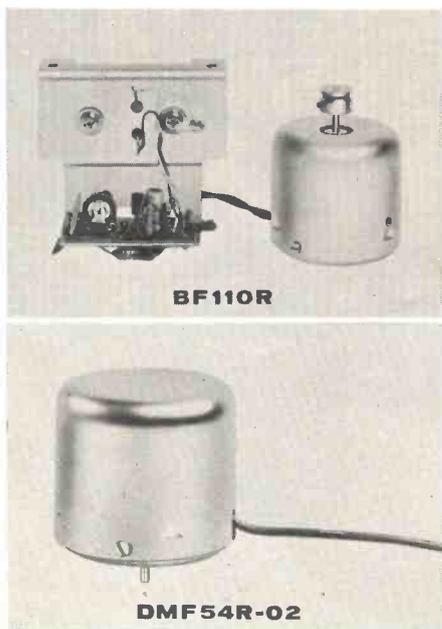
Today, UA International UNS 15556 (S) Raul Cruz and Emilio Pereira, under the name Duo Ouro Negro, have taken their pulsating African music, with its exciting rhythmic varieties, for a commercial ride and have come up with a potential sleeper "Kuemba Ritoko" and "Iiza" have been released as a single, and the traditional "Suliram" is another highlight.

COUNTRY

VARIOUS ARTISTS—Country Music Memorial. Starday SLP 9-451 (S)
This is a two record set of much interest
(Continued on page 84)

More Album
Reviews on
Pages 84 & 90

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It's A Hit On Canyon

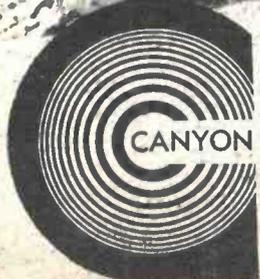
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STEREO TAPES

'Rosenkavalier' Will Open Lyric Opera's '70 Season

• Continued from page 74

Tito Gobbi and Washington, Bruno Bartoletti conducting.

"Gianni Schicchi" will be paired with Bartok's "Bluebeard's Castle," which features Geraint Evans, Bartoletti conducting. Evans also will be featured in Benjamin Britten's "Billy Budd," first performance, Nov. 6 with Bartoletti conducting. Other principals will include Richard Lewis and Theodore Upperman.

Bartoletti also will conduct Verdi's "La Traviata" with Montserrat Caballe, Nicolai Gedda and Piero Cappuccilli, first performance, Oct. 22, while Votto will also conduct Donizetti's "Lucia di Lammermoor," first performance, Oct. 16, with Cristina Deutekom, Richard Tucker, Norman Mittelmann and Washington. Quadri's other opera will be Rossini's "Italiana in Algeri," first performance, Nov. 13, with Miss Marimpietre, Marilyn Horne, and Ottavio Garaventa.

From The Music Capitals of the World

(DOMESTIC)

• Continued from page 60

from the Zanesville (O.) Publishing Co. for \$750,000, subject to FCC approval. Henry C. Goldman, general manager of WZIP-AM and FM, says all personnel will be retained and the stations will continue with their country music format.

BILL SACHS

MEMPHIS

Songwriter-singer Mark James, who wrote Elvis Presley's "Suspicious Minds" and B. J. Thomas' "Hooked on a Feeling," will have his own singing album on Scepter any day now.

Betty Berger, president of Continental Artists booking agency, has signed Sun International's Gentrys, who have "Why Should I Cry," on release now and Stax's Rufus Thomas to exclusive booking

agreements into her stable of stars.

Stax's William Bell assisted Mitti Collier on a new single release for Peachtree Records at Ardent Studios. Others having a busy week at Ardent included Lee Wilder, national program director for the Plough radio chain, who produced a new jingle package for WCAO in Baltimore and WMPS of Memphis. Eddie Hinton of Muscle Shoals, Ala., Sound Studios production overdubbed the new Moog Synthesizer on his production of singer Jim Coleman. Alan Jones worked on a new single of the Newcomers for Stax at Ardent. Willie Mitchell mixed Hi Record Co.'s Ann Peebles and Denis La Salle releases for Hi that is distributed by London. Stax has signed Ernie Hines of Chicago and Chuck Brooks to recording contracts. Hi's Deacon Honey Bee Band, managed by Charlie Nash,

Dedication of Miami School

• Continued from page 74

types of recorded sound with related printed or visual materials, a listening room, and an archives section, a re-recording and microfilming facility, and a storage division.

Performing at the ceremonies will be the university's Symphonic Wind Ensemble, Frederick Fennell conducting.

'Norma' in Style

• Continued from page 74

don program ad, was a sensitive oroviso. But, the overwhelming satisfaction of the difficult Bellini score was caused by London artists, who glowed throughout. The production itself is quite stark, which may fit ancient Gaul, the setting.

FRED KIRBY

will have its first single this month.

Mac Allen Smith, who was singing the middle 1950's music but never reached the superstar status is making a comeback and recording at Lyn-Lou Studios since that period of music is on the rebound.

Tom Jones will make his first personal appearance here at the Mid-South Coliseum July 9 for one appearance at a guarantee of \$75,000. He is being brought here by National Shows, Inc., which is also paying Jones \$100,000 for two appearances in one day in Miami. It is the largest scale for tickets in the history of the vast Coliseum which can seat about 13,000. Tops is \$15 with a minimum of \$7.50.

Epic's Charlie Rich has signed to play several weeknight dates at Fred Alfonso's Thunderbird Lounge. Background vocalist Mary Holladay and her sister, Ginger, who worked on Presley's Memphis sessions in 1969 and several of B. J. Thomas's sets, are supporting Scepter's Ronnie Milsap at TJs Lounge. JAMES D. KINGSLEY

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	16
2	2	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	37
3	3	WALKING IN SPACE Quincy Jones, A&M SP 3023	19
4	4	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	47
5	5	BEST OF HERBIE MANN Atlantic SD 1544	5
6	7	BEST OF RAMSEY LEWIS Cadet LPS 839	4
7	6	YE ME LE Sergio Mendes & Brasil '66, A&M SP 4236	13
8	8	IN A SILENT WAY Miles Davis, Columbia CS 9857	29
9	10	BEST OF EDDIE HARRIS Atlantic SD 1545	2
10	16	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKAO 404	3
11	9	BUDDY & SOUL Buddy Rich Big Band, World Pacific BST 20168	30
12	14	STONE FLUTE Herbie Mann, Embryo SD 520	4
13	13	DIDN'T WE Stan Getz, Verve V6-8780	14
14	11	HERBIE MANN LIVE AT THE WHISKEY A GO GO Atlantic SD 1536	17
15	15	CONCERTO GROSSO IN D BLUES Herbie Mann, Atlantic SD 1540	12
16	12	CRYSTAL ILLUSIONS Sergio Mendes & Brasil '66, A&M SP 4197	32
17	17	INSIDE Paul Horn, Epic BNX 26466	12
18	18	FANCY FREE Donald Byrd, Blue Note BST 84319	13
19	—	FROM THE HOT AFTERNOON Paul Desmond, A&M SP 3024	5
20	20	SPINNING WHEEL Howard Roberts, Capitol ST 336	7

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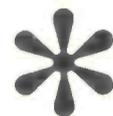
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MILWAUKEE & NEW ORLEANS.

SPECIAL MERIT PICKS

• Continued from page 80

to country buffs. It contains cuts by Cowboy Copas, Patsy Cline, Texas Ruby and many more, all tied together with narration by Grant Turner. Turner artfully and briefly notes the contribution of each artist to the country field.

GOSPEL

REV. JONATHAN GREER—I Have a Friend. Nashboro 7081 (S)
Designed for moments of quiet meditation, this album is a combination of soul

stirring organ and piano sounds which reaches into the listener and attunes his mind to love, peace and beauty. Rev. Jonathan Greer, on organ, plays with feeling, demonstrating his concern for people. This is only his second album, but it seems inevitable that we'll be hearing more from him.

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KELLY BROTHERS—I Still Remember. Creed 3015 (S)
This group, originally known as the Kingpins, serves up a potpourri of religious fare that includes soul, rock and pure gospel. The finished product is an enjoyable feast of gospel funk designed to please, not only the gospel freak, but anyone interested in music. Tunes include, "The Lord's Prayer," "Striving So Long" and "I Still Remember."

CLASSICAL

DYORAK: REQUIEM MASS—Various Artists/London Symphony (Kertesz). London OSA 1281 (S)
Highlight of this handsome boxed package is the vocal team headed by Pilar Lorengar, Erzsebet Komlosy, Robert Hoshalvy and Tom Krause. They give the "Requiem Mass" a rich and dramatic quality that's excellently complemented by the London Symphony Orchestra under the direction of Istvan Kertesz.

ALBENIZ-FRUMBECK DE BURGOS—Suite Espanola. New Philharmonia Orch. (Fruhbeck

de Burgos): London CS 6581 (S).
Rafael Fruhbeck de Burgos has an exceptional orchestral transcription here of Albeniz's "Suite Espanola." One of the finest conductors around, Fruhbeck de Burgos expertly conducts the superlative New Philharmonia Orchestra here. He completes the suite well with "Cordoba" from "Cantos de Espana," instead of "Cuba."

BEETHOVEN: SONATAS Nos. 13, 24, 3— Wilhelm Backhaus. London CS 6638 (S)
Wilhelm Backhaus' performance of these three Beethoven sonatas mirror the warmth and elegance of the compositions and the artist's fine technical and interpretative capacity.

COLORATURA ARIAS—Sylvia Geszty. London OS 26114 (S)
The fine coloratura singing of Hungarian soprano Sylvia Geszty here presents a program of a wide variety of some of the flashiest operatic arias, including selections from Mozart's "The Abduction from the Seraglio," and "The Magic Flute," "I Puritani," Richard Strauss' "Ariadne auf Naxos," Offenbach's "The Tales of Hoffmann," Rossini's "The Barber of Seville," and Verdi's "Rigoletto" "Masked Ball."

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★

HARDY BOYS—Wheels. RCA Victor LSP 4315 (S)
SPIRITS & WORM—AAM SP 4229 (S)
LOU GOSSETT—From Me to You. B.T. Puppy BTPS 1013 (S)

COUNTRY ★★★★★

FLOYD CRAMER GOES HONKY TONKIN'— MGM SE 4666 (S)

SOUL ★★★★★

JOHNNY ROBINSON—Memphis High. Epic BN 26528 (S)

GOSPEL ★★★★★

WANDA JONES—Day by Day. Creative Sound CSS 1512 (S)
THE BEST OF THE BROOKLYN ALLSTARS— Nashboro 7079 (S)
JAMALL BADRY/BURYL RED—Pass It On. Word WST 8506 LP (S)
RICHARD ROBERTS & THE WORLD ACTION

SINGERS/RALPH CARMICHAEL—Songs to Live By. Light LS 5518 LP

RELIGIOUS ★★★★★

CLIFF BARROWS NOW!—Word WST 8500 LP (S)

CLASSICAL ★★★★★

BACH: CANTATAS Nos. 130/67/101— Various Artists/L'Orch. de la Suisse Romande (Ansermet). London OS 26098 (S)
BRAMMS: SERENADE No. 2/DYORAK: SERENADE FOR WINDS— London Symphony. (Kertesz). London CS 6594 (S)
ENGLISH MUSIC FOR STRINGS— English Chamber Orch. (Britten). London CS 6618 (S)

LOW PRICE CLASSICAL ★★★★★

SCHUETZ; PSALMEN DAVIDS— Various Artists (Ehmann). Nonesuch H 71235 (S)
NIELSEN: SYMPHONY No. 5/SAGA-DROM— New Philharmonia Orch. (Horenstein). Nonesuch H 71236 (S)

Action Records

Singles

★ **NATIONAL BREAKOUTS**
WOODSTOCK . . .
Crosby, Stills, Nash & Young, Atlantic 2733 (Siquomb, BMI)
★ **REGIONAL BREAKOUTS**
THERE ARE NO REGIONAL BREAKOUTS THIS WEEK.

Say You Saw It in
Billboard

Albums

★ **NATIONAL BREAKOUTS**
BADFINGER . . .
Magic Christian Music
Apple ST 3364
BERT KAEMPFERT . . .
The Kaempfert Touch
Decca DL 75175
FRIENDS OF DISTINCTION . . .
Real Friends
RCA Victor LSP 4313
BEE GEES . . .
Rare, Precious & Beautiful, Vol. 2
Atco 33-321

★ NEW ACTION LP's

RICHARD HARRIS . . .
Love Album
Dunhill DS 50074
SRG . . .
Traveller's Tales
Capitol SKAO 273
RENAISSANCE . . .
Elektra EKS 7406S
HUGO MONTENEGRO . . .
Colours of Love
RCA Victor LSP 4273
GREAT SPECKLED BIRD . . .
Ampex A 10103
HOLLIES . . .
He Ain't Heavy, He's My Brother
Epic BN 26538
DORIS DUKE . . .
I'm a Loner
Canyon 7704

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Nationwide View of Grammy Ceremonies

New York—NARAS



THE BLOOD, SWEAT & TEARS surround Louis Armstrong to accept one of their awards. Armstrong holds the award in his hand.



FATHER NORMAN O'CONNOR presents special award to Robert Moog, inventor of the Moog Synthesizer.



PHIL RAMONE talks with Milt Okun, right, president of the New York Chapter of NARAS.



MERV GRIFFIN, master of ceremonies, confers with Mort Lindsay, right, during the awards presentations.

Los Angeles—NARAS



National NARAS president Irv Townsend with Grammy winner Peggy Lee.



PEGGY LEE, with Grammy winners Bill Cosby and Burt Bacharach on each arm.



JAZZ WINNER Quincy Jones and drummer Lee Young.



JOHN BARRY, Harry Nilsson and Joni Mitchell.

Chicago—NARAS



JANE BIRKIN and Serge Gainsburg, second and third from right, who recorded "Je T'Aime . . ." were guests at the Mercury Records table. Others, from left, are Ron Oberman, George Balos, Al Parachini, Johnny Sippel, Desmond Stroebel and Jean Claude Desnarty.



KENNY ROGERS and the First Edition, Reprise Records' recording artists, were the heading act at the Chicago chapter's NARAS banquet.



THE FIFTH DIMENSION, Bell Records' recording artists, accept a Grammy for the "Best Contemporary Vocal Performance by a Group" for its record, "Aquarius/Let the Sun Shine In." At right is Regis Philbin, master of ceremonies.



KENNY SODERBLOM, president of the Chicago NARAS chapter, accepts an honorary Grammy from Regis Philbin, right, master of ceremonies.

Nashville—NARAS



JOHNNY CASH poses with a less-than-nattily attired Junior Samples, in the early part of the evening in Nashville.



JACK GREENE and Jeannie Seeley perform before the huge crowd of 1,300, the largest in Nashville NARAS history, in an auditorium tastefully decorated by SESAC.



GRAMMY WINNERS, left to right, Waylon Jennings, Shel Silverstein, Reba Hancock (for Johnny Cash), Joe Simon, James Blackwood, Jake Hess and Danny Davis.



ARRANGER BILL McELHINEY accompanies Danny Davis to the podium to receive the Grammy for the Nashville Brass.

Atlanta—NARAS



CANDI STATON sings to the Atlanta audience in front of the Clarence Carter Band, performing her nominated song, "I'd Rather Be an Old Man's Sweetheart."



RICHARD SPENCER sings his Grammy winning "Color Him Father" to the Atlanta audience.



SEYMOUR HELLER, Bill Lowery and Lloyd Greenfield share some socializing prior to Atlanta's first Grammy banquet.



EDDIE FLOYD, Mrs. Otis Redding and Tom Dowd, right, beam with approval as Jerry Wexler, second from left, accepts a Grammy for Aretha Franklin.

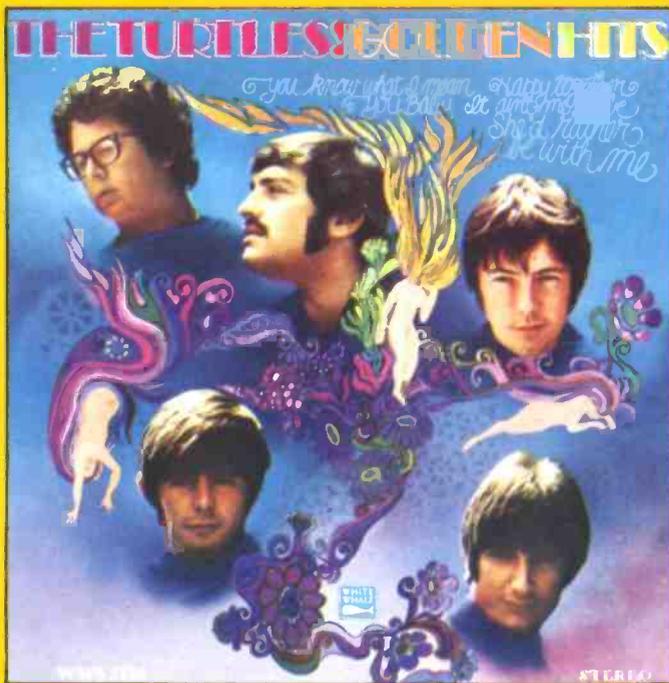
IT'S AN **ARMS LENGTH***



***FROM
HERE**

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SON OF



WW7115

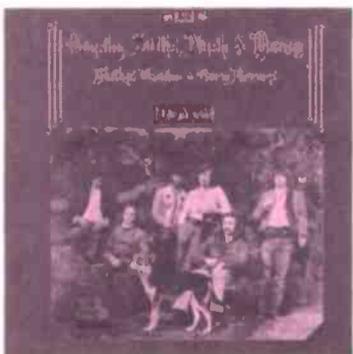
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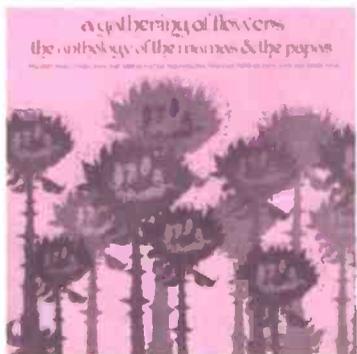
Billboard Album Reviews

MARCH 28, 1970



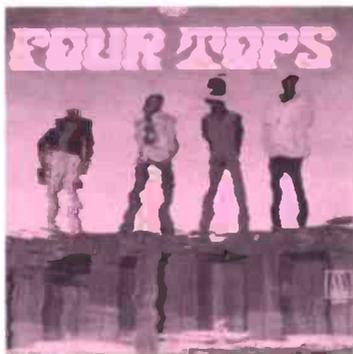
POP
CROSBY, STILLS, NASH & YOUNG—Deja vu. Atlantic SD 7200 (\$)

Last year's phenomenon is this year's super-group, and the awesome performing talents of Crosby, Stills, Nash & Young are etched into their second album with a skill and sensitivity bound to be the measure of excellence in rock for 1970. The writing credits are evenly shared and all the cuts are hits, especially Joni Mitchell's "Woodstock" and "Teach Your Children."



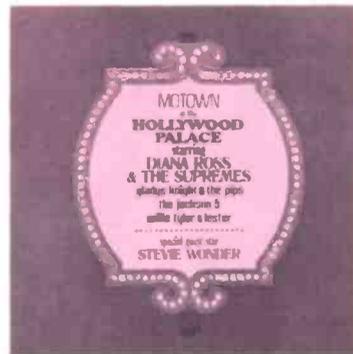
POP
THE MAMAS & THE PAPAS—A Gathering of Flowers. Dunhill DSY 50073 (\$)

This 2-record set is sub-titled "The Anthology of the Mamas and the Papas," and that's exactly what it is. Along with their classic performance, there's a booklet enclosed that offers many unique photos, comments by Papa John and Mama Cass, plus lyrics to many of the songs are also included and add to the collector's appreciation of the set.



POP
FOUR TOPS—Still Waters Run Deep. Motown MS 704 (\$)

The album's theme of love and peace should set the Four Tops spinning again, as the veteran Motowners join the new generation with musical comments, "Still Water," "Love Is the Answer," "Evasive Butterfly" and "Bring Me Together." Their versions of "Reflections" and "Everybody's Talkin'" are also tops, and the group should wail with overdue impact.



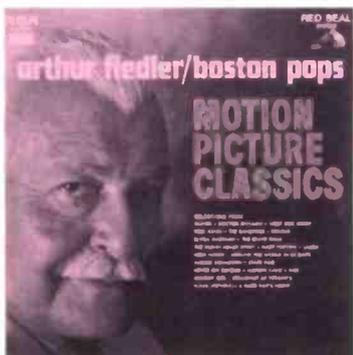
POP
VARIOUS ARTISTS—Motown at the Hollywood Palace. Motown MS 703 (\$)

This album, recorded live at the Hollywood Palace, features some of the top artists on the Motown label. Contributing to the funky soul sounds are Diana Ross & The Supremes, Stevie Wonder, The Jackson 5, and Gladys Knight & The Pips. It is a fast-paced album filled with some of the most notable works of the artists and is a definite chart rider.



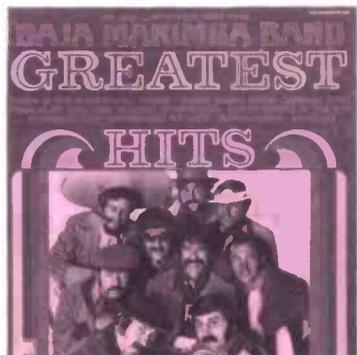
POP
JAGGERZ—We Went to Different Schools Together. Kama Sutra KSBS 2017 (\$)

The hard rock sound of the Jaggerz has made itself felt with their best selling "Rapper" single. Their album features the hit single, "I Call My Baby Candy," and 9 other potent cuts, all of which were written by members of the group, with the exception of the Beatles' "With a Little Help From My Friends."



POP
ARTHUR FIEDLER/BOSTON POPS—Motion Picture Classics. RCA Red Seal VCS 7056 (\$)

Here's a specially priced two-LP set that spans music in films such as "High Noon" to "A Hard Day's Night." The arrangements, orchestra and Fiedler's zippy conducting make them all spring with new freshness.



POP
JULIUS WECHTER & THE BAJA MARIMBA BAND—Greatest Hits. A&M SP 4248 (\$)

The Baja Marimba Band reappear with a top collection of happy music, as bright and springy as the oncoming season. The "Greatest Hits" on the album are other people's greatest hits, from "Along Comes Mary" to "Ghost Riders in the Sky"; but Julius Wechter and his group remold them into their own distinctive and relaxing style. Highly commercial package.



POP
LEROY HOLMES ORCH. & CHORUS—New Provocative Films. United Artists UAS 6742 (\$)

Leroy Holmes, one of the more avant-garde and adventurous music conductors of our time, has taken the theme songs from some of the most provocative movies, and given them an added sensuousness and listenability of sound. Listen to the theme from, "Fanny Hill," "De Sade," or "All the Loving Couples," and you'll agree that sex never sounded so good.



POP
VARIOUS ARTISTS—Motown Winners' Circle—No. 1 Hits, Vol. 5. Gordy GS 950 (\$)

Another perfect choice for do-it-yourself discotheques and oldie radio programming, volume 5 of Motown's Winners' Circle includes such big hits as the Temptations' "Beauty's Only Skin Deep," the Supremes' "You Can't Hurry Love," the Four Tops' "It's the Same Old Song," Marvin Gaye's "Too Busy Thinking About My Baby."



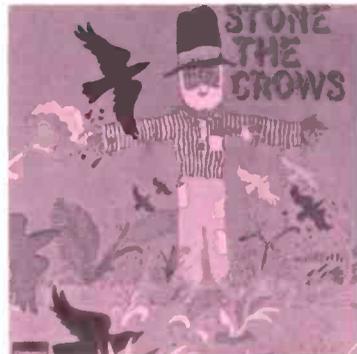
POP
BLUES IMAGE—Open. Atco SD 33-317 (\$)

This second Blues Image album is another beauty. This Florida group can dish out the blues in such numbers as "Clean Love," then go Latin as in their exceptional version of "La Bamba." "Take Me" is another winner, with excellent instrumental work. The other cuts also are fine.



POP
TASTE—On the Boards. Atco SD 33-322 (\$)

A taste of chart action brings this avant-garde rock group to the U.S. for a big second helping. And this time, fronted by composer, lead singer and guitarist, harmonica and alto-sax man Rory Gallagher, Taste is tighter, more lyrical and melodic. Jazz, blues and heavy rock riffs highlight "What's Going On," "Morning Sun" and "On the Boards." Headed for the top.



POP
STONE THE CROWS—Stone the Crows. Polydor 24-4019 (\$)

The group is now in the throes of a U.S. tour, which should provoke a demand for their album, for it features some superb rock musicianship and a raspy, sensuous lady vocalist named Maggie Bell, whose bluesy wailings should be heard more than once. Highlights include "The Touch of Your Loving Hand," and "I Saw America" which is side 2 of the LP.



POP
BLUE MOUNTAIN EAGLE—Blue Mountain Eagle. Atco SD 33-324 (\$)

Blue Mountain Eagle is a new rock group that stands out among the newcomers who've been hitting the market at a seemingly incessant rate. It is a truly heavy group, with accent on guitars, but with a stress on harmony and unusual arranging style. The FM'ers should take to it quickly.



POP
A RECORD OF PURE LOVE & PLEASURE—Dunhill DS 50076 (\$)

Here's a refreshing new Dunhill group which could have Top 40 and underground appeal. The beat is solid and is sustained by good combined vocals in such numbers as "Love, Love, Love You," and "My Lives." The extended version of "The Lord's Prayer" is something to hear.



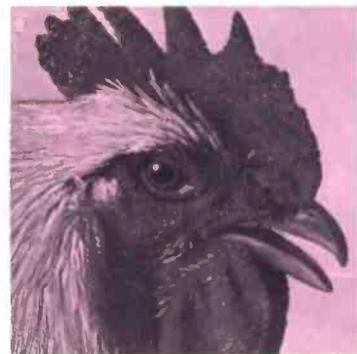
POP
LEON RUSSELL—Leon Russell. Shelter SME 1001 (\$)

Another newcomer exponent of contemporary blues at its best is American performer/writer Leon Russell who debuts on Blue Thumb-distributed Shelter label. Russell has written for some of today's top record stars and his own virile and gravelly voice is well suited to his songs. Highlights include "A Song For You" and "Delta Lady."



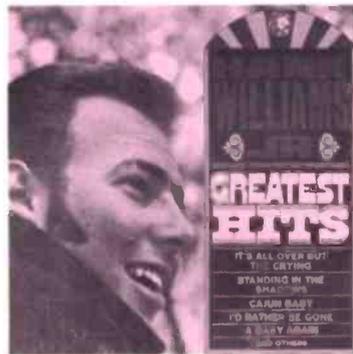
POP
MANDRAKE MEMORIAL—Puzzle. Poppy PYS 40,006 (\$)

Progressive, hip or rip rock, whatever it is, the music on this LP has some interesting ideas that are highly appealing as well. And this is an innovative, talented unit who may make it big with this one. There's one tune, "Just a Blur," that has three different versions.



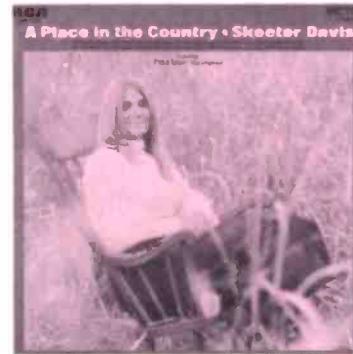
POP
AMBERGIS—Ambergis. Paramount PAS 5014 (\$)

Ambergis, a nine-man group with today's sound, has a topnotch debut album here with the instrumental elements of the band in sharp relief, as Ambergis delivers "Chocolate Pudding," "Walking on the Water," "Soul Food" and other fine selections, it's apparent that success via disk is as assured as has been their performing success.



COUNTRY
HANK WILLIAMS JR.—Greatest Hits. MGM SE 4656 (\$)

This album will melt off the shelves. It includes Hank Jr.'s biggest hits, such as "It's All Over But the Crying," "Cajun Baby," "Standing in the Shadows" and more. Must inventory.



COUNTRY
SKEETER DAVIS—A Place in the Country. RCA Victor LSP 4310 (\$)

This is a strong package. It includes Skeeter's hit single, "I'm a Lover (not a Fighter)," and such solid material as "A Place in the Country," "I'm So Lonesome I Could Cry" and others. She sings with soul. Fine production by Ronny Light and Chet Atkins.



CLASSICAL
MAHLER: KINDERTOTENLIEDER / WAGNER: WESEN-DONCK LIEDER—Horne/Royal Philharmonic (Lewis). London OS 26147

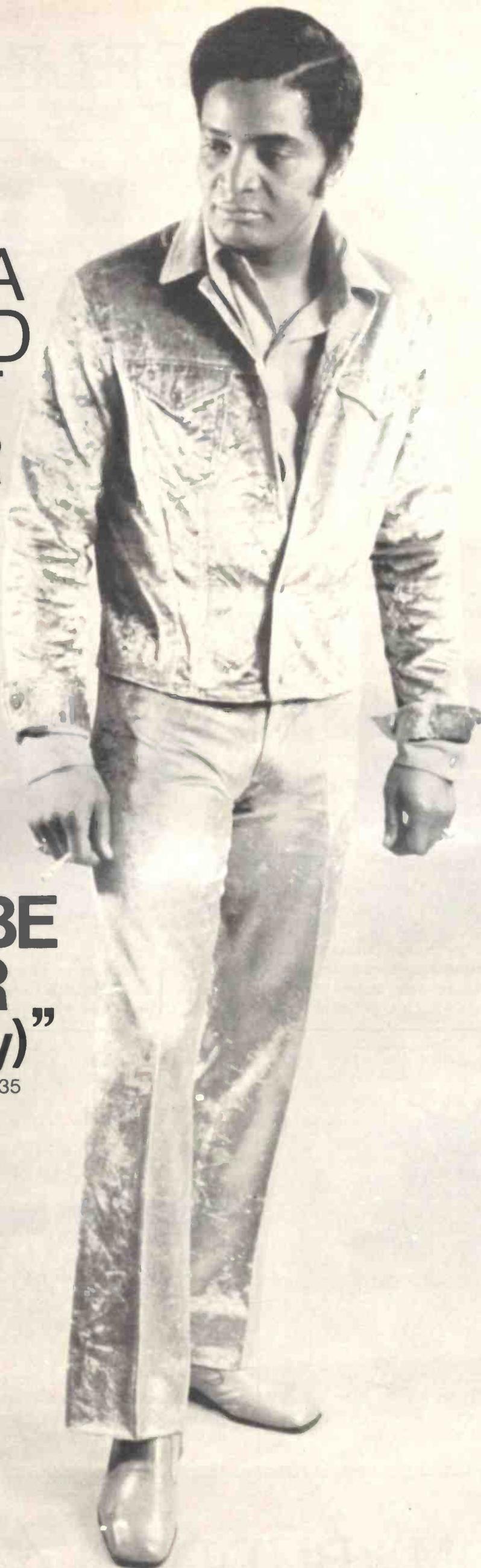
Miss Horne shines brightly here as she sings with richness the 10 lieder. Softly and with power she etches the pieces. The conducting of Henry Lewis fits in perfectly, as does the orchestra. Both show perfectly designed, intricate taste.

A
RED
HOT
LETTER
DAY
FOR
JACKIE
WILSON

-the release of a
great new
single

“LET THIS BE
A LETTER”
(To My Baby)”

55435



Brunswick is Beautiful



NEW SELECTIONS

Brewer and Shipley - Weeds



Michael Brewer and Tom Shipley are aided by Nicky Hopkins, Michael Bloomfield and someone who calls himself Nicky Gravy on this pro-life album. KSBS-2016

Melanie - Candles in the Rain



Melanie is words and music and the Edwin Hawkins Singers and Carolina and what have they done to her song. A lot of people have been waiting for this album -- it's been worth the wait. BDS-5060

Stairsteps

STAIRSTEPS

The Stairsteps put themselves out on this album which contains "Dear Prudence," their current hit single. BDS-5061

The Lovin' Spoonful - John Sebastian Song Book Vol.1



While other companies fight it out, we have the classic John Sebastian. KSBS-2011

Moe Koffman - Moe's Curried Soul



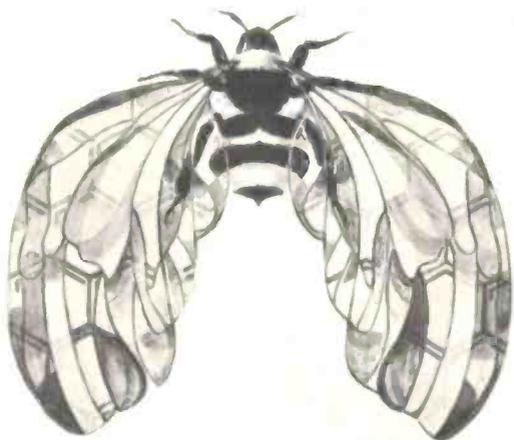
All you "Swinging Shepherd Blues" freaks will feel it when you hear this. KSBS-2018

Rodriguez - Cold Fact



Words from the city. Hard words on a new label with a totally different trip. SXBS-7000

Honey Cone - Take Me with You



An ex-Raelette, an ex-Ikette, and the experience of working with Johnny Rivers and The Righteous Brothers brought their voices up and out as The Honey Cone. Chart records and all. HA-701

Flaming Ember

flaming ember

From Detroit where everybody sings and they don't mind having hit records. Under the supervision of Eddie Holland. HA-702

Harold Robbins Presents Music from The Adventurers



Harold Robbins presents the music from the Adventurers with the help of Ray Brown's Orchestra, Quincy Jones' arrangements, and the music of Antonio Carlos Jobim. SYS-9000

FROM  BUDDAH / KAMA SUTRA 

MORE SELECTIONS

Bill Haley Scrapbook

Bill Haley Scrapbook

Rug rolling music from Mr. Haley.
KSBS-2014

Silver Metre



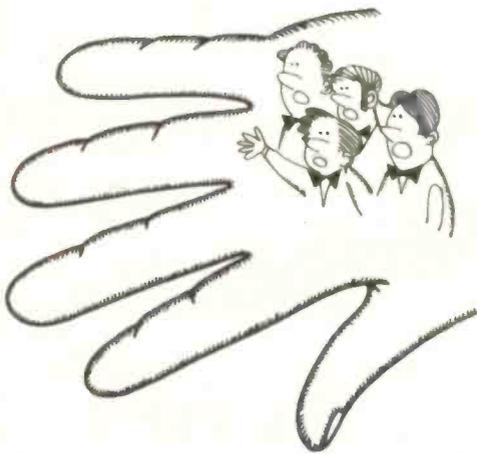
Leigh Stephens, Pete Sears,
Mick Waller, Jack Reynolds.
Produced by Big Daddy Tom Donahue.
NG-2000

The Jaggerz - We Went To
Different Schools Together



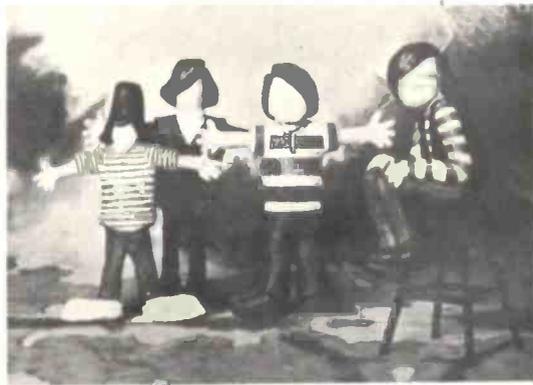
Right off "The Rapper"
into album land. KSBS-2017

The Tokens - Both Sides Now



For ten years they've been
good guys. This album is no
improvement. Includes the best of
their past as well as their
present and future hits. BDS-5059

The Very Best of
The Lovin' Spoonful



Classic Lovin' Spoonful.
The best of Volume I & II --
the best! KSBS-2013

The Impressions - The Best
Impressions



Curtis Mayfield writes like
The Impressions sing. Nice.
From "Gypsy Woman" to "Amen" to
"Choice of Colors" -- very nice.
CRS-8004

1950's Rock & Roll Revival



Without grease there is
nothing ... KSBS-2015

The Road

the
Road

The Road, fully paved and
worth the trip. KSBS-2012

Sound Track -
A Dream of Kings



The first album from
National General including the
hit sound of Frankie Valli. NG-1000

FROM BUDDAH / KAMA SUTRA

From The Music Capitals of the World

TORONTO

Jack Richardson produced "Everywhere," the first single by Halifax's Pepper Tree for Capitol. Decca Records in the U.S. set to release "Now That It's Over" by Montreal's Sebastian. The single was released nationally here late last year on the Apex label. Ronnie Hawkins performed with his new band, the Many Others, at the Hawks Nest, March 14. The Canadian Talent Library's March release is "Cliff Jones Presents Six People Singing Songs by Cliff Jones and Other People." LP features five original compositions by Jones and six new singers, Brian Russell, Rhonda Silver, Les Leigh, Erin Malone, Vern Kennedy and Diane Miller. CTL has added three more radio stations to its subscription list—CFAX, Victoria; CKOV and CJOV, Kelowna—bringing the total to 169.

Gordon Lightfoot's first Reprise LP now set for an early April release. Jefferson Airplane set to give two concerts at O'Keefe Centre, Sunday (29). Hal Frazier opens at the Hook and Ladder Room, Monday (30).

WB just released an LP by Calgary's Troyka on the Cotillion label. The album was produced at Edmonton's Round Sound Studios. Capitol held its semi-annual merchandising meeting March 18-20. Company's promotion representatives from across the country are due in town this week for talks.

London will distribute the Montreal-based Le Patriote label. Initial release is "On Ira N'Importe Ou Lanoraie" by Louis-Pierre Girard. Capitol kicked off an intensive promotion campaign in Quebec on all product by Canadian violinist Louis Bannet. Tommy Roe into Montreal's Casino Royale at the Diplomat Hotel, April 3-13. Animals' version of "House of the Rising Sun" receiving dual listings along with the Frijid Pink's version of the song at CKWS, Kingston, and CKOC, Hamilton.

Bobbie Gentry's first TV special, "Gentry 1," which was taped at CFTO last December, will be televised on the CTV network, Tuesday (24). Show headlines Ian & Sylvia, Ritchie Havens, John Hartford and the Staple Singers. Capitol out with two new French Canadian records: "Quand Taurais Vingt Ans" by Pierre Lalonde and "Venus" by the 25th Regiment. Company has just signed Melchior, a Montreal French rock singer. Initial product by the singer should be ready in a few months.

Meadow's "Oh Darling" a big hit nationally. The disk is Radio Varsity's (University of Toronto) most popular record now. A&M Records out with a big promotional push on the original cast recording of "The Boys in the Band" to tie in with the Canadian premiere of the film at Uptown 2, March 20. Buffy Sainte-Marie gave a benefit concert for the Ontario Natives Development Fund at Convocation Hall, March 15.

James Taylor booked into the Riverboat, Tuesday-Sunday (24-29). "For the Love of Him," by Bobby Martin, which was released early in December by United Artists, starting to get airplay in Ontario.

Compo releasing "Words" by Anvils (formerly Trials of Jason Hoover) on the New Syndrome label: "Dear Old Daddy Bill" by Motherlode on Revolver. Bill Cosby pulled capacity crowds to two shows at Ottawa's National Arts Centre, March 7, and also to Montreal's Place des Arts, March 8. Martin Onrot was the promoter.

Small Faces, MC5 and Banchee will perform at a Peace Festival at Varsity Arena, Wednesday-Thursday (25-26). WB will hold two benefit screenings for "Woodstock" at Uptown 1, Wednesday (25). Crosby, Stills, Nash & Young's new single,

"Woodstock," being released to tie in with the opening of the film. The soundtrack LP is expected out next month. Alice Cooper inked into the Electric Circus Thursday (25). Ian & Sylvia and the Great Speckled Bird will appear at benefit concert for the University of Toronto's Pollution Probe at the St. Lawrence Centre, March 30. Natalie Baron's new Capitol single, "The next Sound You Hear," will be released Monday (23). Quality has released a Goldie Hawn look-alike contest in connection with the release of Bell's "Cactus Flower" soundtrack LP. Bobby Sherman drew capacity crowds to two shows at O'Keefe Centre, March 14. London recently released "Get Your Thing Together" by Montreal's Marblehall on the Aquarius label. Anne Attenborough's recent win in a talent contest in Vancouver led to a contract with Polydor. Company has just released her first single, "We Will Find Love," which was penned by Tom Northcott and produced at Studio 3 Productions.

RITCHIE YORKE

MANILA

D'Swan signed Jonathan Potenciano, Ernie Garcia and Elizabeth Bankhead. Potenciano, 18, is national title holder of Twang Ng Tanghalan, a local live institutional amateur singing contest program. Both Garcia and Bankhead are appearing in Philippine films. Tagalog Ilang-Ilang Productions filmed Danny Subido's "My Pledge of Love" which was recorded by Edgar Mortiz for Wilear's last year. The movie version elevated Wilear's artists Vilma Santos and Mortiz to movie stars. Supporting Santos and Mortiz in the musical-drama film were two other Wilear's artists—Esperanza Fabon and Romy Mallari. For his single debut on D'Swan, Ernie Garcia recorded two works of Danny Subido, "Make Believe" and "Baby Come Home." Elizabeth Bankhead will record works of Danny Subido, "A Day That Never Was Before" and "Never Get Tired of Loving You." The Lumberjacks, whose first LP was released early this month, recorded two adaptations for D'Swan, "Don't Forget to Remember" and "No Time." Organist Maria Luisa Martin made an album debut on D'Swan. The title is "Organ Music a La Carte." Victor will launch a recording career for organist Eric Dimson, a college freshman. D'Swan is coming out with another LP this month. Album title is Eddie Peregrina's Greatest Hits.

OSKAR SALAZAR

OSKAR SALAZAR

OSKAR SALAZAR

PARIS

France Inter radio gave five days of continuous promotion to the new Liberty/U.A. album "Best of France," featuring songs by French composers. Francoise Hardy has written a French lyric to the UA title "Never Learn to Cry" (Mon Monde n'est pa Vrai). Philips is promoting the young American pianist Stephen Bishop with the French release of four albums of works by Beethoven, Brahms, Bartok and Stravinsky. CBS orchestra leader Caravelli will accompany all European participants in the Mexico Song Festival after a tour of Chile. Caravelli is then set for a visit to Canada. SACEM, the French performing rights society, has awarded its two classical music prizes to Michel Zbar (the \$1,750 Grand Prix de la Promotion Symphonique) and Alain Bancquart (\$1,250 Grand Prix de la Musique Symphonique de Chambre). Vogue is releasing Petula Clark's latest album in English, "Just Pet." Norbert Saada's La Compagnie is reissuing two MCA albums of hits by Buddy Holly and Bill Haley, distributed by CED. Vogue has released the 33rd album in its series,

POLYDOR & SPRING DEAL

MONTREAL — Polydor has acquired Canadian distribution rights to Spring Records. Initial release on the label is "Mama Said," a 1965 Shirelles hit, by Little Eva, and "Soul Meeting" by Don Williams & the Exchange.

Polydor recently completed negotiations to handle the Canadian rights of "Does Anyone Really Know What Time It Is?" by Tension on the Poison Ring label.

Canada Executive Turntable

A number of new appointments in Capitol Records promotion department were announced recently: Richard Glanville-Brown is now the company's national artist promotion manager. Johnny Sands has become their Quebec English promotion representative, the position formerly held by Brown. Glen Blouin promoted to Brown's assistant. Dick Riendau appointed Capitol's product manager for Disneyland, Pickwick and A&M product. Skip Fox, former sales representative at CHUM, Toronto, is Phonodisc's new Ontario promotion director. David Brodner, recent Quality Records Quebec promotion manager, appointed promotion director of A&M Records in Quebec, Ottawa Valley and Atlantic provinces. Liam Mullen, former music director of CKGM-AM and FM, Montreal, has become promotion coordinator of A&M Records in Ontario and western provinces.

"The Many Faces of Jazz," featuring Dizzy Gillespie at Pasadena in 1948. Barclay foreign directors attending a Paris meeting organized by Eddie Barclay include Marco Bachmann (Germany), Valere Bral (Belgium), Yvan Gadoua (Canada), M. Cuxart (Spain), Juan Fernandez (US), Reiner Maassen (Holland) and Claude Aubert (Switzerland). Ella Fitzgerald backed by the Count Basie Orchestra is to play two concerts at the Olympia, Paris, April 15.

The city's first progressive pop festival currently in progress at Le Bourget airport. The concerts, backed by local restaurants and shops, feature such groups as Creedence Clearwater Revival, The Pretty Things, Procol Harum and Renaissance. There is also a trade display by leading record producers and publishers. Coinciding with the festival RCA is releasing 10 progressive pop albums including LP's by Grapefruit, Jefferson Airplane, Liverpool Scene. CBS-Columbia president Goddard Liebermann made recent flying visit to Paris. Polydor's Barry Ryan also here this month to promote

Pacific Star Set by Aikens

VANCOUVER—Pacific Star Records, a new record production firm and label, was established here recently. The organization, headed by Don Aikens, is concentrating on country and rock product. Initial release from the company is being produced at Aragon's Studios. Negotiations are under way to seek a distributor for its product.

GRT of Canada Holds Review, Sales Meet

REGINA (Sask.) — Western representatives of GRT of Canada Ltd. Sales held a three-day sales meeting to review the company's progress in 1969 and preview upcoming product.

The talks, which were similar to the company's February con-

90 Girls Disk on New Syndrome

VANCOUVER — New Syndrome Records has released a single by a group of 90 girls from Montreal billed as Canada's Goodwill Ambassadors, who plan to use the profit from the disk to pay expenses to Expo '70 in Japan.

Money raised from sales of the disk, "Alouette" b/w "This Land Is Your Land," will help cover expenses in the last lap of their 6,000 mile journey which started in Montreal. The Compo Company is distributing the disk.

GRT of Canada Fete for Group

MONTREAL — GRT Records of Canada held a reception for Alan Lorber's group Illustration and their album of the same name. Illustration is an eleven member contemporary band which, coincidentally, is mainly composed of Canadians.

Their single, "Upon the Earth," and album are both released in the U.S. on Janus. Attending the GRT party were Canadian retailers, DJ's, programming people, and distributors.

on TV the new single "Magic Spiel." Polydor announced new contracts with U.S. label King featuring James Brown, and an exclusive signing with Erroll Garner whose new LP "Up in Erroll's Room" is being released prior to a European tour. Charles Cros award-winner Georges Moustaki wrote the score for the new French film "Solo" by and starring Jean-Pierre Mocky.

Five times a chart entrant in 1969, CBS artist Joe Dassin already showing hot form for 1970 with "Billy Le Bordelais" and "C'est La Vie, Lily," while his December hit "Champs Elysees" (from the English title "Down Waterloo Road") is still in the charts. Budding Barclay classic label is promoting the American Utah Symphony Orchestra under Maurice Abravanel in an album of French works by Varese, Milhaud and Honegger, while Barclay pop continues the new Brasilia series with three more Elenco releases by Edu Lobo, Tom Jobin and Dorval Caymmi, and Fantastique Brazil. MICHAEL WAY

ATHENS

Antoine, Al Bano, Josephine Baker, Carmen Sevilla and David Carroll will appear as guest artists at the 3rd Song Olympiad to be held July 10-12 in Athens. The Sounds (Music Box) left Greece for a three-month engagement at the Reverbeo nightclub in Beirut March 17. Back in Greece after a long stay in the U.S. is singer Jenny Vanou. Music Box artist Tammy has recorded her "Rain and Tears" in English for the British market. Music Box gypsy singer Manolis Angelopoulos has been booked for a three-week season in a Tel Aviv nightclub. American violinist Ernesto Farago plays a concert in

ference at GRT's London, Ont. plant, included an analysis of the company's service programs, quality control guides, and discussions on their new duplication and mastering equipment.

Ed LaBuick, national sales manager, flew in from California to outline the company's future operations. Ed Lawson, national a&r advertising and promotion manager, discussed GRT's future promotional activities.

Current and upcoming product was showcased on the final day in a 45-minute tape and slide presentation. Over 40 new LP's on the Janus, Hobbit, Chess and Checker labels plus Canadian Talent Library product was introduced in addition to a tape catalog involving over 60 labels.

Attending the sales meeting were Ethel Gore-Smith, Garth Campbell, Shirley Choy from Winnipeg's Laurel Records, Jack Smith, Phil Bateman, Pam Isbister from A.A. Murphy & Sons, Saskatoon, Bill Maxim and Bill Douglas from Van Dusen Bros. Ltd., Calgary.

Summerlea Tie With Makhan

MONTREAL — Summerlea Music Ltd. will now represent Montreal-based Makhan Publishing Co. throughout the world. The pact was recently announced by Summerlea manager, Brian Chater. Makhan was formed by Canadian group Mashmakhan, formerly of the Triangle, to look after their publishing interests. The group recently cut product for Columbia Records in New York for release in the U.S. and Canada shortly.

Athens April 9. Record retailers here are reporting strong sales for "Venus" by the Dutch group Shocking Blue and "Fortunate Son" by the Creedence Clearwater Revival. National Lyric Theater bass Vasilis Fakitsas will represent Greece in the International Opera Singer Competition in Sofia, Bulgaria, performing works from "Il Trovatore" and "The Magic Flute." Music Box artist Petros Milas played a successful six-week engagement at the Apollo nightclub in Kharoutou.

LEFTY KONGALIDES

COPENHAGEN

Nordisk Polyphon is putting a strong promotional effort behind the album "De Homine Urbano" by the new Phillips supergroup, Ache. The music on the LP, written by bass player Torsten Olafsson and organist Peter Mellin, was originally written for a rock ballet presented at the Royal Theater in Copenhagen. CBS Grammofoon is launching a drive to promote rock repertoire with the slogan "Fill Your Head With Rock." The campaign includes posters and other special display material. Metronome did special promotion to tie in with the coast-to-coast TV appearance of Delaney, Bonnie and Friends. Sonet artist Gustav Winckler celebrates his 20th anniversary in show business with a new album, "Palmhagen," in which he sings with the Palmehavens Orkester directed by Svend Lundvig. Winckler, as well as being a recording artist, is also head of Winckler Publishing, one of Denmark's leading publishing houses. EMI has launched a new series, Music, on the Odeon budget album label featuring Danish artists of today and yesterday. Nordisk Poly-

(Continued on page 98)



**You've never
heard this group...together.**

It's just as well.

Gordon can't carry a tune, and Garlick's musical education ended with Do-Re-Mi.
Braun's last major performance was playing the triangle in nursery school.
But together, they make beautiful record albums. Silently.

Craig Braun heads Sound Packaging Corporation. Lewis Garlick and Murray Gordon are lead
vocalists with Ivy Hill Lithographers. It's an exclusive alliance for progress...
to do your special numbers with tailored constructions, design and production.

Ivy Hill Lithograph Corporation
Subsidiary of Whittaker Corp.
Community Drive, Great Neck, N.Y. 11022 516-487-0200
Los Angeles, Calif. 213-583-8974

Sound Packaging Corporation
Subsidiary of Craig Braun Inc.
56 East 53rd Street
New York, New York 10022
212-421-8255

From The Music Capitals of the World

• Continued from page 94

phon has launched the German Wergo label with the release of five albums of avant-garde music. . . . New signings in Denmark include Jens and Michael, who have recorded "Bolgen" for Philips, and Lars, who has recorded "Den lyse tid," a Danish version of the Heintje hit "Du sollst nicht weinen," for HMV. . . . Ulla Pia has recorded a Danish version of the Mireille Mathieu German hit "Tarata-ting," for HMV.

Espen Eriksen

HAMBURG

Metronome has exclusively contracted Alexs Korner for two years. . . . American musical "Your Own Thing" is scheduled for its German premiere at Bremen April 5. . . . Encouraged by the success of concerts by the Edwin Hawkins Singers, concert agency Funke has contracted the group for four more. . . . Bobbie Gentry paid a lightning visit to Hamburg. . . . Barry Ryan filmed

some scenes here for Channel 2 TV featuring his single "Caroline." . . . Phonogram has launched five reggae singles by the Upsetters, Bleachers, Pioneers, Maytals and Freddie Notes and The Rudies. . . . The Funke agency has contracted Czech singer Karel Gott for a second German tour beginning in September. . . . The Aquarans, a group of four girls and five boys from the cast of "Hair," made their debut at the Operettenhaus and then left for a tour of Germany. **BERLIN**—Peggy March, who has just completed an album, will tour Germany in October. . . . Edition Jutro is preparing to launch Ricky Shayne internationally. . . . Edition Intro is giving a worldwide send-off to "Reggae Man," recorded by the Jamaican group, Bamboos. . . . The Hollies are booked for a tour of West Germany. . . . First production for the new music publishing company of Berlin's Christian Anders in Munich will be "Donata Sama" by American singer Druid Chase. . . . Edition Intro is giving strong promo-

tion to "Ma Belle Amie" by the Tee Set, "Love Grows" by Edson Lighthouse, "Temma Harbour" by Mary Hopkin, "Something's Burning" by Kenny Rogers and "Don't Cry Daddy" by Elvis Presley. **COLOGNE** — Gigi Campi, manager of the Clark-Boland Big Band, is planning the band's first North American tour which will include performances in nine American and Canadian cities and an appearance at the Newport Jazz Festival.

The Fleetwood Mac start a tour of eight German cities and Vienna, Austria, Wednesday (18). . . . Teldec is commemorating the Beethoven bi-centenary with a number of 10 mark albums from the Telefunken, Decca and RCA Victor catalogs featuring Backhaus, Peter Schreier, Pierre Monteux, the Vienna Philharmonic, and the Vienna Octet. The company is also releasing a boxed set of the nine symphonies by the Boston Symphony Orchestra conducted by Erich Leinsdorf for 89 marks; a four-album box of the five string quartets by the Guarneri Quartet for 59 marks; and a 10 album box of the piano sonatas by Backhaus for 128 marks. . . . Metronome produced a special Led Zeppelin double album at 35 marks, combining the group's biggest hits, to follow Zeppelin's tour through Germany. The group's single, "Whole Lotta Love" has passed the 200,000 sales mark. . . . Acker Bilk's tour through 15 German cities is boosting the British bandleader's record sales here.

Barclay artist Charles Aznavour began a 12-day tour of West Germany, Switzerland and Austria (15) with performances scheduled in Hamburg, Berlin, Vienna, Zurich, Munich, Cologne and Frankfurt. . . . Metronome is collaborating with the teen magazine "Twen" to launch the new Doors album, "Morrison Hotel." . . . Metronome is scoring with the debut album of actress Kai Fischer, "Kai Fidelity." . . . The Hamburg Music Collage has founded an institute of Jazz and Pop Music.

WALTER MALLIN

DUBLIN

Johnny McEvoy, whose "Muirsheen Durkin" won him a silver disk for 50,000 sales, has left the folk field to form a showband, New Horizon. They are touring at the end of April. . . . Dublin group Skid Row's first 45 for CBS is "Sandy's Gone." Album following in about a month. . . . Taste played a concert at the National Stadium, March 17. They are also set for Belfast, Ballymena and Cork. . . . Big Tom and the Mainliners back from U.K. tour. . . . Despite offers from Irish-American promoters, the Mainliners will not go to the U.S.A. because Big Tom refuses to fly. . . . CBS executives Len Carpenter and David Howells flew in from London to judge at John MacNally's talent contest at Cork Opera House. . . . The latest Irish independent label Quality (launched by Associated Ballrooms Group) will issue a single featuring Johnny Regan and The Tumbleweeds at the end of the month.

Following their appearance at

Spin Productions Appoints Mgr.

SYDNEY — John Eggington has been appointed general manager of Spin Productions. Spin is an Australian recording company that handles only local artists. They have been very successful over the past six years and first recorded the Bee Gees.

Before his Spin appointment, Eggington was professional manager of Leeds Music for eight years. Prior to that he was a professional musician. Eggington has been producing records for independent concerns recently, but will do no production work when he takes over at Spin. His position will be purely administrative, leaving the production side of things to specially selected independent producers.

city's Television Club, augmented by a string section, Ballymen's Freshmen played a similar show in Belfast accompanied by the strings of the Belfast Symphony. The band's latest CBS single, written by Marty Wilde, is "Half-way to Where." . . . The Smokey Mountain Ramblers will be the first artists to record for a newly launched Irish label, Ruby, which is run by singers John and Des Kelly and John McNally (not to be confused with the CBS artist of the same name). The company has taken 15 minutes a week on Radio Eireann to present the Ruby Records Show. . . . The Cuff Links played Bray's Arcadia during a brief Irish visit. Edison Lighthouse will be here for five days from April 1 and Arrival arrive for a four-day tour April 9.

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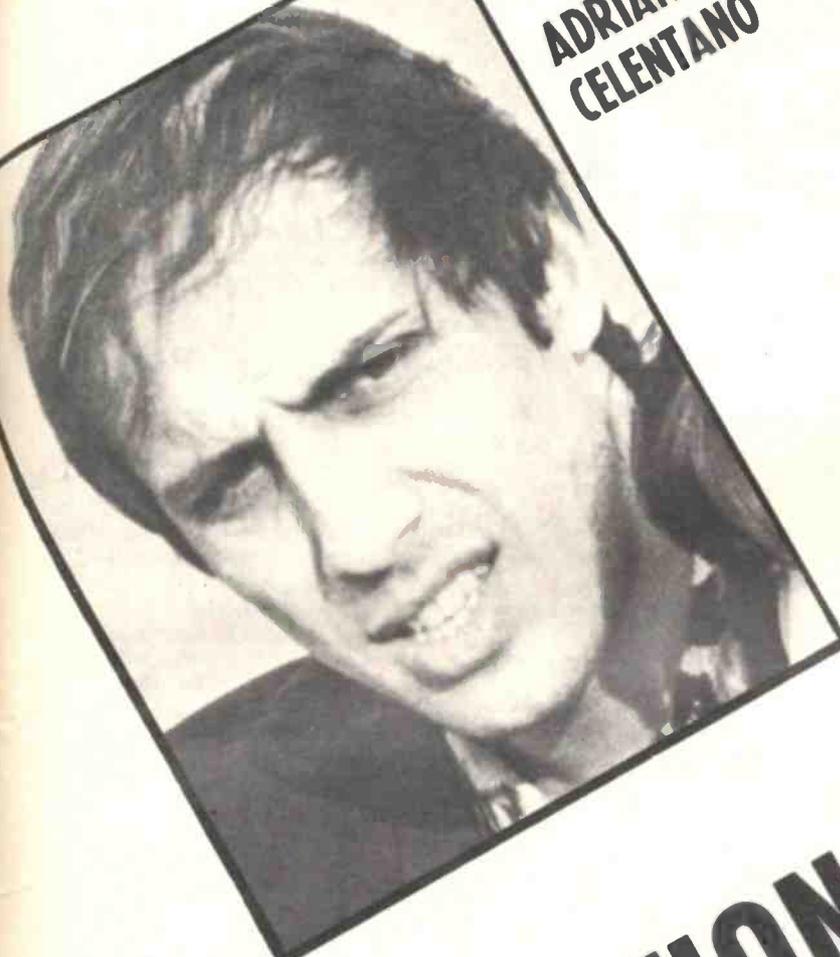
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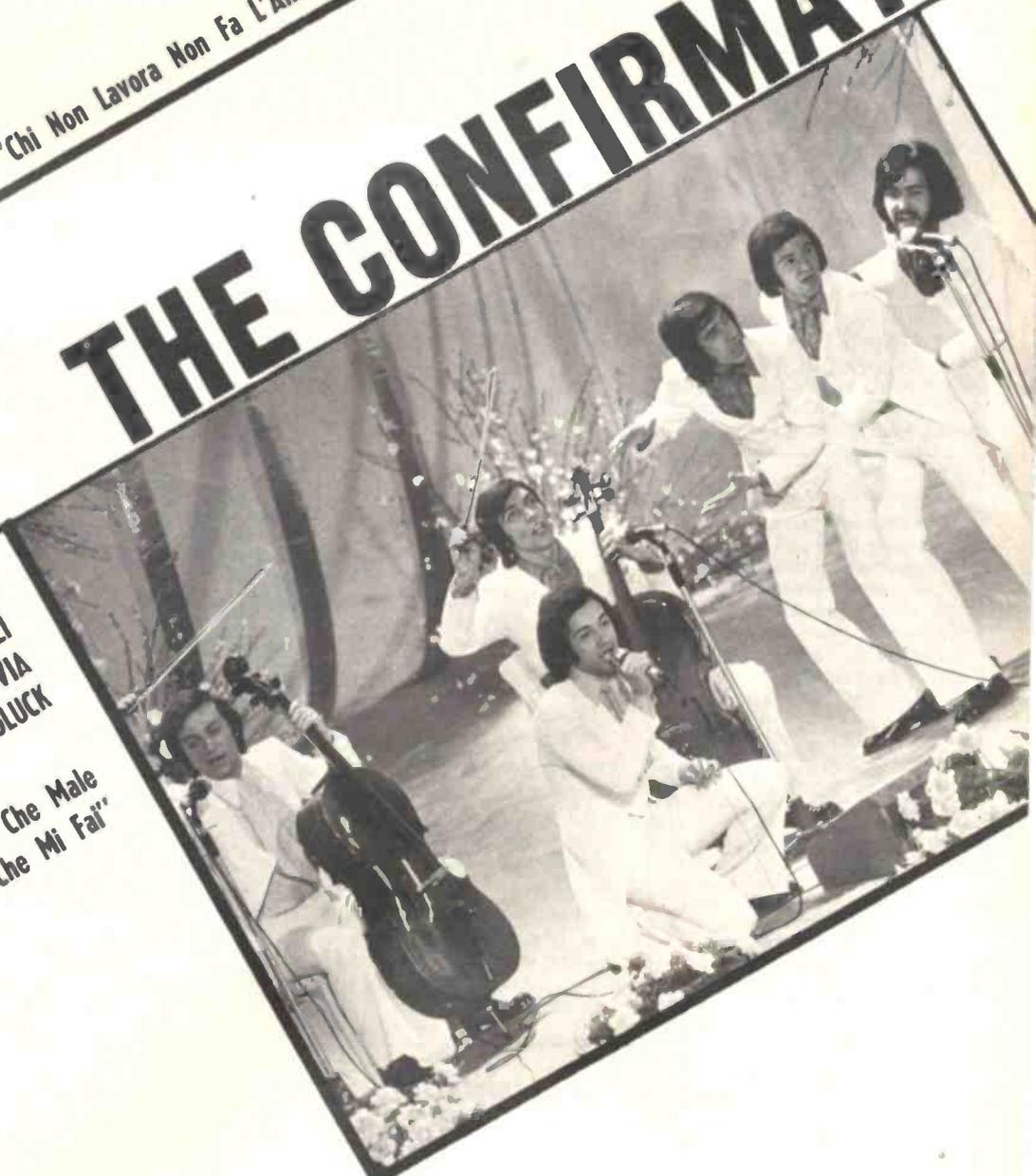
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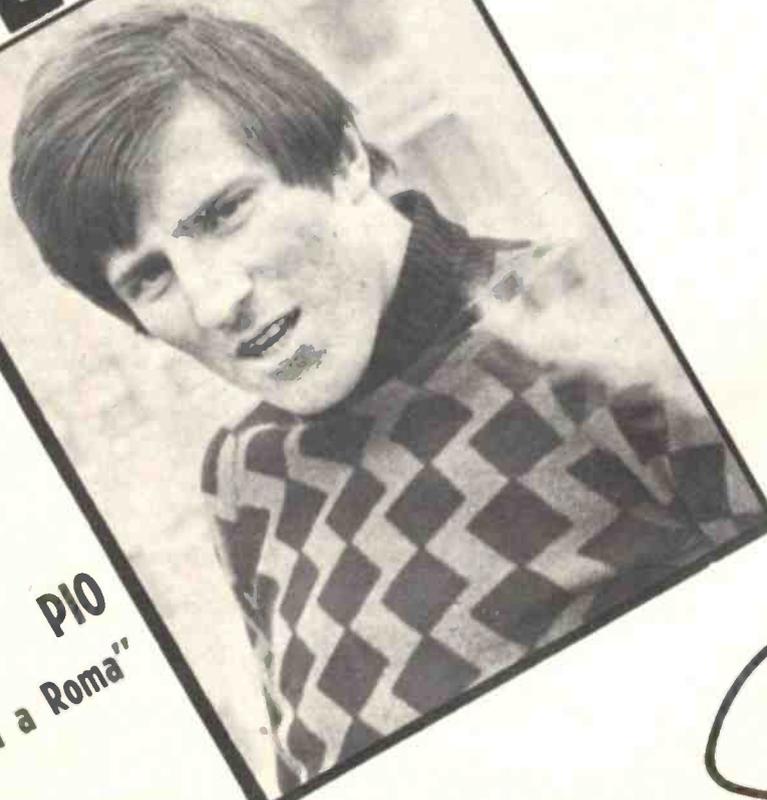
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From The Music Capitals of the World

• Continued from page 94

phon has launched the German Wergo label with the release of five albums of avant-garde music. . . . New signings in Denmark include Jens and Michael, who have recorded "Bolgenoeden" for Philips, and Lars, who has recorded "Den lyse tid," a Danish version of the Heintje hit "Du sollst nicht weinen," for HMV. . . . Ulla Pia has recorded a Danish version of the Mireille Mathieu German hit "Tarata-ting," for HMV.

Espen Eriksen

HAMBURG

Metronome has exclusively contracted Alexis Korner for two years. . . . American musical "Your Own Thing" is scheduled for its German premiere at Bremen April 5. . . . Encouraged by the success of concerts by the Edwin Hawkins Singers, concert agency Funke has contracted the group for four more. . . . Bobbie Gentry paid a lightning visit to Hamburg. . . . Barry Ryan filmed

some scenes here for Channel 2 TV featuring his single "Caroline." . . . Phonogram has launched five reggae singles by the Upsetters, Bleachers, Pioneers, Maytals and Freddie Notes and The Rudies. . . . The Funke agency has contracted Czech singer Karel Gott for a second German tour beginning in September. . . . The Aquarans, a group of four girls and five boys from the cast of "Hair," made their debut at the Operettenhaus and then left for a tour of Germany. **BERLIN**—Peggy March, who has just completed an album, will tour Germany in October. . . . Edition Jutro is preparing to launch Ricky Shayne internationally. . . . Edition Intro is giving a worldwide send-off to "Reggae Man," recorded by the Jamaican group, Bamboos. . . . The Hollies are booked for a tour of West Germany. . . . First production for the new music publishing company of Berlin's Christian Anders in Munich will be "Donata Sama" by American singer Druid Chase. . . . Edition Intro is giving strong promo-

tion to "Ma Belle Amie" by the Tee Set, "Love Grows" by Edison Lighthouse, "Temma Harbour" by Mary Hopkin, "Something's Burning" by Kenny Rogers and "Don't Cry Daddy" by Elvis Presley. **COLOGNE** — Gigi Campi, manager of the Clark-Boland Big Band, is planning the band's first North American tour which will include performances in nine American and Canadian cities and an appearance at the Newport Jazz Festival.

The Fleetwood Mac start a tour of eight German cities and Vienna, Austria, Wednesday (18). . . . Teldec is commemorating the Beethoven bi-centenary with a number of 10 mark albums from the Telefunken, Decca and RCA Victor catalogs featuring Backhaus, Peter Schreier, Pierre Monteux, the Vienna Philharmonic, and the Vienna Octet. The company is also releasing a boxed set of the nine symphonies by the Boston Symphony Orchestra conducted by Erich Leinsdorf for 89 marks; a four-album box of the five string quartets by the Guarneri Quartet for 59 marks; and a 10 album box of the piano sonatas by Backhaus for 128 marks. . . . Metronome produced a special Led Zeppelin double album at 35 marks, combining the group's biggest hits, to follow Zeppelin's tour through Germany. The group's single, "Whole Lotta Love" has passed the 200,000 sales mark. . . . Acker Bilk's tour through 15 German cities is boosting the British bandleader's record sales here. . . . Barclay artist Charles Aznavour began a 12-day tour of West Germany, Switzerland and Austria (15) with performances scheduled in Hamburg, Berlin, Vienna, Zurich, Munich, Cologne and Frankfurt. . . . Metronome is collaborating with the teen magazine "Twen" to launch the new Doors album, "Morrison Hotel." . . . Metronome is scoring with the debut album of actress Kai Fischer, "Kai Fidelity." . . . The Hamburg Music Collage has founded an institute of Jazz and Pop Music.

WALTER MALLIN

DUBLIN

Johnny McEvoy, whose "Muirshen Durkin" won him a silver disk for 50,000 sales, has left the folk field to form a showband, New Horizon. They are touring at the end of April. . . . Dublin group Skid Row's first 45 for CBS is "Sandy's Gone." Album following in about a month. . . . Taste played a concert at the National Stadium, March 17. They are also set for Belfast, Ballymena and Cork. . . . Big Tom and the Mainliners back from U.K. tour. . . . Despite offers from Irish-American promoters, the Mainliners will not go to the U.S.A. because Big Tom refuses to fly. . . . CBS executives Len Carpenter and David Howells flew in from London to judge at John McNally's talent contest at Cork Opera House. . . . The latest Irish independent label Quality (launched by Associated Ballrooms Group) will issue a single featuring Johnny Regan and The Tumbleweeds at the end of the month.

Following their appearance at

Spin Productions Appoints Mgr.

SYDNEY — John Eggington has been appointed general manager of Spin Productions. Spin is an Australian recording company that handles only local artists. They have been very successful over the past six years and first recorded the Bee Gees.

Before his Spin appointment, Eggington was professional manager of Leeds Music for eight years. Prior to that he was a professional musician. Eggington has been producing records for independent concerns recently, but will do no production work when he takes over at Spin. His position will be purely administrative, leaving the production side of things to specially selected independent producers.

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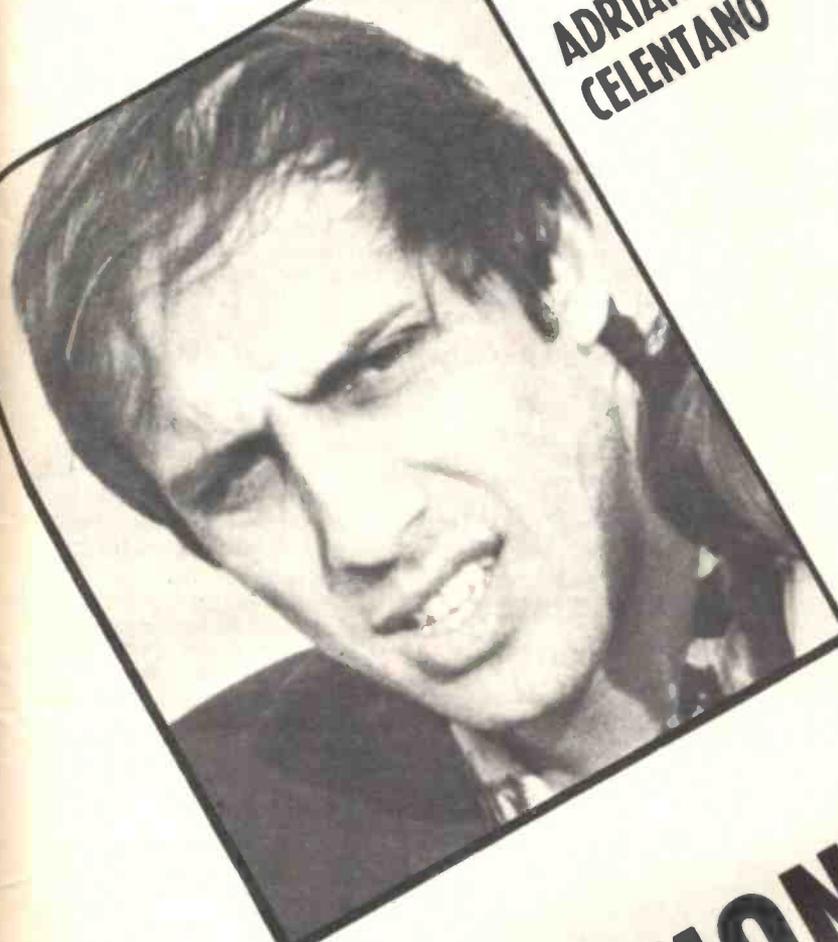
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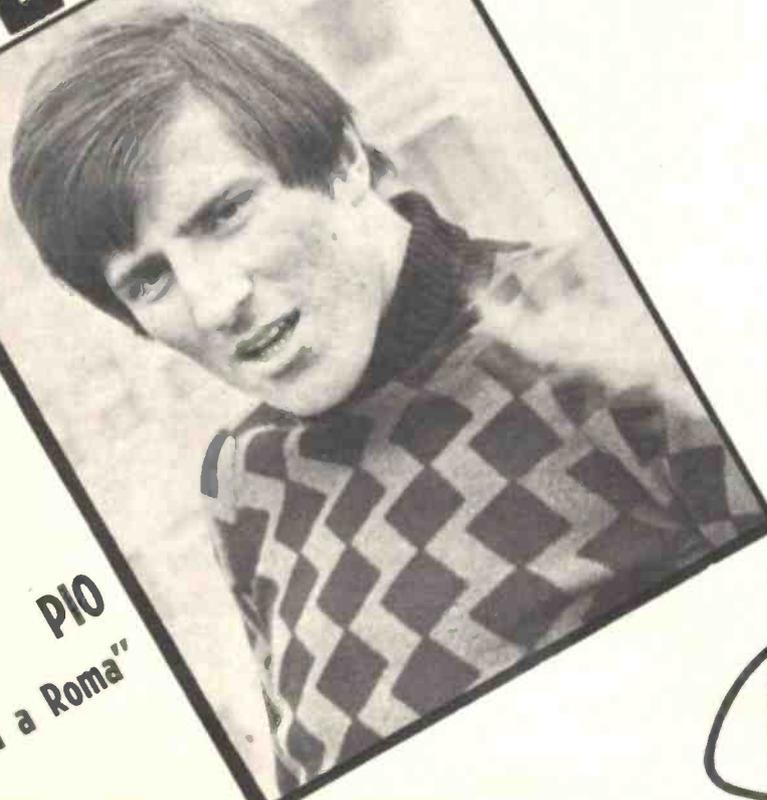
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Norwegian Wholesalers & Ernoe in a Battle

OSLO—Rackjobbing pioneer in Norway, O. R. Ernoe of Euronett Norsk A/S, has come in for strong criticism by the record wholesalers organization, the GGF, because of his direct importations of U.S. product which is represented here by Norwegian record companies.

The GGF, which, in reality, is the Norwegian record industry (since the record manufacturers handle their own wholesaling

and distribution), has demanded that Euronett obliterate the logos of imported records, substituting alternative labels.

Ernoe, on the other hand, claims that since he does not sell the imported records to retailers, he does not interfere with industry sales which are channeled exclusively through record dealers under the terms of a contract signed by the GGF and the Retailers' Organization.

Euronett records are sold mainly through supermarkets and radio and television dealers.

Ernoe says that as long as U.S. record companies are allowing their distributors and exporters to sell him records, the GGF has no grounds for intervention. He has also suggested to the Norwegian record industry that he take over all rackjobbing in Norway, buying product directly from the local industry, provided that the industry does not interfere with his sales setup and gives him the sole right to sell records through racks.

He is, he says, prepared to pay the Norwegian record industry more than he is currently paying from records imported from the U.S.

Euronett is the sole representative in Norway for certain labels such as Harmony and Pickwick/Allegro. Ernoe is currently planning to record Norwegian artists for sale through rack outlets.

Pop, Blues Fest For Hamburg

HAMBURG—Between 8,000 and 15,000 people are expected to attend the first International Pop and Blues Festival to be held at the Ernst Mercke Halle, Hamburg over the Easter weekend, March 28-30.

The festival, sponsored by the Musical Entertainment Circle International will feature Yes, Steamhammer, Alexis Korner, the Groundhogs, the Nice, Hardin and York, Marsupilia the Killing Floor, Chicken Shack, Sphinx Tush, Renaissance, Flaming Youth, Warm Dust and Man.

The festival represents a major attempt by promoter Hartmut Goetz to bring pop music back to Hamburg in a big way following the closure of the world famous Star Club.

The festival will be followed by a similar event at the Sport-halle in Cologne April 3 & 4, when many of the same groups will appear before an anticipated total audience of 20,000.

We in the Apple press office, as undersigned, are paying for this advertisement ourselves because we believe the record "Govinda" by the devotees of the Krishna temple, produced by George, to be the best record ever made. You too?

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ISRAEL DISK PRICE HIKE

TEL AVIV — The price of locally produced records has been increased by 10 percent.

The increase, which dates from Feb. 9, applies to singles, EPs and LPs and was applied in order to offset the 10 percent increase in purchase tax which was implemented on the same date.

The higher prices are expected to hit record sales which have already been affected by television.

The changes mean that LP's now sell at between \$4.80 and \$5.40; EP's between \$1.78 and \$1.97; and singles between \$1 and \$1.78.

Hopkin Euro Song Released

LONDON — Apple has released Mary Hopkin's Eurovision song "Knock Knock Who's There" coupled with "I'm Gonna Fall In Love Again," the song which was voted second in the original selection of six entries.

The record has been issued in a special colored sleeve and is being released throughout Europe.

"Knock Knock Who's There" written by Geoff Stephens and John Carter, published by Southern received 120,290 votes in the British contest. The runner-up, published by Aviva, received 74,670 votes.

U.K. Country Fest Spurs Labels' Product Push

LONDON—Several labels are taking advantage of the country festival at Wembley over Easter weekend to promote country product. Coinciding with the festival, MCA is releasing six singles by Conway Twitty, Bill Anderson and Jan Howard, Wilma Burgess, Bobby Lord, Jack Greene and Jeannie Seely and Loretta Lynn.

London-American is also releasing two singles, "Don't Take All Your Loving" by Don Gibson and "She Cheats On Me" by Glenn Barber.

Mervyn Conn's new country label, Nashville, will be having its first release on Thursday (26) when singles by Durward Erwin and Johnny Lee will be available

together with an album, "Hits From the Johnny Cash Register," by the New Decimal System. Immediately after the festival, Conn will be releasing another single on Nashville, "Dr. Handy" by Harlem County.

Out on RCA at the end of this month is an album, "Country Music Festival," comprising tracks by various artists. Included on the LP is the original version of "Boy Named Sue" by composer Shel Silverstein.

Meanwhile, Lucky, the Pye-distributed country "indie," is pressing 500 copies of each of six singles which have been produced specially for the festival. Retailing at 87 cents, the disks will only be available at Wembley and feature tracks taken from each of the six albums released by the label last month. Artists are Ian Russell, Cody Nash Outfit, Dave Plane and Lisa Turner, Ron Ryan, the Hillsideers and Country Fever who are also appearing in the festival.

Music for Pleasure Comes to Holland

AMSTERDAM — The Music For Pleasure repertoire comes to Holland at the end of April with the release of 60 low-price albums costing 6.95 Dutch Florins each (\$1.50).

These old recordings by big names will mostly be sold through the normal outlets (members of the Dutch Union of Record Dealers).

Expectation of distributors, Bovema, is that MFP will reach sales of one million albums during its first year in the Netherlands.

From The Music Capitals of the World

JERUSALEM

Local group Uzy & The Styles have a hit in Israel with the U.K. writer Mike Hugg's song "Daytime, Nighttime." Group's next disk "Morning Train" was written by two members of the group and is being released internationally through its Israel publisher Laurance Enterprises Ltd. . . . Hed Arzi has picked up the record rights on the new Navy Variety ensemble album "A Raft in Blue." Great advance demand for this rush-release. . . . CBS-Israel's leading singer Yehoram Gaon has left for England to appear in the British production of the Israeli hit musical "Kazablan." On his way he appeared at the San Remo International Stars Evening and was invited to take part in San Remo's 1971 Festival. . . . The Palestine Orient Co. Ltd (EMI) won over hot competition for the rights to Shocking Blue's hit "Venus." Put out as an EP on the Pink Elephant label, the disk has become an instant best-seller.

AVNER ROSENBLUM

AMSTERDAM

Bovema reports that Bell Records is releasing "Our Father" by Dutch group Unit Gloria in the U.S., Canada and U.K. . . . Dutch group The Cats will get a U.S. release for their hit "Marian" on

Polish Agency In 5th Year

WARSAW—At a press conference on the fifth anniversary of the Polish Authors' Agency, its director, writer Michal Rusinek, revealed that in five years the Agency has signed 2,398 contracts with foreign parties and 160 of these were in the classical or popular music field.

The PAA represents Polish copyrights in books, music, theater, photography, and radio and television programs. It is in touch with 40 countries throughout the world and publishes its own magazines, "Polish Literature" and "Polish Music" in English and German.

The Agency is based at Hipocieczna 2, Warsaw, Poland.

Campaign Bows Nova Series

ZURICH—For the new Nova series, Musikvertrieb launched a massive publicity campaign.

Nova—a division of Decca—is mostly devoted to progressive rock acts. According to Bruno Huber of Musikvertrieb: "It's time for something new in the progressive pop world — and that's Nova. We decided to promote the series with special intensity.

"We've printed display posters and sent them to all dealers. Then we created a 26-album package for retailers containing five albums each of Bulldog Breed, Ashkan, Pacific Drift and Gailliard plus two albums each of Sonforest, Clark-Hutchinson and Jan Dukes De Gray.

"On this set, the retailers can return 20 percent—if they can't sell it. But every shop has to take the 26-package set if it wants any Nova albums. After they've sold the set, we will—if any more are wanted—deliver in any quantity. This system has the advantage that every LP of the Nova series gets the chance to be displayed in a shop. The campaign lasts until April 1." Price of each Nova LP is 13 Swiss francs—about \$3.

Rare Earth. The group is touring South America, then Germany in April. . . . Capitol Records, in conjunction with the Mervyn Conn Organization, has arranged a European country music tour, starting Germany April 13. Touring with the Capitol Caravan will be Tex Ritter, Buck Owens, Billie Jo Spears, Wanda Jackson and The Hagers. After Germany, Denmark, Sweden, Norway, Britain and Ireland there'll be concerts in Amsterdam and Paris. . . . Durco's Blue Elephant label has released its first album with Caribbean-Ska-Bluebeat-Reggae by Pepper and Salt, Oscar Harris and The Twinkle Stars, Johnny Nash, Jeanette Simpson, Merry Men, Byron Lee, and others. . . . Bovema has acquired selling rights of the Invictus and Blue Thumb labels. And they have signed baritone singer Marko Bakker to an exclusive contract. His first album for them will be released in May.

BAS HAGEMAN

Presley, Pavone Poll Surprises

TEL AVIV — Elvis Presley, the Beatles, Rita Pavone and Booker T and the MGs have been voted the most popular foreign artists in Israel for 1969.

The song "In the Year 2525" was voted the most popular foreign hit and its two interpreters, Zager and Evans, were voted the most popular duo.

These artists scored in the annual polls organized by the government radio station Shidurei Israel and the Defence Forces station, Galei Zahal.

Biggest surprise of the two polls was the victory of Rita Pavone which was undoubtedly helped by her successful tour last year and the hit she scored with her San Remo song "Zucchero."

Another surprise was the return of Presley to the No. 1 spot in the male vocalist class which for the previous nine years had been dominated first by Cliff Richard, then by Tom Jones.

The success of Presley in the poll has prompted RCA distributor Eastronics to release singles by the singer, instead of just EPs and LPs. Three—"Suspicious Minds," "Don't Cry Daddy" and "Kentucky Rain"—have already been released in full color sleeves and Eastronics is also rush-releasing the double album "From Memphis to Vegas."

Blue Horizon Campaign Push

LONDON — Blue Horizon Records, an affiliate of CBS Records for distribution and promotion, is planning what is in effect a "Son of Fill Your Head With Rock" campaign to promote its entire catalog of 33 albums.

Under the banner "How Blue Can We Get," campaign kicks off in May with release of a two-record sampler album containing a six-page catalog of company product and retailing at 29s 11d. One disc of the sampler is devoted to black artists, the other to white blues groups.

Accompanying the sampler will be release of five new Blue Horizon albums, by artists Chicken Shack, Christine Perfect, Top Topham, Bacon Fat and George Smith.

“I sing a little country,
I sing a little pop, and I
sing a little folk...and it
all goes together.”

—Eddy Arnold



Whoever said “you can’t please everyone” must not have known about Eddy Arnold.

A few weeks ago, Eddy received a gold plaque symbolizing the sale of more than 60 million records.

60 million records! And Eddy’s going stronger than ever.

His just-released album: “Love and Guitars” (LSP-4304, P8S-1548, PK-1548) contains the hit single “Soul Deep” (47-9801). And coming soon: “The Best of Eddy Arnold, Volume II.”

Congratulations, Eddy.

RCA Records
and Tapes

HITS OF THE WORLD

Billboard

ARGENTINA

SINGLES

(Courtesy Escalera a la Fama)

This Week	Last Week	Title	Artist
1	—	WONDERFUL WORLD, BEAUTIFUL PEOPLE	Jimmy Cliff (Philips)
2	—	MAKE ME AN ISLAND	Joe Dolan (Music Hall)
3	—	TODA MIA LA CIUDAD (BLACKBERRY WAY)	Sabu (Music Hall); Fedra y Maximiliano (CBS); Move (EMI)
4	—	LE METEQUE	Moustaki (Philips)
5	7	COMPASION	Django (RCA)
6	9	EL LOCO LUIS	Piel Tierna (Philips)
7	1	ES PREFERIBLE	Peret (Disc Jockey); Safar (CBS); Bobby Capone (RCA); Romeo (Disc Jockey)
8	4	I'VE BEEN HURT	Bill Deal (Polydor); Trio Galleta (Polydor); Los Naufragos (CBS); Giants (Opus); El Klan (RCA); Melograf, Lafayette (CBS)
9	3	BELINDA	Gianni Morandi (RCA)
10	2	FIESTA	Joan Manuel Serrat (Odeon)

BRAZIL

SINGLES

(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1	—	VENUS	Shocking Blue (Polydor)
2	—	I'VE BEEN HURT	Bill Deal (Polydor)
3	—	SUPERSTAR	Murray Head (Chantecler)
4	—	COLOUR OF MY LOVE	Jefferson (Musidisc)
5	—	ADEUS SOLIDAO	Carmen Silva (RCA)
6	—	A NAMORADA QUE SONHEI	Nilton Cesar (RCA)
7	—	YESTER-ME, YESTER-YOU, YESTERDAY	Stevie Wonder (Ebrau)
8	—	RAINDROPS KEEP FALLING ON MY HEAD	B.J. Thomas (Ebrau)
9	—	UMA LAGRIMA	Paulo Henrique (RCA)
10	—	MY PLEDGE OF LOVE	Joe Jeffrey (Top Tape)

BRITAIN

SINGLES

(Courtesy Record Retailer)

This Week	Last Week	Title	Artist
1	1	WANDERIN' STAR/I TALK TO THE TREES	Lee Marvin, Clint Eastwood (Paramount)—Chappell (Tom Mack)
2	3	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)—Pattern (S. and G/Hales)
3	2	LET IT BE	Beatles (Apple)—Northern (George Martin)
4	4	I WANT YOU BACK	Jackson 5 (Tama/Motown)—Jobete Carlin (Corporation)
5	8	THAT SAME OLD FEELING	Picketty Witch (Pye)—Schroeder Welbeck (John MacLeod)
6	17	CAN'T HELP FALLING IN LOVE	Andy Williams (CBS)—Carlin (Dick Glasser)
7	9	YEARS MAY COME, YEARS MAY GO	Herman's Hermits (Columbia)—Cyril Shane (Mickie Most)
8	11	DON'T CRY DADDY	Elvis Presley (RCA)—Carlin (Mark Lipskin)
9	13	NA NA HEY HEY KISS HIM GOODBYE	Steam (Fontana)—United Artists (Paul Leka)
10	6	INSTANT KARMA	John Ono Lennon (Apple)—LA Northern (John Lennon)
11	20	EVERYBODY GET TOGETHER	Dave Clark 5 (Columbia)—Essex (Dave Clark)
12	7	LET'S WORK TOGETHER	Canned Heat (Liberty)—United Artists (Skip Taylor/Canned Heat)
13	18	SOMETHING'S BURNING	Kenny Rogers & the First Edition (Reprise)—Carlin (Jimmy Bowen/K. Rogers)
14	10	RAINDROPS KEEP FALLING ON MY HEAD	Sacha Distel (Warner Bros.)—Blue Seas/Jac (Jimmy Wisner)
15	22	YOUNG, GIFTED AND BLACK	Bob Andy/Marcia Griffiths (Harry J)—Essex (Harry Johnston)
16	12	UNITED WE STAND	Brotherhood of Man (Deram)—Mills (Tony Hiller)
17	5	LOVE GROWS	Edison Lighthouse (Bell)—Schroeder Ltd. (Macaulay & Mason)
18	14	MY BABY LOVES LOVIN'	White Plains (Deram)—Cookway (Greenaway/Cook)
19	15	LEAVIN' ON A JET PLANE	Peter, Paul and Mary (Warner Bros.)—Harmony (A. Grossman/M. Okun)
20	21	TWO LITTLE BOYS	Rolf Harris (Columbia)—Darewski (C. M. Clarke)
21	24	ELIZABETHAN REGGAE	Byron Lee (Duke)—Chappell (Byron Lee)
22	16	VENUS	Shocking Blue (Penny Farthing)—Page Full of Hits (Rob Van Leeuwen)
23	29	FAREWELL IS A LONELY SOUND	Jimmy Ruffin (Tama Motown)—Jobete/Carlin (Dean Weatherspoon)
24	19	TEMMA HARBOUR	Mary Hopkin (Apple)—Rak/Major Oak (Mickie Most)

This Week	Last Week	Title	Artist
25	26	TIL	Dorothy Squires (President)—Chappell (Nicky Welsh)
26	28	YOU'RE SUCH A GOOD LOOKING WOMAN	Joe Dolan (Pye)—Shaftesbury (Gregory Everett)
27	27	SYMPATHY (LP)	Rare Bird (Charisma)—Stratson (John Anthony)
28	25	JOY OF LIVING	Chiff and Hank (Columbia)—Shadows (Norrie Paramor)
29	44	WHO DO YOU LOVE	Juicy Lucy (Vertigo)—Jewel (Gerry Gron)
30	32	MY WAY	Frank Sinatra (Reprise)—Shapiro Bernstein (Don Costa)
31	23	BOTH SIDES NOW	Judy Collins (Elektra)—Essex (Mark Abramson)
32	39	BE YOUNG BE FOOLISH BE HAPPY	Tams (Stateside)—Lowery (Joe South)
33	—	NOBODY'S FOOL	Jim Reeves (RCA)—Burlington (Chet Atkins)
34	47	WHEN JULIE COMES AROUND	Cuff Links (RCA)—Emily/Van Lee (RCA)—Don Kirshner Music (RCA)
35	38	SUGAR SUGAR	Archies (Jobete/Carlin (Frank Wilson)
36	—	WHY MUST WE FALL IN LOVE	Supremes, Temptations (Tama Motown)—Jobete/Carlin (Frank Wilson)
37	50	STREET CALLED HOPE	Gene Pitney (Stateside)—Cockaway (Gerry Bron)
38	31	WITCH'S PROMISE	Jethro Tull (Chrysalis)—Chrysalis (Terry Ellis/Ian Anderson)
39	48	EVERYBODY'S TALKIN'	Nilsson (RCA)—April (Rick Jarrad)
40	—	BY THE WAY	Tremeloes (CBS)—Gale (Mike Smith)
41	34	BUT YOU LOVE ME DADDY	Jim Reeves (RCA)—Burlington (Chet Atkins/Danny Davies)
42	45	MY WOMAN'S MAN	Dave Dee (Fontana)—Lynn (Dave Dee)
43	36	I'LL GO ON HOPING	Des O'Connor (Columbia)—Chappell
44	35	DOWN ON THE CORNER	Creedence Clearwater Revival (Liberty)—Burlington (John Fogerty)
45	41	HITCHING A RIDE	Vanity Fair (Page One)
46	30	RUBY DON'T TAKE YOUR LOVE TO TOWN	Kenny Rogers & the First Edition (Reprise)—Southern
47	—	I CAN'T HELP MYSELF	4 Tops (Tama Motown)—Jobete/Carlin (Holland Dozier)
48	—	SPIRIT IN THE SKY	Norman Greenbaum (Reprise)—Great Honesty (Erik Jacobsen)
49	33	I'M A MAN	Chicago (CBS)
50	40	COME AND GET IT	Badfinger (Apple)—Northern

CANADA

SINGLES

This Week	Last Week	Title	Artist
1	1	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (Columbia)
2	2	TRAVELIN' BAND/WHO'LL STOP THE RAIN	Creedence Clearwater Revival (Fantasy)
3	3	MA BELLE AMIE	Tee Set (Colossus)
4	4	THE RAPPER	Jaggerz (Kama Sutra)
5	5	LOVE GROWS (WHERE MY ROSEMARY GOES)	Edison Lighthouse (Bell)
6	6	GIVE ME JUST A LITTLE MORE TIME	Chairmen of the Board (Invictus)
7	8	COME AND GET IT	Badfinger (Apple)
8	9	KENTUCKY RAIN	Elvis Presley (RCA)
9	10	INSTANT KARMA	John Ono Lennon (Apple)
10	7	RAINY NIGHT IN GEORGIA	Brook Benton (Cotillion)
11	20	SPIRIT IN THE SKY	Norman Greenbaum (Reprise)
12	17	HOUSE OF THE RISING SUN	Frijld Pink (Parrot)
13	—	EASY COME, EASY GO	Bobby Sherman (Metromedia)
14	19	CELEBRATE	Three Dog Night (Dunhill)
15	18	EVIL WAYS	Santana (Columbia)
16	14	HE AIN'T HEAVY, HE'S MY BROTHER	Hollies (Epic)
17	—	TEMMA HARBOUR	Mary Hopkin (Apple)
18	13	HONEY COME BACK	Glen Campbell (Capitol)
19	—	IF I NEVER KNEW YOUR NAME	Vic Dana (Liberty)
20	—	AMERICAN WOMAN/NO SUGAR TONIGHT	Guess Who (RCA)

DENMARK

SINGLES

(Courtesy Danish Group of IFPI)

This Week	Last Week	Title	Artist
1	1	HER KOMMER PIPPI LANGSTRUMP	Inger Nilsson (Philips)
2	2	DU BURDE KJOEBE DIG EN TYROLERHAT	Johnny Reimar (Philips)—Sweden Music
3	5	JEG RINGER PAA FREDAG	Keld & Donkeys (HMV)—Imudico
4	3	HVIS JEG BARE FAAR TID	Ole (Polydor)—Sonet

This Week	Last Week	Title	Artist
5	6	KALLE TEODOR	Inger Nilsson (Philips)
6	—	SMILENDE SUSIE	Birgit Lystager (RCA)—Liberty
7	4	TAKE OFF YOUR CLOTHES	Peter Sarstedt (United Artists)—Stig Anderson Presley/Sonet
8	9	DEN LYSE TID	Lars (HMV)—Imudico
9	8	WHOLE LOTTA LOVE	Led Zeppelin (Atlantic)—Superhype

HOLLAND

SINGLES

(Courtesy Radio Veronica and Platennuws)

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	WHO'LL STOP THE RAIN	Creedence Clearwater Revival (Liberty)—Basari/Novaton
2	—	MIJN GEBED	D. C. Lewis (Philips)—Dayglow
3	—	DEAR ANN	George Baker Selection (Negram)
4	—	SEASONS	Earth & Fire (Polydor)—Dayglow
5	—	VENUS	Shocking Blue (Pink Elephant)—Dayglow
6	—	ROOM TO MOVE	John Mayall (Polydor)
7	—	A SONG OF JOY	Miguel Rios (Hispa Vox)
8	—	BITTER TEARS	Shuffles (CBS)—Jolito Music
9	—	MIGHTY JOE	Shocking Blue (Pink Elephant)—Veronica
10	—	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)

ITALY

SINGLES

(Courtesy Discografia Internazionale)

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	CHI NON LAVORA NON FA L'AMORE	Adriano Celentano (Clan)—Ed. Clan
2	—	L'ARCA DI NOE	Sergio Endrigo (Cetra)—Ed. Usignolo
3	—	LA PRIMA COSA BELLA	Nicola di Bari (RCA)—RCA
4	—	L'ETERNITA'	I Camaleonti (CBS)—Ariston/April Music
5	—	VENUS	Shocking Blue (Joker)—SAAR
6	—	LA SPADA NEL CUORE	Little Tony (Little Records LP 2002)—RCA Ed. Universale
7	—	TAXI	Antoine (Vogue)—Ariston
8	—	LET IT BE	Beatles (Apple)
9	—	L'ARCA DI NOE	Iva Zanicchi (RIFI)
10	—	LA PRIMA COSA BELLA	Ricchie Poveri (Apollo)—RCA
11	—	TIPITIPITIPITI	Orietta Bertl (Polydor)—Arlon/Esedra
12	—	L'ETERNITA'	Ornella Vanoni (Ariston)—Ariston/April Music
13	—	PA' DIGLIETO A MA	Nada (Talent)—RCA
14	—	SOLE, PIOGGIA E VENTO	Mal (RCA)—RCA Ed. Universale
15	—	ROMANTICO BLUES	Gigliola Cinquetti (CGD)—Suvinil
16	—	LA SPADA NEL CUORE	Patty Pravo (Piper Record)—RCA Ed. Universale
17	—	CHI NON LAVORA NON FA L'AMORE	Claudia Mori (Clan)—Ed. Clan
18	—	UN'OMBRA	Mina (PDU)—Fono/Film PDU
19	—	ANNALISA	New Trolls (Cetra)—Ed. Usignolo
20	—	MI RITORNI IN MENTE	Lucio Battisti (Ricordi)—Acqua Azzurra
21	—	FIORI BIANCHI PER TE	Jean Francois Michael (CGD)—Melody
22	—	GOING OUT OF MY HEAD	Frank Sinatra (Reprise)—Ed. Resolute
23	—	HIPPY	Fauto Leali (RIFI)—Rifi Ed. Vittoria
24	—	ACCIDENTI	Il Supergruppo (Ricordi)—Ed. Iller/Leonardi
25	—	RE DI CUORI	Nino Ferrer (Riviera)—Tiber ACE Adriatica

JAPAN

SINGLES

(Courtesy Original Confidence Co., Ltd.)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	SHIROI CHO NO SAMBA	Moriyama Kayoko (Denon)—Pacific
2	1	AWAZUNI AISHITE	Uchiyama Hiroshi & Cool Five (RCA)—AI Pro.
3	3	DRIF NO ZUNDOKO-BUSHI	Drifters (Toshiba)—Watanabe
4	4	KOKUSAISEN MACHIAISHITSU	Aoe Mina (Victor)—Fuji Shuppan
5	—	VENUS	Shocking Blue (Polydor)
6	—	KOI HITOSUZI	Mori Shin-ichi (Victor)—Watanabe
7	7	KOIGURUI	Okumura Chyo (Toshiba)—Watanabe
8	5	KURONEKO NO TANGO	Minagawa Osamu (Philips)—Suiselsha
9	9	KOIBITO/OMOIDE NO GREEN GRASS	Moriyama Ryoko (Philips)—Shinko/Shogakukan
10	—	ONNA NO BLUES	Fuji Keiko (RCA)—Nippon Geino
11	6	WATASHI GA SHINDARA	Hirota Mieko (Columbia)—Watanabe
12	8	SHIROI IRO WA KOIBITO NO IRO	Betsy & Chris (Denon)—Pacific
13	10	AI NO BIGAKU	Peter (CBS Sony)—S&T
14	12	THE TRAIN	1910 Fruitgum Company (Buddah)—Aberback Tokyo
15	16	NAGEKI NO BOIN	Tsukitei Kacho (Teichiku)—Mirika

This Week	Last Week	Title	Artist
16	11	SHINJUKU NO ONNA	*Fuji Keiko (Victor)—Nippon Geino
17	20	HADASHI NO KOI	*Rio Yukari (King)—Watanabe
18	14	WAKARE NO SAMBA	*Hasegawa Kiyoshi (Philips)—Shlnko
19	—	ITSUKA DOKOKA DE	*Chiga Kaoru (Columbia)—Fuji Shuppan
20	—	SAKAZUKI	*Kitajima Saburo (Crown)—Crown

MALAYSIA

SINGLES

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	10	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (Columbia)
2	3	JAM UP, JELLY TIGHT	Tommy Roe (Stateside)
3	5	CU CU CU CHOO	Jade & Pepper (Baal)
4	1	ARIZONA	Mark Lindsay (Columbia)
5	—	LOVE GROWS (WHERE MY ROSEMARY GOES)	Edison Lighthouse (Bell)
6	2	A WOMAN'S WAY	Andy Williams (Columbia)
7	4	MAUDE	Chicken Shack (Blue Horizon)
8	—	THANK YOU	Falettin Me Be Mice Elf Agin—Sly & the Family Stone (Epic)
9	—	RAINDROPS KEEP FALLIN ON MY HEAD	Bobbie Gentry (Capitol)
10	7	MARIAN	Cats (Columbia)

MEXICO

(Courtesy Radlo Mil)

This Week	Last Week	Title	Artist
1	1	LA NAVE DEL OLVIDO	Jose Jose (RCA)
2	3	NEGRA PALOMA	Cesar Costa (Capitol); Marco Antonio Muniz (RCA)
3	2	VENUS	Shocking Blue (Polydor)
4	4	UNA LAGRIMA	Estela Nunez (RCA)
5	6	QUIEN DETENDRA LA LLUVIA	Who'll Stop the Rain—Creedence Clearwater (Liberty)
6	5	AZUCAR	Azucar (Sugar, Sugar)—Archies (RCA)
7	8	YO TE AMO	YO TAMPOCO—Jane Birkin & Serge Gainsbourg (Gamma)
8	7	NENA TOMAME TUS BRAZOS	Baby, Take Me In Your Arm—Jefferson (Gamma)
9	9	Y TU QUE ME DAS	Carlos Lico (Capitol)
10	—	BESAME Y ADIOS	Union Gap (CBS)

NEW ZEALAND

SINGLES

(Courtesy New Zealand Broadcasting)

*Denotes local origin

This Week	Last Week	Title	Artist
1	10	VENUS	Shocking Blue (Penny Farthing)
2	3	MELTING POT	Blue Mink (Philips)
3	1	NATURE	*Fourmylula (HMV)
4	6	DON'T CRY DADDY	Elvis Presley (RCA)
5	2	COME AND GET IT	Badfinger (Apple)
6	4	TRACY	Cuff Links (Festival)
7	5	RAINDROPS KEEP FALLIN' ON MY HEAD	B. J. Thomas (Scepter)
8	7	TAKE A LETTER MARIA	R. B. Greaves (Atlantic)
9	9	DOWN ON THE CORNER	Creedence Clearwater Revival (Liberty)
10	—	ARIZONA	Mark Lindsay (CBS)

NORWAY

SINGLES

(Courtesy Verdens Gang)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YESTER-ME, YESTER-YOU, YESTERDAY	Stevie Wonder (Tama-Motown)—Reuter &



Monument Welcomes LINCOLN BLACK with "Famous Last Words" 45-1195

Lincoln Black is Another Reason Why Monument is Artistry

Thanks to Larry Page
A Penny Farthing Production
London, England



monument record corp.
Nashville/Hollywood

Music In Print

("Problem" is the first in a series analyzing procedures within the publishing industry. Inquiries and case histories are welcome.)

(No. 2 in a series of problem marketing analyses.)

So the sheet music market must be defined and by definition, expanded. By making the definition functional, market segments of the buying public can be isolated and relative buying powers attached. In this fashion, segments such as music makers (singers, bands) and music players (for home consumption) can be examined. The problem now is to satisfy the special needs and desires of each market. This demands a reappraisal and, possibly, a refashioning of the product.

The challenge is to recognize an old form and respond to new content—without imposing the former on the latter. If present day sheets and folios utilize special graphics and critical commentaries, the market for such a message ought to be explored. Numbers. How many are buying what? Facts. Who is using/buying and for what?

It is this type of analysis, throughout the industry, that is urgently needed. Not to formulate fixed and absolute laws but to create some gauge, some measuring device against which decisions can be made. The challenge is not to allow things to happen but to make them happen.

New Singles

(The number following the title refers to current chart position.)

Hill & Range has three on the charts: "Kentucky Rain" (16) by Elvis; "Reflections of My Life" (51) by Marmalade; and "Victoria" (78) by the Kings.

Warner Bros. has some solid favorites in "Rag Mama Rag" (58) by the Band; "Little Green Bag," (70) which just "Broke-Out"; "Let's Give Adam and Eve Another Chance" (42) by Gary Puckett and the Union Gap; "All I Have to Do Is Dream" (28) by Bobby Gentry and Glen Campbell; and "Ma Belle Amie," (13) by the Tee Set. Special note: "Anything Goes," by Cole Porter, is available.

Hansen reports immediate availability of "Shilo," (33) by Neil Diamond; "Until It's Time For You to Go" by Buffy Sainte Marie; "Do the Funky Chicken" (31) by Rufus Thomas; "Call Me" (19) by Aretha Franklin; and "Save the Country" the Laura Nyro tune recorded by Thelma Houston.

Cimino has released "American Woman" (34) by Guess Who; "Theme From Z"; and "Polly High" by Harper Bazaar.

Big 3 has sheets for "Diane" by Golden Gate; "Mighty Joe" (53) by Shocking Blue; the very controversial "Welfare Cadillac" (65) by Guy Drake; and "Celebrate" (15) by Three Dog Night.

New Folios

Big 3 has compiled 80 songs by that blue great, Rev. Gary Davis. It's titled "Holy Blues."

Cimino reports books on "American Woman," by Guess Who and "Nilsson Sings Randy Newman."

Chappell has "Peace in My Soul," 18 songs of the spirit.

Hansen has done some collecting in "The Latest Award Winners & Nominees." Oscar, that is.

West Coast presents some country favorites with "Modern Sounds of Country Music"; "The World of Folk Music"; "Hot Country Singles"; and "Popular Guitar."

Warner Bros. has some big winners in "The Band & Music From Big Pink"; "Keep on Rockin'" by Janis Joplin; "Album 1700" by PP&M; Iron Butterfly's "The Best of Three Great Albums"; "Pops '70," 20 songs, 20 stars; and in their "Music for Everyone" series, 39 different books with copyrights found in no other collection.

BEST SELLING Billboard Folios

OVERALL BEST SELLERS IN FOLIO

Title—Publisher

- BEATLES—ABBEY ROAD (Hansen)
- JUDY COLLINS SONG BOOK (Music Sales)
- EXCITING JOHNNY CASH (West Coast)
- LED ZEPPELIN BOOK #II (Big 3)
- ROD MCKUEN AT CARNEGIE HALL (Warner Brothers)
- MIDNIGHT COWBOY (Big 3)
- PETER, PAUL & MARY—LEAVING ON A JET PLANE (Warner Brothers)
- CHARLEY PRIDE SONG BOOK (West Coast)
- 71 GIANT HITS OF TODAY—Vocal Selections (Big 3)
- 70 SUPER BLOCK BUSTER FOR '70 (Hansen)
- SIMON AND GARFUNKEL—BRIDGE OVER TROUBLED WATERS (Plymouth)
- VERY BEST OF POPULAR FOLK MUSIC (Plymouth)

Tight Money Pounds Trade

• Continued from page 1

from top to bottom. Many record company controllers report that they can foresee no letup (barring an unforeseen drastic measure by the government) for the balance of the year.

"Inflation is drying up the money supply," explained the head of one of the nation's largest rack jobbers. "Costs are going up and retailers are having their fill of problems. Collections

have virtually broken down. It's a vicious circle."

A veteran controller with a New York wholesaler complained, "Until a year ago, we always got our money within 60 days. Now it takes letters and telephone calls. You can tell they're stalling."

The average manufacturer who holds up his bills has an excuse. He's been taking the financial blows for the lower com-

Labels' Disk Action Report

Listed below are the new single records (those not yet on any chart) selected by their manufacturers as having the greatest potential for chart activity in the coming weeks. These singles have been submitted by the labels as a programming and buying guide for new product.

ADVANCE

- THE HIGH AND THE MIGHTY**
—Herb Miller Orch., Advance 1111
- NOCHE DEL THONDA**
—Betting Belmont, Advance 1112
- ANGELS OF MERCY ON FLIGHT 3-0-3**
—Lilley Daniels, Timely 1109

ATLANTIC-ATCO

- DON'T LET THE MUSIC SLIP AWAY**
—Archie Bell & the Drells, Atlantic 2721
- TEASIN'**
—King Curtis, Atco 6738
- GOTTA GET BACK TO LOVIN' YOU**
Hollywood Spectrum, Cotillion 44070

AVCO-EMBASSY

- I WHO HAVE NOTHING**
—Liquid Smoke, Avco Embassy 4522
- GOIN' DOWN**
—Allan Nicholls, Avco Embassy 4520
- EVERYBODY HAS THE RIGHT TO LOVE**
—Eric Mercury, Avco Embassy 4523

BARNABY

- A KIND WORD**
—Bob Morrison, Barnaby 2010
- BRIDGE OVER TROUBLED WATER**
—Universal Tabernacle Choir, Barnaby 2012

BRITE-STAR

- KEY WEST**
—Houston & Dorsey, Key West 1001
- I SAW THE LIGHT**
—Lee Moore, Natural Sound 2014
- BLOW ME DOWN**
—Uncle Clyde, Cole 222

CGC

- IF YOU LET ME MAKE LOVE TO YOU**
—Rites of Spring, Generation 113
- LITTLE BY LITTLE**
—O.B. Land, Crewe 339

COLUMBIA

- MAKE ME SMILE**
—Chicago 45-45127
- MAYBE**
—Janis Joplin, Columbia 45-45128
- I KNOW WE CAN MAKE IT b/w COULD IT BE**
—Jerry Fuller, Columbia 45-45131

F.E.L.

- RUN LIKE A DEER**
—Paul Quinlan, F.E.L./Flair 092

SONS OF GOD

- Ray Repp, F.E.L./Flair 243
- RUN, COME, SEE!**
—Robert Blue, F.E.L./Flair 272

FLYING DUTCHMAN

- DAMN NAN (Ain't Goin' to Viet Nam)**
—Leon Thomas, Flying Dutchman 26009
- LOVE POEMS FOR THE VERY MARRIED**
—Lois Wyse, Amsterdam 85009
- MAN & WOMAN REGGAE b/w GLORY TRAIN**
—Superman, Reggae 7001

INTREPID

- KITTY STARR**
—Dennis Linde, Intrepid 75017
- GET YOURSELF TOGETHER**
—East Coast Left, Intrepid 75023

JEWEL/PAULA

- NO MORE GHETTOS IN AMERICA**
—Stanley Winston, Jewel 149
- HIS AND HERS**
—Tony Douglas, Paula 1220

LONDON

- UNITED WE STAND**
—Brotherhood of Man, Deram 85059
- MY BABY LOVES LOVIN'**
—White Plains, Deram 85058
- A HARD WAY TO GO**
—Savoy Brown, Parrot 40046

MGM

- KEEP ON KEEPIN' THAT MAN**
—Angeline Butler, Coburt CB 100 II X II
- Cowsills, MGM 14106
- ALL THAT KEEPS YA GOIN'**
—Tompall & the Glaser Brothers, MGM 14113

RCA

- IT'S YOU OR NO ONE**
—New Birth, RCA 47-9817
- THE MAGIC OF LOVE**
—Willie Hutch, RCA 74-0327
- TOBACCO ROAD**
—Mind Garage, RCA 47-9812

SSS INTERNATIONAL

- CINNAMON GIRL**
—Gentrys, Sun 1114
- TENNESSEE BIRDWALK**
—Tennessee Guitar, SSS 799
- BALLAD OF IRMA JACKSON**
—Dee Mullins, Plantation 54

panies in the distribution chain. He's the "banker." It's felt in the trade that as the dollar pressure continues, many smaller companies without access to bank financing will have to fold. The resultant shake-out will accelerate the current trend towards "fewer and bigger" in every

phase of the music industry except the creative segment.

Most industryites are resigned to the fact that little can be done to remedy the situation. Several national chains, major discount stores and giant rack jobbers have told the manufacturers flatly, "Take it or leave it."

And what does the manufacturer, who is the key factor in the record industry, do when he faces telephone calls urging payment on unpaid bills? Said one, "I tell them the same thing my customers tell me. It's about the only satisfaction that I get these days."



*Thanks for
the Grammy*
Joe Simon*

*BEST RHYTHM AND BLUES VOCAL PERFORMANCE-MALE "The Chokin' Kind"

...and here's our next contender...

"Farther On Down The Road"

SS7 2656



A DIVISION OF MONUMENT RECORD CORP.
NASHVILLE/HOLLYWOOD

Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
102

LAST WEEK
198

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

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

JOHNNY CASH—WHAT IS TRUTH? (2:37)

(Prod. Bob Johnston) (Writer: Cash) (House of Cash, BMI)—Cash has written a beautiful and meaningful rhythm ballad that should quickly prove to be as big as his "Boy Named Sue." He's at his vocal best, and the material is first rate fare. Flip: "Sing a Travellin' Song" (3:06) (House of Cash, BMI). Columbia 4-45134

EDDIE HOLMES—DON'T STOP NOW (2:55)/ SINCE I DON'T HAVE YOU (3:11)

(Prod. Peter DeAngelis) (Writers: Holman/Soloman) (Merlin/Harthon, BMI) (Writers: Rock/Skyliners) (Southern, ASCAP)—Holman follows up his "Hey There, Lonely Girl" smash with a pair of winning performances, each of which could ride straight to the top of the charts. First is an original blues ballad, while the flip is a smooth updating of the Skyliners' classic. ABC 11261

VAN MORRISON—COME RUNNING (2:30)

(Prod. Van Morrison) (Writer: Morrison) (Van-Jan, ASCAP)—Culled from his "Moondance" LP, Morrison comes up with a powerful performance that is sure to prove an immediate top of the chart winner. Performance and original material are topnotch and sure to bring Morrison back to the charts in a hurry. Flip: "Crazy Love" (2:34) (Van-Jan, ASCAP). Warner Bros. 7383

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

JEFFERSON—

YOU KNOW HOW IT IS WITH A WOMAN (2:49)

(Prod. John Schroeder) (Writer: King) (Equant, BMI)—Hot on the heels of their "Baby, Take Me in Your Arms" hit, the smoothly blended group comes up with a knockout rhythm entry that is sure to repeat the success of their first winner. Outstanding performance and production work. Flip: "Are You Growing Tired of My Love" (3:39) (Norma/Inquiry, BMI). Janus 117

STREET PEOPLE—THANK YOU GIRL (2:27)

(Prod. Paul Vance) (Writers: Vance-Florio-Holmes) (Moonbeam, ASCAP)—Group broke through on the Hot 100 with their "Jennifer Tompkins," and this solid rhythm entry will bring them right back. Performance and material fit like hand in glove. Flip: "The World Doesn't Matter Anymore" (2:32) (Moonbeam, ASCAP). Musicor 1401

JANIS JOPLIN—MAYBE (3:38)

(Prod. Gabriel Mekler) (Writer: Barrett) (Fourth Floor, ASCAP)—Here's a top contender for a high spot on the charts. Miss Joplin comes off with a potent rock item that should quickly surpass the success of her recent "Try." Flip: (No Information Available). Columbia 4-45128

AL WILSON—MISSISSIPPI WOMAN (2:50)

(Prod. Marc Gordon) (Writer: Hutchison) (Mayall/Tunesmith, BMI)—Marking his debut on Bell Records, Wilson turns in a powerful performance on this solid soul item that's sure to soon be riding high on the Hot 100 and Soul charts. Flip: "Sometime a Man Must Cry" (2:58) (Caesar's, ASCAP). Bell 867

LINCOLN BLACK—FAMOUS LAST WORDS

(Prod. Findon-Shelley) (Writers: Findon-Shelley) (Mother Mistro, ASCAP)—Smooth rocker currently riding the British charts has all the ingredients to repeat that success here. Top vocal and production work. Flip: "You Built Me Up So High" Monument 1195

STEAM—WHAT I'M SAYING IS TRUE (3:42)

(Prod. Paul Leka) (Writers: Frashuer-DeCarlo-Leka) (Little Heather/M.R.C., BMI)—Group is back in their "Na Na Hey Yey Kiss Him Goodbye" bag with this rousing rocker, and they should quickly be back on the charts. Much sales and airplay appeal here. Flip: (No Information Available) Mercury 73053

*JERRY FULLER—I KNOW WE CAN MAKE IT (3:52)

(Prod. Jerry Fuller) (Writer: Fuller) (Fullness, BMI)—Written, produced and performed by Fuller, who has been responsible for the Union Gap's hit records, this initial vocal entry comes on strong, and should soon have him riding on the crest of the wave. Exceptional performance. Flip: (No Information Available). Columbia 4-45131

KING CURTIS with DELANEY BRAMLETT, ERIC CLAPTON & FRIENDS—TEASIN' (2:15)

(Prod. Delaney Bramlett) (Writers: Ousley-Bramlett) (Kilynn-Delbon-Cotillion, BMI)—Raucous instrumental that could easily prove a left field winner and ride to the top of the Hot 100 and Soul charts. Top discotheque fare. Flip: "Soulin'" (2:34) (Kilynn, BMI). Atco 6738

DORIS TROY—AIN'T THAT CUTE (3:50)

(Prod. George Harrison) (Writers: Harrison-Troy) (Harrisongs, BMI)—Beatle George Harrison produced and co-authored this rocking entry with Miss Troy, and it's a sure winner. Her Apple Records debut is loaded with Hot 100 potential also. Flip: "Vaya Con Dios" (3:27) (Morley, ASCAP). Apple 1820

TOP 20 COUNTRY

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

JEAN SHEPARD—A WOMAN'S HAND (2:21)

(Prod. Larry Butler) (Writers: Crutchfield) (Champion, BMI)—Miss Shepard has a Top Ten winner with her "Then He Touched Me," and this poignant follow up should quickly repeat that success. The production work by Larry Butler is first rate. Flip: "What Went Wrong" (1:57) (Central, BMI). Capitol 2779

ARLENE HARDEN—

LOVIN' MAN (Oh Pretty Woman) (2:47)

(Prod. Frank Jones) (Writers: Orbison-Dees) (Acuff-Rose, BMI)—Miss Harden cleverly offers the woman's answer to Roy Orbison's classic "Oh Pretty Woman," and she should carry it straight to the top of the country chart. She's in top vocal form with the good rhythm material. Flip: "My World Walked Away With a Blond" (2:23) (Wilderness, BMI). Columbia 4-45120

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

BOB LUMAN—Still Loving You (2:10) (Acuff-Rose, BMI). HICKORY 1564

DAVID ROGERS—So Much in Love with You (2:06) (Acclaim, BMI). COLUMBIA 4-45111

BOBBY BARNETT—There Stands the Glass (2:32) (Hill & Range/Jamie, BMI). COLUMBIA 4-45113

LESTER FLATT—Rueben James (2:47) (Unart, BMI). COLUMBIA 4-45122

RAY PENNINGTON—You Don't Know Me (3:17) (Hill & Range, BMI). MONUMENT 1194

LYNDA K. LANCE—The Power of a Woman (2:36) (Noma/S-P-R, BMI). ROYAL AMERICAN 5

RAY PILLOW—Slice of Life (2:11) (Singleton, BMI). PLANTATION 49

MARGIE SINGLETON—All That Loved Is Gone (2:40) (Gallico, BMI). ASHLEY 35002

MERLE HAGGARD & THE STRANGERS—Street Singer (2:24) (Shade Tree, BMI). CAPITOL 2778

MAXINE BROWN—Is That All There Is (4:07) (Trio, BMI). PLANTATION 48

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

DELLS—Open Up My Heart (3:35) (Prod. Bobby Miller) (Writer: Miller) (Plsces/Chevis, BMI)—Group has good ballad follow up to their recent "Oh What a Day" hit, and should fare well in pop and soul markets. Cadet 5667

JOE SIMON—Farther on Down the Road (3:05) (Prod. John R) (Writer: Mahal) (Blackwood, BMI)—Good soul rocker with an exciting vocal performance by Simon. Sound Stage 7 2656

*ED AMES—Three Good Reasons (2:55) (Prod. Jim Foglesong) (Writers: Stephens-Reed) (Regent, BMI)—Ames is in top vocal form with this beautiful new Les Reed ballad that's a programming must. RCA 74-0329

JOHNNY ADAMS—Georgia Morning Day (3:15) (Prod. Shelby S. Singleton, Jr.) (Writers: Lewis-Smith) (Singleton, BMI)—Hot on the heels of his "Proud Woman" Adams comes up with a solid rocker that's a chart natural. SSS International 797

*JOAN BAEZ—No Expectations (3:15) (Prod. Maynard Solomon) (Writers: Jagers-Richard) (Gideon, BMI)—Beautiful performance of this exceptional Rolling Stones ballad should bring Miss Baez to both the Hot 100 and Easy Listening Charts. Vanguard 34103

ROTARY CONNECTION—Love Me Now (2:45) (Prod. Charles Stepney) (Writer: Dollison) (Arc, BMI)—Group hit the Hot 100 with their "Want You to Know," and they should ride even higher with this easy rocker. Cadet Concept 7021

*JIM NABORS—Tomorrow Never Comes (3:29) (Prod. Jack Gold) (Writers: Tubb-Bond) (Noma, BMI)—Nabors beautiful performance of his TV theme song should quickly garner much play and sales. Columbia 4-45126

SHIRELLES—There Goes My Baby / Be My Baby (2:32) (Prod. Randy Irwin) (Writers: Patterson-Treadwell-Nelson-Greenwich-Barry) (Progressive/Jot/Mother Bertha/Trio, BMI)—Smooth pairing of two rock standards proves a top showcase for the femme group. United Artists 50648

*ROGER WILLIAMS—Suicide Is Painless (2:59) (Prod. Hy Grill) (Writers: Mandel-Altman) (Twentieth Century, ASCAP)—Theme song from the film "M*A*S*H" is given a first rate performance by Williams orchestra and chorus. Kapp 2084

SAVOY BROWN—A Hard Way to Go (2:17) (Prod. Chris Youlden) (Writer: Youlden) (Chrysalis, ASCAP)—Here's a solid rocker with a driving beat and performance that should prove an immediate chart winner. Parrot 40046

*GLENN YARBROUGH—Goodbye Girl (2:42) (Prod. Lenny Waronker & Nick DeCaro) (Writer: Nyro) (Celestial, BMI)—Yarbrough's vocal treatment and Laura Nyro's rhythm material make a perfect pairing on this disk, and should prove a much programmed item. Warner Bros. 7382

JOEY POWERSFLOWER—So Sing the Children on the Avenue (2:40) (Prod. Tokens & Dave Pell) (Writers: Rado-Ragni-MacDermot) (United Artists, ASCAP)—A new song by the trio that created "Hair" is a bouncy rhythm item that should fare well in airplay and sales. RCA 74-0326

SAMMY TURNER / GLORIA HENRY—When There's Only Two of Us (2:37) (Prod. Frank Price & Sammy Turner) (Writer: Turner) (Genius, ASCAP)—Turner teams up with newcomer Gloria Henry and the result is a powerful rocker with much chart potential. S.S.I. 1002

WAYNE CARSON—No Love At All (2:52) (Prod. Chips Moman) (Writers: Thompson-Christopher) (Rose Bridge/Press, BMI)—Easy beat ballad material with a top performance by Carson has much potential for both pop and country markets. Monument 1192

TOP 20 SOUL

SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

THERE ARE NO SOUL SPOTLIGHTS THIS WEEK

CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

THE LOVATIONS—I Don't Want You (Vocal) (2:45) (Three Part, BMI). CAP CITY 115

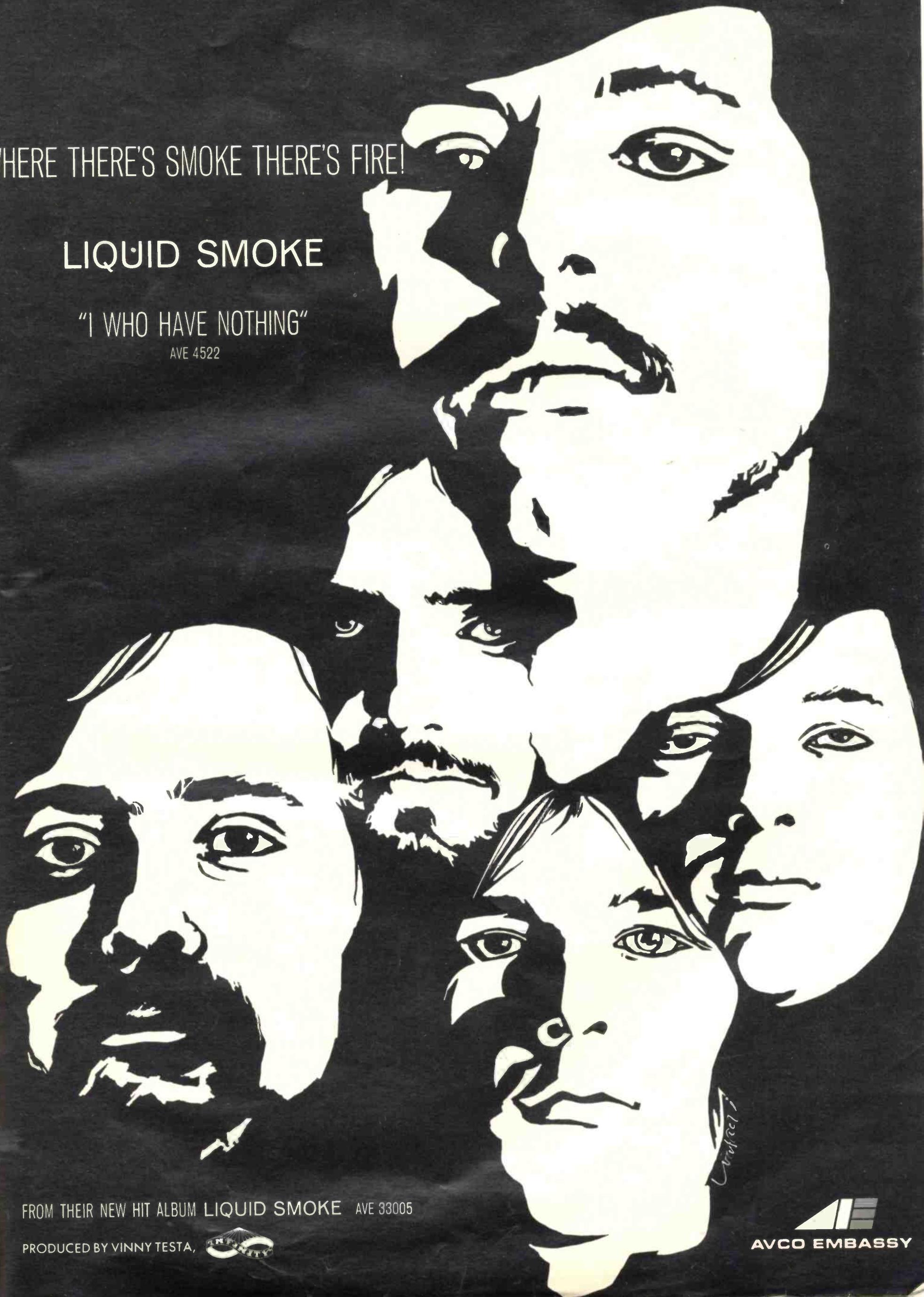
All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

WHERE THERE'S SMOKE THERE'S FIRE!

LIQUID SMOKE

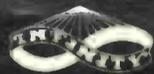
"I WHO HAVE NOTHING"

AVE 4522



FROM THEIR NEW HIT ALBUM LIQUID SMOKE AVE 33005

PRODUCED BY VINNY TESTA,




AVCO EMBASSY

STAR PERFORMER—Sides registering greatest proportionate sales progress this week. Record Industry Association of America seal of certification as million selling single.

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'BRIDGE OVER TROUBLED WATER', 'LET IT BE', 'INSTANT KARMA (We All Shine On)'.

Table with columns: 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'TENNESSEE BIRDWALK', 'SHILO', 'AMERICAN WOMAN'.

Table with columns: 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'ADD SOME MUSIC TO YOUR DAY', 'GONNA GIVE HER ALL THE LOVE I'VE GOT'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from the Hot 100 chart, including 'ABC (Jobete, BMI)', 'Add Some Music to Your Day (Brother, BMI)', 'All I Have to Do is Dream (House of Bryant, BMI)'.

Table listing songs A-Z from the Hot 100 chart, including 'He Ain't Heavy, He's My Brother (Harrison, ASCAP)', 'Instant Karma (We All Shine On) (Maclean, BMI)', 'It's a New Day (Dynamite, BMI)'.

Table listing songs A-Z from the Hot 100 chart, including 'Psychedelic Shack (Jobete, BMI)', 'Rag Mama Rag (Canaan, ASCAP)', 'Raindrops Keep Fallin' on My Head (Blue Seas/20th Century, ASCAP)'.

Table listing songs 101-125 from the Bubbling Under the Hot 100 chart, including '101. GIRL'S SONG... Fifth Dimension, Soul City 781', '102. DEEPER (In Love With You)... O'Jays, Neptune 22'.

TEN YEARS AFTER

have another powerhouse!

**ALVIN LEE
& COMPANY
CURRENTLY ON A
SELL OUT
U.S.A. TOUR**



↑
Magnificent cover

→
Unbelievable liner !



DERAM
A PRODUCT OF
LONDON

Tom Smothers MC of Search Packaging Concepts Co. Formed by Braun

• Continued from page 1

recording studio near them, courtesy of the iced tea industry. From the professional-quality tapes created by those 50 groups, will be selected the six finalists to advance to the finals in Washington—all expenses paid. A representative from the radio station that found these six groups will also go to Washington—all expenses paid—to introduce the group before several hundred members of the national press, congressmen and the record industry. Top record men who'll comprise the judging panel that will give one of the groups the top prize of \$2,000. In addition, the group will become a spokesman for the tea industry in a nationwide tour of performances. All of the groups appearing in Washington will receive recording contracts.

The chance for success in the recording world is also quite high, even for those groups who do not win the chance to appear in the Washington finals. Several record companies have expressed strong interest in hearing all of the tapes submitted from the some 200 stations involved in the Search.

In many markets, the Search has already reaped benefits far beyond potential success for a record group. Don Fox, manager of WHHO in Harnell, N.Y., raised \$2,573 through a battle of the bands series of concerts and proceeds will go to the local YMCA. Representatives of the tea industry helped promote the concerts in the local newspapers. In addition, RCA Records donated 100 albums to give away in conjunction with the events.

WPGU-FM, the University of Illinois, Champaign, has been tapping talent on the campus as well as the surrounding area, and March 13-19 will broadcast tapes of these artists on the air. Listeners are voting on their favorites via telephone. The winning group will be submitted to Billboard.

In market after market, the Search has been producing excellent results. Some stations

are reaping vast numbers of listeners' excitement from the promotion. Steve Grosno, program director of KHEL in El Paso, reports very good response. James Enright, program director of WAQY in Birmingham, reports pretty good response. KJRB program director Dan Walker says that the Search is proving to be a good station promotion and is drawing response from a wide area. A studio in the area is helping the Search by recording local groups who do not already have a tape for \$10 each. Johnny

Eagle, program director of WFLI in Chattanooga, says the Search is a great idea and there has been good response as far as inquiries, phone calls, and listener interest. Joe Finan, program director of KTLK in Denver, says the Search is going well and reaping much newspaper publicity. He's linking in a battle of the bands promotion. Bill Young, program director of KILT in Houston, says it's a fair promotion. He's not receiving a blockbuster reaction, he said, "but it's definitely not a waste of time."

Complacency Equals Decay, Holzman Warns NARM

• Continued from page 3

burden and challenge of breaking new records and new artists. . . . As the primary markets crawl deeper into their shell of playing Top 30, Top 40, we are going to have to take increasing heed of the secondary markets.

Aggressive Promotion

"Racks, especially those that have a large number of locations should maintain an aggressive promotion department of their own which coordinates the activities of the manufacturer and the distributor.

"We are also going to have to realize the function of singles in an industry that is increasingly album oriented. The boom in tape sales is a reaffirmation of the public's interest in long-playing product. Singles are calling cards for LP's. . . . The essence of the single is the very excitement it creates, different and more pointed than the excitement created by a hit LP."

Holzman called "current distribution methods tragically sloppy and wasteful." He advised record companies "to maintain realistic artist rosters and

a lean release schedule." An alternative form of distribution may be in the works, according to Holzman, including the possibility of companies merging their merchandising efforts.

He also asked for better methods of inventory control and visual sales aids. Holzman said the industry often was "unrealistic about the contents of records. . . . Portnoy's complaint is prominently displayed, and yet many of you refuse to stock a record because it may contain a word somebody deems objectionable."

Holzman called on NARM with the help of the RIAA to provide a "simple illustrated background primer" containing information and facts about the record industry, its history, its structure, practices, problems and its future. He suggested this booklet be used to acquaint

newcomers with the industry.

Quadraphonic Sound

He also detailed the uses of such developments as video or film cassettes, quadraphonic or four-channel sound, and increased use of cassettes. Holzman added, "Disks clearly are still the best sounding, least expensive, and most adaptable means for mass dissemination of music."

Holzman also said, "Full-line locations are a big part of our future. . . . And while we're talking about full-line stores, what about the inclusion of a few bins for classics, which have been largely ignored by rack merchandisers. . . . Record merchandising is not a racket. It is a billion dollar-plus enterprise demanding expert professional skills, adaptability, awareness and enthusiasm." (NARM pictures and study on Page 12.)

Law Co. Sees Coding As Bootleg Tracer

NEW YORK — The problem of tracing the source of a bootleg tape recording could be substantially solved if the cartridge manufacturers installed a coding system whereby each cartridge leaving a premises

would be marked and subsequently traceable by the marking to its customer, according to the law firm of Abeles & Clark (see companion story).

Abeles & Clark, attorneys for the Harry Fox Agency, publishers' representative, state that such a coding system would eliminate the substantial time lag between discovery of the unauthorized recording and identification of a responsible party in the chain of exploitation. The attorneys add: "We have discussed this proposal with certain of the major cartridge manufacturers and have been advised that the installation of any such system could be an unduly expensive procedure. No cost figures have been presented to us to date and, apparently, no real effort has been made by the cartridge manufacturers to cooperate. In any event, in view of the recognized adverse effect of unauthorized duplication upon the rights of authors, performers, legitimate duplicators and music publishers, it would appear that the cost factor should not present an insurmountable burden."

"It is our opinion that traceable cartridges would substantially decrease the time devoted toward establishing identification of the parties responsible for any particular illicit operation, and thereby afford the parties having legal remedies an opportunity to avoid deleterious investigative delay."

GWP's Robinson Overseas Trip

NEW YORK — Paul Robinson, vice president of GWP Records, is on an extended European trip to London, Rome and Paris. While in London, Robinson will meet with Louis Benjamin of Pye records to discuss product distribution and release schedule plans. He will also meet with independent producers and record labels as well as audition new talent.

Lionel Move

• Continued from page 8

would support its distributors, not just with the release of product but with "in the field participation." He added that product will be released with the complete backing of promotion and merchandising programs.

Initial product to be issued by Lionel Records is expected to hit the market within the next three weeks.

Before joining Lionel, Picone had been national single sales manager for MGM/Verve Records.

Executive Turntable

• Continued from page 6

sales product manager. In another Muntz move, Andy Becht named engineering head, replacing Jeff Volkaerts. . . . Musical Isle of America has named five vice presidents: Russ Bach, Vic Faraci, Norm Hausfater, Norm Weinstroer, and George Berry. Bach is headquartered in Los Angeles; Faraci is located in Chicago; Hausfater and Weinstroer are in St. Louis and Berry is in New Orleans. Bach supervises national activity for the Liberty/UA owned rack. Faraci is general manager of Musical Isle's Chicago operation which included M.S. Distributing. Hausfater handles sales and purchasing for Musical Isle and Roberts Distributing. Weinstroer has worked with Roberts Distributing's rack and distribution activities. Berry is one of the seven founders of NARM.

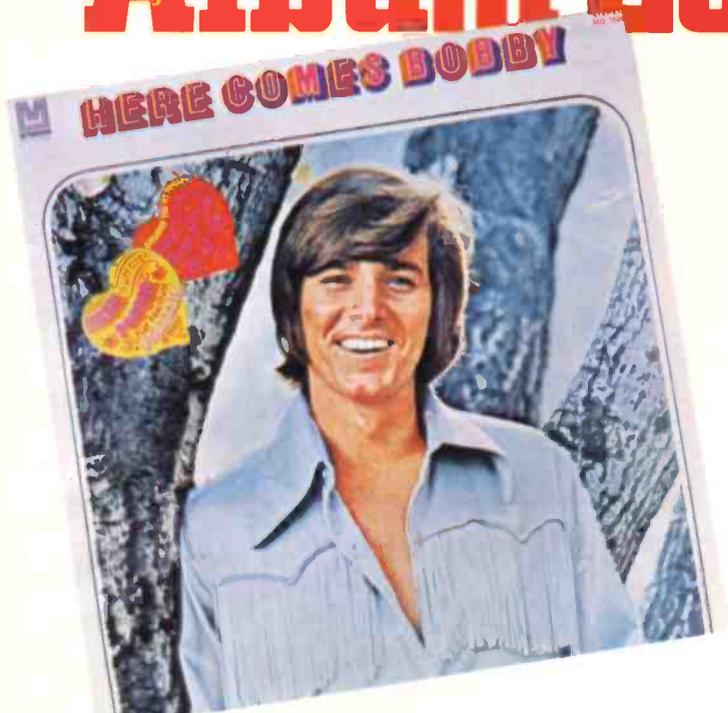
★ ★ ★

Marvn Beisel joins Capitol as director of European marketing, succeeding Allen Davis, who has held that post but is returning to the U.S. from his European post to work in Capitol's New York office. Beisel has been Capitol's Western division manager, joining the company in 1955. . . . Hal Rothberg and Bob Klein have left Capitol. Rothberg was previously the tape merchandiser and Klein was merchandising director for the label's international department. Klein has joined Transcontinental Record Corp. as its director of international operations.

★ ★ ★

Edward A. Diresta named vice president, MGM Merchandising Corp. Previously Diresta headed his own record production company and motion picture merchandising company. He has been advisor and consultant to the America Record Society, audio consultant to two publishers, worked for Golden Records, CBS special projects, Crosby Records Inc. among others.

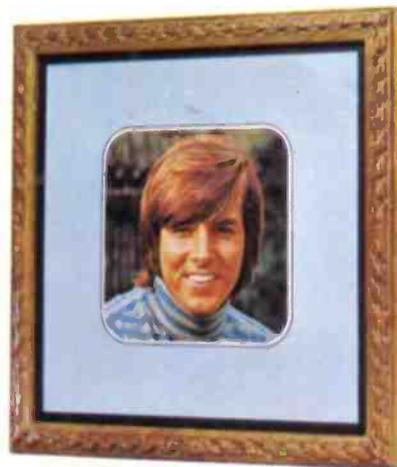
Introducing: The World's First Self-Destruct Album Cover.



The album as you see it in the racks with promo-sticker.



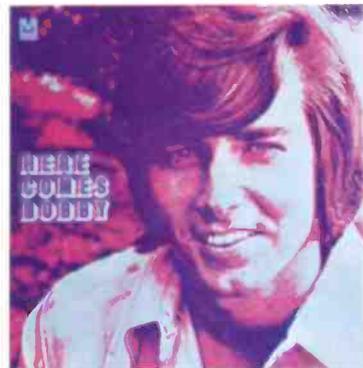
The giant 37" full-color poster; definitely a hang-up.



The full-color portrait, suitable for framing.



The opened album cover, with inside double-fold panels.



The special heavy-duty record sleeve, which becomes the LP jacket after self-destruct.

Why self-destruct?

Well, because every square-inch of this very special LP package is designed to display the image of Bobby Sherman. That counts for a lot.

It seems there's been a neglected segment of the record-buying public. The age group, say, between 10 and 19, who fell in love with Elvis in 1955, and never fell in love again. Maybe a crush here and there. But never the *real thing*.

Till Bobby Sherman came along. He's already got two gold singles in "Little Woman" and "La-La-La (I Love You)"; a gold album, "Bobby Sherman"; his current single, "Easy Come, Easy Go" is heading for gold.

This whole package is dynamite.

Here Comes Bobby.



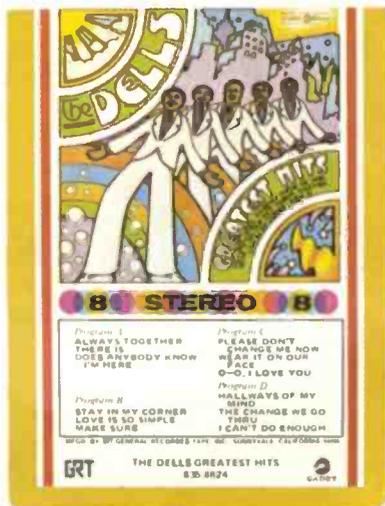


Renda Blackler* is our all-time great artist any week... because she'll make sure you get these great artists on time this week.

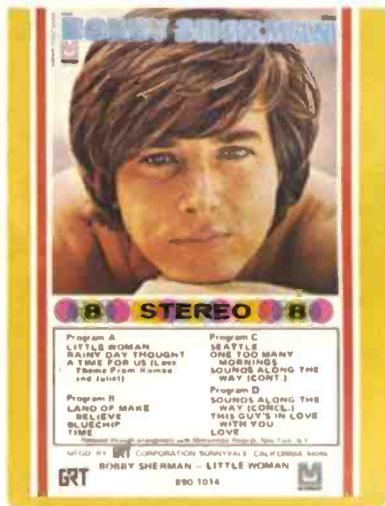
(*Customer Service Manager — GRT Music Tapes)



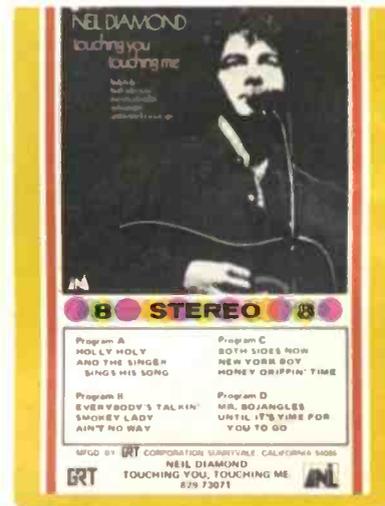
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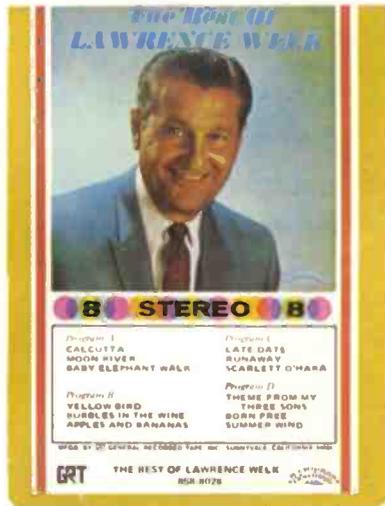
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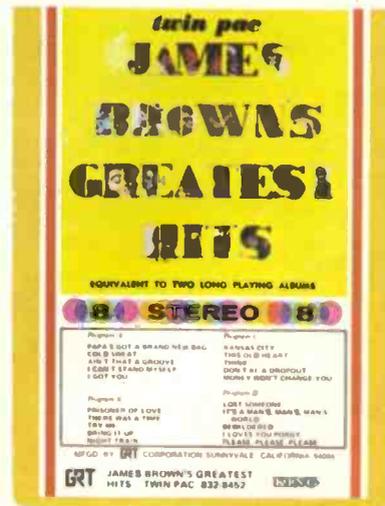
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and these too....

- Johnny Cash • The Exotic Guitars • B. B. King •
- Jerry Lee Lewis • Ramsey Lewis • Love •
- Oliver • Joe Simon • Steppenwolf •
- Ike & Tina Turner • Johnny Winter •



8022-700

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