NEW FEATURE TO LIST
MFRS' HOT DISK PICKS

NEW YORK—A new Billboard feature, Product Potential Listing, will be inaugurated in the Feb. 7 issue. The feature is designed to give the record companies a "cradle-to-the-grave" listing of their hot products from the time the sales action is received at the record company level to the time it drops off the Billboard charts.

The Product Potential Listing gives the manufacturer the opportunity to list the three new singles that have not yet made the Billboard chart which it considers to be its top prospects.

To obtain the listings on the new chart, information must come from the manufacturer, the company's chief executive, or a designated. The information must come in written form or by wire addressed to Billboard's Chart Department. It should be in the Billboard's offices by 3 p.m. Tuesdays.

The companies should supply the title, artist, label and number of the three records to be listed. In the event any of the records received hit any chart that week, they will be eliminated from the listing. The records to be listed should be based on airline, distributor orders or recorders or station picks. For the first issue, the information should be received by the Chart Department by Tuesday (27).

NEW YORK—Theater musicals, both on Broadway and off-Broadway will be getting a broad record company spread during the next several months. Seven record companies and one tape firm are already committed to 12 future productions and deals are in the works for several other major musical productions.

Already lined up for original cast album sets are "Gantry," "Minnie's Boys" and "Joy" on RCA Records; "Company" and "A Rain in the Sun" on Columbia; "Aplausa!" on ABC Records; "Georgy" on Bell; "Cherry" on Molown; "Mahogony" and "Tamalpais Exchange" on Atlantic; "Billy No Name" on Roulette, and "Publie" on Ampex tape. Ampex, which is involved with "Purlie" through a financial investment in the production of the show, has the only tape rights and a separate company will be involved.

The disk action for the second half of the theater's 1969-70 season begins Tuesday (27) with "Joy" (RCA). It was composed by Oscar Brown Jr., who is also featured in the cast. Brown is also the producer. "Tamalpais Exchange" (Atlantic) follows. It is a collage of contemporary songs. The producers are Stephanie Sills and Parallel Productions.

(Continued on page 10)

NEW YORK—A synthesizer inventor Robert Moog plans to have Moog "performing instruments" on the market within three to six months, priced up to $2,000.

Moog said that he was currently experimenting to get the mini-Moog ready. Part of the experiments will be the synthesizer in actual working conditions—a series of invitational performances starting Feb. 5 at RCA's recording studios, and a Gershon Kingsley concert, press.

MINI-MOOG TO BE UNVEILED
By IAN DOVE

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By IAN DOVE

NEW YORK—In January 1970, THE INTERNATIONAL MUSIC-RECORD-TAPE NEWSWEEKLY will be donating $1.00 for every issue purchased to the Rock Revival Show Rolls fundraiser.

(Advertisement)

NEW YORK—The Rock Revival Show Rolls is the roll sound. The Morris office is setting up booking dates for the "50's Rock 'n Roll Revival," which will tour the college circuit and key cities beginning in mid-March.

Ralph Nader, executive producer of the five production.

(Continued on page 8)

NEW YORK—Los Angeles Music personal sons have a new medium for their activities. The city's tennis shows at football games.

During the recent holiday period of nationwide televised bowl and championship games, some 60 million persons watched Al Hirt, Dick Severin, Lionel Hampton and Marion Anderson. The Los Angeles music personalities have a new medium for their activities. The city's tennis shows at football games.

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They say that every Woman
one time or another
wishes that the man in her arms
was an outlaw...

John Stewart
The Lady and the Outlaw
General News

Goody Acquires Disk, Tape Dept.
Of Bruno-N.Y.

NEW YORK — Sum Goody has entered distribution. Sum Goody, Inc., is acquiring the assets of the record and tape division of Bruno-N.Y., and will also own the Bruno International Rec- oтировка, formerly head of the record division of Bruno-N.Y. Bruno International Re- cтировка, a wholly-owned subsidiary of Sum Goody, plans to appoint an RCA Records dis- tributor.

This acquisition involved an undisclosed amount of cash and stock in Sum Goody.

Richard J. Harris and Arthur Sarnoff, formerly members of the firm of Bruno-N.Y., are directors of the new opera- tion, along with Goody, Sum Goody and others.

Goody, late last week, said, "This will be a strong distributor- ship, and additional lines will be added."

ADL HAS $7 MIL
GOAL FOR ‘70

NEW YORK — The Anti- Defamation League has set a $7 million goal for its 1970 drive which will be highlighted by the fundraising luncheon to be held at the Waldorf-Astoria Hotel on Feb. 24. The event will honor Clifton W. Danielson, vice president of Col- umbia Records.

Tickets for the luncheon can be secured through the Anti- Defamation League’s New York office, which is located at 315 Lexington Ave.

Pickwick, Douglas Deal

NEW YORK — Douglas Rec- ords has turned its distribution to Pickwick International Corp. Under the long-term agreement, the Douglas label will be emphasized in Pickwick’s BMG and50-markets. The line will be launched at the 30th of January, with promotion including full-page advertising in under- ground newspapers.

There will also be a large purchase of FM time. The first albums scheduled for distribu- tion include a Lenny Bruce album and an album by Timothy Leary.

Chess Slide Presentation Shows 20-LP Package

CHICAGO — Using an elab- orate slide presentation, Chess Records announced the release of 20 albums to be released in the New Years part of "Ramsey Lewis Month." The presentation fea- tured pictures of the various LPs from its beginning in the late 50s, emphasizing portion featured foreign languages, tracks from the new January re- leases.

Included in the 20-album

January package are five more albums in the projected 36-al- bum vintage blues series. In- cluding it are Chess-issued LPs by Jimmy Rodgers, Low- ell Edenfield, Buddy Guy, H. L. Lenon, and one album feature- ing works by Johnny Shines, Muddy Waters, Sonny Boy Will- is, Lowell Honey, Bobo Boy Edwards and Big Boy Spire. Two other albums of material titled "Pur- pon Origins," "Soul Bowl," were also presented. These two are

(Continued on page 8)

Epic Mounts Biggest-Ever Talent Development Program

NEW YORK — Epic Records is swiveling into the new year with a new LP by Larry Cohn, Epic’s director of the $800,000 talent development program in the late 1970s.

Larry Cohn, Epic’s director of the $800,000 talent development program in the late 1970s, has been on a roll with several contemporary talent that can sustain and project over a num- ber of years.

Cohn has been on the road a great deal during the past few months scouting talent, writers and independent producers. As an example of his far-flung scouting, he recently signed fishing in Detroit, Jack Kelly in England, Ed Fonda in Los Angeles, McGraw & Porter in Rochester and a flock of artists in Mem- phis.

Among other artists who have been added to the Epic roster are Redbone, a new quartet; Johnny Ottis, a soul singer; Shuggie Otis, vocalist and multi-instrumentalist; Orange Blossom Sound, a British group; Funk, a rhythm and blues group from Illinois; the Mother Love, vocal-instrumental combo; Jim Fac- tory; Funk, from Detroit by Phil Harris, also from Detroit; Philamore Lincoln, a bal- lader from England; Susan Carter, vocalist - writer; singer Bobby Heb, and Johnny Win- ter’s brother, a singer.

In a recent trip to Memphis, Cohn signed the Roomers, arranger-producer Charlie Chalmer; Gene Simon, George: Marcia Dvorsky, singer; Johnny Robinson and Brenda Sanders.

The artists signed in Memphis are now handled by Bettee Berg, president of Artists Booking Agency, and Donnie Dorch, the firm’s vice president.

Cohn will concentrate on re- cording an LP for each of the artists at the Sun Record Co. for the present time.

Cohn’s staff consists of Barry Kornfeld and Sandy Linz in New York, Jerry Sherrill and Glenn Sibton in Nashville, and Peter Welling and Mark Cohn in London. It consists of product users and has had production deals with Willie Canet, Phil Spector, Roy Hall, and Sir Douglas who records for ABC. Cohn’s visit to Memphis it has talks with Isaac Hayes, who is in the Stax/Volt camp, for studio projects about a new record for Epic.

In addition, Cohn said he works closely with the president, a&r department and that he leaves the contract negotiations to John- mond for consultation and ad- visory services.

Folsom of RCA Is Dead at 75

SCARSDALE, N.Y. — Frank M. Folsom, former president of the RCA Corp., died here Jan. 12 after a short illness, at the home of his daughter, Mrs. Ed- ward L. Leslie Jr. He was 75 Folsom, was president of RCA from 1949 to 1957 and was chairman of the board of the committee of the Board of Di- rectors from 1957 to 1966. At the time of his death, he was a director and consultant to RCA.

During the era of the 50s, a period of great expansion for the record company, Folsom added to other duties—mainly marketing and financial operations of the RCA Record Divi- sion.

Folsom was a leading Roman Catholic layman and served as the chairman of the New England Regional Nativity of the Holy See to the International Atomic Energy Agency. A Pol- itical Research young niece was re- presented by His Eminence, Ter- encio Cardinal Cokie at St. Pat- rick’s Cathedral, Jan. 16.

Metro-Handled Labels Go to Futura Distrub

NEW YORK—Futura Distrub- bers has taken over the distribution of labels for- merly handled by Metro Distrubutors of New York. Metro’s sales staff has been retained by Futura, including David Sed- man, former sales manager of Metro, who will act in the same capacity.

Record company labels for- merly distributed by Metro in- clude MGM, Buddah and Elek- tra. In addition Futura will dis- tribute RCA Records product.

Futura is based at 536 Broad Holoway, Melville, L. I., New York.

300 See Eight-LP Release at Dunhill Meet

LOS ANGELES — Dunhill producers are planning a February LP release to 300 pro- ducts on a product show Jan. 18 at the Bonham Universal Hotel.

Distributors from all over the country and Canada attended the gathering conducted by Dun- hill. Artists on the label introduced were Jamme and Pure Love and Pleasure. The other artists were Richard Harris, Steppenwolf, Three Dog Night, John Phillips, Coliseum and a special box set of Mamas and Papas songs, packed with dial- ing cards, presented by their recording ses-

sions.

Following the product show, Jamme and Pure Love were presented in concert, for...

Nat'l Gen’l Records Set

LOS ANGELES — National General Corp. has been formed by National General Corp. president Al Kasha named its president, the man- ages. He recently joined the company to set up a music opera-

tion.

Ter LPs are planned, including a pressing for the NGC film, "A Dream of Kings," which features Alex North’s score. NGC’s two music firms are Montage Publishing and Carlysh Publishing.

For More Late News
See Page 98
RCA Unwraps Chicago Studio
Gives Co. Coast-to-Coast Sites

CHICAGO — RCA Records unveiled its new "Mid-America Recording Center" here Jan. 13. According to Norman Ra-
cusin, RCA's Chicago engineering director, the new Chicago studio joins RCA's new facilities in Nashville, Hollywood and New York to supply our artists and our Custom clients with complete facilities and recording locations throughout the na-
ton.
The new Chicago studio will provide RCA with the means to make records, tapes and radio, television and motion picture soundtracks, fac-
itilities equal to those of the Hollywood and New York recording cen-
ters, said W. F. Reilly, Chicago manager of RCA Custom Rec-
cord Sales. J. F. Wells, manager of Chi-
cago Recording, revealed that the three studios have been built "with one mind," which offers a range of rever-
beration times thus establishing a predictable atmosphere for all kinds of music and voice. Studio A, 40 feet wide and 35 feet long, is the largest studio in the Chicago area devoted to sound recording. While the latest integrated circuitry are available to mix as many as 33 microphone and channel recorders with extensive equalization capabilities.

RCA's new Chicago recording center features an ultramodern control room with a 16-track console.

* * *

Acts Kick Off on Gridiron TV

* Continued from page 1

guerite Piazza perform during the half of the Super Bowl on CBS-TV.

When NBC televised the American Football Conference's championship game, the Fifth Dimension performed in a mini-

concert. During the Orange Bowl pa-
rade in Miami, Ike & Tina Turner got off a float and per-
formed two songs, "I've Been Lovin' You Too Long," and their current Blue Thumb hit, "Bold Soul Sister." The label had pro-
vided NBC with tapes of the songs for the telecast. During Sunday's Pro Bowl Jan. 18 telecast on CBS, Johnny Mathis and Don Ho were the featured headliners. And on the Senior Bowl, the World's Greatest Jazz Band performed.

Halftime shows today are really aimed at the television audience because sponsor money is big for the TV rights, wants to keep his au-
daience," explained Tommy Walker, who produced the Su-
per Bowl pageant in New Orleans.

Walker has been a pioneer in developing entertainment shows for the New Orleans Saints' pregame and halftime periods. He has been putting on extravaganzas in New Or-
leans for the past three years, and he commutes regularly from his Atlanta, Calif. office to a second set of offices at the Rock & Roll Notebooks. Tommy Walker has been packaging shows since leaving Disneyland, where he was the Vice President of entertainment director.

For the Super Bowl show, Walker was assigned 25 minutes to put together the halftime show, during the halft-

time, Walker had Severinon and Hirt in a trumpet battle and the

New Christy Minstrels perform-

Professional football received $2.5 million in TV rights from CBS for the telecast, and from this amount the Super Bowl's entertainment budget was es-

ablished. Walker is taking time out stating exactly what each artist receives for appearing on the national program, but he said it in no way compares with what an act can receive for doing a regular standup appe-
ance on the "Ed Sullivan Show."

Walker feels that the future portends a very poor showing for ma-

or major names for nationally televised sporting events. The collection of talent does not have the budgets to hire big name acts for halftime, Walker says.

In a sense the utilization of major names in halftime acts is a substitute for the traditional marching band. Walker will use them during regular New Orleans Saints games, but they are cut down to 11 pieces during halftime to cut down on cost.

Each of the 26 professional football clubs has an entertain-

ment director whose job it is to "cater" to their fans for the Sunday halftime shows. De Court-
ney, the Oakland Raiders enter-

tainment director, put together the show starring the Fifth Dimen-

sion.

On New Year's Day, Walker put together the first parade for the Su-

per Bowl halftime show, featuring that city's na-

tive son trumpetist Al Hirt. Dur-

ing Super Bowl II, Walker presented Hirt, Jimmy Dee, the Showboat and Nola Cheeta Channing during halftime pag-
tants. Locally, Jim Nabors has shown his devotion to the Los Angeles Rams by singing the national anthem at their home games.

With professional football set for Monday Night Football and NBC TV next season, observers are wondering whether a full ar-

ray of stars will appear during the break periods to keep au-
dience interest up. So far, only a few are regularly viewing dips during halftime.

(Continued on page 8)

MUSICOR AND NABISCO TIE

NEW YORK—Nabisco Rec-
ords has tied up with the Na-

cisco Co. on a promotion for its "Great American Songbook," by a new artist called Jamie.

Art Talmadge, president of Musicor Records, said that he is planning to supply 500 specially prepared books of the Jamie Zaaz brand proprietary melodic music to key radio personnel around the country, with a copy of the record.

(Continued on page 8)

BLOOD & TEARS' 3D GOLD DISK

NEW YORK—Blood, Sweat & Tears have gained their third gold record, for sales over 500,000 copies of a single, from their Columbia album bearing the group's name. The latest gold disk is for "And When I Die," written by Laura Nyro, the title song, which died in the LP, which reportedly has sold more than 2.5 million copies, and was the set were "You've Made Me So Very Happy" and "Spinning Wheel."

Col Keps Classical Chart

NEW YORK—Columbia Records last year continued its lead in the Billboard Classical Charts, but the success of "2001: A Space Odyssey," saw Richard Strauss taking over the com-
mposer's lead, just nipping Tchaikov-
sky, 157 to 156.

Columbia had 44 album hits for a total of 754 positions, while RCA gained 450 spots from 26 albums plus 29 posts for seven Victrola titles for a total of 479 posts. Angel Capiti-
lon scored 267 times with 206 for Angel, 39 for Seraphim, 15 for Capitol, and seven for Col-

Dips and the New Christy Minstrels perform-

with 182 plus 10 on the Rich-

mond line, while Deutsche Grammophon totalled 448 spots.

Other labels were Westmin-

er, 64, MGM, 52, Philips, 34, Nonesuch, 28, Decca, 6, Colgems, 4 and Turnabout 2. The MGM totals came from the soundtrack of "2001: A Space Odyssey," while Colum-

bia gained from its collection of music from the film, which also hit for "A San Francisco Zara-

The Richard Strauss lead in-

ccluded 152 mentions of six re-

cords, "The Bacchus Sprucz Zara-

(Continued on page 7)

Executive Turntable

Tom Morgan named director of pop artists & repertoire at Decca Records. Morgan will main responsibility will be acquiring new talent for the label and main-
taining the current artist roster. He reports to Jack Loets, executive vice president of Decca.

Before joining Decca, Morgan had been vice president of Eastern operations for Capitol Records. MGM Records has set its a&r line up.

Michael Lloyd will operate out of the West Coast, Jimmy Vienneau out of Nashville, and Johnny Pate out of New York. Lloyd will handle Harry, A.B. Skyy, the Righteous Brothers, Michael Parks, Bill Medley, and Herman's Hermits, plus LP packages out of the catalog. Vienneau will supervise a&r on the country artists such as Hank Williams Jr., Shiley Woolsey, and Tompall & The Gladiators. Pate will do Jimmy Smith, plus special LPs from the catalog.

Ted McCuen named president of R.P.M. Inc., a newly formed subsidiary of North Atlantic Corp. of Downington, Pa. Prior to joining R.P.M., McCuen managed the Nashville operations of Sunbury Music and Dunbar Music, music publishing division of RCA. R.P.M. has acquired an option in property in Nashville to build a headquarters for its multifaceted entertain-

ment business operation.

Ed Beulke named vice president, administration—music division, MGM Records. He will be involved in developing budgets, financial, control, accounting, staffing, cost analysis and preparing efficiency studies. He joined MGM in 1967 as director of a&r department and was also the record division's director, central control operations from unknown to Columbia as a&r administration, pop and classical. He is a former professional musician, playing with Charlie Spivak and Randy Brooks, Joseph P. Lyons, vice president, marketing, Celeb-

rity Systems, named vice president, marketing for Famous Music Corp. Lyons resigned from Columbia Records in 1967 as director, national sales. He joined the company in 1956 as sales manager, Philadelphia. Famous Music was formed to consoli-
date the Gulf and Western record and music publishing oper-
ations. Robert L. Young named general counsel for Famous Music. He is a former city attorney, professional legal affairs for MGM Records and a staff attorney with MCA.

Johnny MacRae appointed general professional manager, Screen Gems-Columbia office in Nashville. He joined the company in August 1970 as writer-artist for Screen Gems. MacRae was named creative director at The Music Agency. He is a former assistant advertising and sales promotion manager, Ampeg Stereo Tape, and was a public relations for ASCAP. Fabor Robinson, company director, is vice president for Gene Autry's Repub-

lic Records, has resigned. Edythe Lazarow joins the public relations department of Morton D. Wax and Associates, New York. She was formerly in the traffic department, Gotham Recording.

Former head of his own recording studio, Tom Nola has left to join O-D-O recording company, New York, as salesmen and music mixer. Nola had his own sound studios for the past 24 years. Regional managers appointed by National Sound Marketing, Parsippany, N.J., are Ed Saucher (New England), Andy Danzico (North East), Dave Zeca (middle Atlantic), Jack Wall (South East), Charlie Rickman (Mid West), Herb Rower (Central), Tom McConnell (South West), Kurt Orzosh (Western). Tony Lenz named national merchandising manager for the company.

Vanguard Records joins A&R with Gersh Associates, a newly created position. She joined the firm three years ago as a secretary and became assistant to Gersh.

(Continued on page 10)

JANUARY 24, 1970, BILLBOARD
REMEmBER
CHICAGO?

Chicago (the group) from Chicago (the town). Whose first album, "The Chicago Transit Authority," won a gold record and is still riding the charts.

The Chicago that recently returned from their European tour where they knocked everyone out: "Chicago rock heats up the Albert Hall..." "The most inventive, hardest-blowing jazz-rock orchestra I have ever heard" said Royston Eldridge, Melody Maker.

And from Germany: "A message from tomorrow for today." The same Chicago that just released their second album, a specially priced 2-record set, which includes a color poster. It's their most brilliant effort to date.

It's called, simply, "Chicago." Remember Chicago now? They'll be hard to forget.

ON COLUMBIA RECORDS

Produced by James William Johnson

A Magnificent Sound. Just Listen...
NEW YORK — The Recording Industry Association of America issued a record 157 gold albums in 1969. Of the 93 certifications for albums and 64 for singles, the only one which was hit for 1968 when certifications went to 75 LPs and 50 singles. 

Columbia gained the over-all gold record lead with 19 awards, including an RIAA tape and Capitol with 17. Columbia was followed by RCA with 14 sets certified for $1 million in sales, while RCA led in singles with 11 gold albums.

Scoring with albums for Columbia were Blood, Sweat & Tears, two; Johnny Cash, two; Jimi Hendrix, two; and Bob Dylan, one.

Ray Conniff, two; Gary Puckett & the Union Gap, Bob Dylan, Luther Watson, Andy Williams, Chicago, Simon & Garfunkel, and Janis Joplin, while RCA’s singles lead was regaled by Elvis Presley, two; Guess Who, two; Harry Nilsson & the Youngbloods, plus an Archies gold disk on Calendar; and Columbia had four singles with Blood, Sweat & Tears, two, and the Zombies, the same number as Capitol, where Glen Campbell, the Everly Brothers, and the Dixieland Boys set the lead on the Apple label, gained three.

Tom Jones was the individual leader with six gold albums on London’s label, which helped the label obtain eight, since Englebert Humperdinck had four gold albums, Engelbert Humperdinck, two; and the Zombies, two; also.

Humphreyc K. Reichert, former national sales manager, said that he expects the show to create the same type of bonanza sales for this year’s concert. "This Is Tom Jones" did for London in their last show on the air, he has achieved six gold disks for albums raking up $1,000,000 in sales.

Retailers and record dealers will receive a merchandising kit with five-foot center posters and streamers calling attention to his TV show.

AFM Seeks To Tip Scale

(Continued from page 1)

companies were using these methods to avoid paying AFM scale rates for both classical and pop sessions.

At the AFM’s upcoming national convention in June, in Houston, Autry will introduce a resolution calling for a selective or general cessation of all Federation activities during the passage of new law in the event existing law is not adequate. Autry is also considering the inclusion in the resolution of a clause calling for exclusion of AFM’s National Council from world common market decisions.

"Two years ago," Autry said, "a conductor who wished to go over to a radio station had to pay members who were using AFM’s rates for their sessions. The resolutions recommended that AFM’s national council be closed for the duration of the new law."
Smash Follow-up to "TAKE A LETTER MARIA"

R. B. GREAVES

Always Something
There to Remind Me

Atco 6726
Produced by Ahmet Ertegun & Jackson Howe

From The Hit Album

R.B. Greaves

Atco SD/TP/CS 33-311
On Atco Records and Tapes

Management
JONATHAN ROWLANDS

Bookings
WILLIAM MORRIS AGENCY
Nicastro Re-Elected CUC Chief

CHICAGO—Commonwealth United Corp. (CUC), the California-based entertainment real estate and oil and gas conglomerate, has re-elected Louis J. Nicastro as its president and chief executive officer. The move marked a decision by CUC's directors not to sell its entertainment division, which involves the Seeburg Corp., motion picture, television, music publishing and records. CUC at the same time announced a new real estate venture.

Nicastro continues as chairman and president of Seeburg Corp., and will headquarter here. Nicastro resigned from the CUC post last April.

George N. Friedlander, CUC's chairman and chief executive, Robert B. Friedlander, equipped with 16 and 35mm film projection and magnetic transfer equipment for use in creating TV commercials and other film services. For Custom clients, the center provides a teletype network to RCA and tape manufacturing facilities in Indianapolis, Hollywood and Rockaway. N. J. An air-exploded delivery service makes it possible for tapes to be recorded and mastered in the Chicago studios and be converted quickly to finished record, Stereo 8 and cassette product.

MGM Records Has $17.9 Million Loss in Two-Year Period

NEW YORK — MGM Records lost its $17,900,000 profit in the fiscal years of 1968 and 1969. Metro-Goldwyn-Mayer Inc. president James T. Aubrey Jr. told the annual stockholders' meeting here Thursday (17). Pointing to a total revenue of $60 record artists from the label's roster, Aubrey said that MGM would add eight subsidiary labels by the end of the calendar year.

He also said, "we are putting original contemporary music into our films to create residual values for our publishing and record companies." Car. using the activities of the Robbins, Feist & Miller publishing firms.

The reorganization of the record label included cutting in half the number of personnel in the present plant and selling the three distribution branches that Aubrey said "accounted for the heavy losses last year." Transcontinental Distributing Corp. now distributes the label's product.

MGM Records will be re-packaging from its catalog, including a new series called The Golden Hits.

Aubrey reported a profit for the parent firm of $328,000 for the first 12 weeks of fiscal 1970. This compares with a loss of $2,510,000 for a similar period last year.

Chase Slide Shows • Continued from page 3 recordings of songs that have been released by different rock groups and early rhythm and blues songs.

The two Ramsey Lewis LP's include one with all new tracks, and the other will also be on the entire Chase catalog of Ramsey Lewis albums.
'Leaving On a Jet Plane' is just one of eleven possible titles for the new Percy Faith album. We could just as easily have named it 'Wedding Bell Blues,' or 'Everybody's Talkin',' or 'Raindrops Keep Fallin' On My Head,' or 'Something,' or... In fact, we could've named it after any song in the album—just pulled one out of a hat. Because they're all hits. Every last one.

On Columbia Records®
Music In Print

JOE BY DI JOSEPH

(The numbers following the titles refer to current chart positions)

Once again the failure of publishers to cooperate with one another for their mutual benefit has killed what could have been one of the hottest hits of the season. The mistake has been made by the publishers who hold the rights to 20 songs recorded by Joe Cocker to cooperate with other publishers. It is the year-old song "She Belongs to Me," by John and Stronger and the publisher is Ab Fab Co. The song is a big hit in England and on the Continent.

 sterilized copies of those songs were released for sale in EMI's 300,000 copies of "She Belongs to Me," which was released in August, and the label had intended to release the song in the U.S. The song was expected to be a big hit there in the spring. It is a big hit in England and on the Continent.

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 sterilized copies of those songs were released for sale in EMI's 300,000 copies of "She Belongs to Me," which was released in August, and the label had intended to release the song in the U.S. The song was expected to be a big hit there in the spring. It is a big hit in England and on the Continent.
Can an Okie from Muskogee turn big city business?

Merle Haggard did. His single record of "OFM" not only made sales records, it became one of the year's most talked-about singles. Now it's an album — recorded live in Muskogee, Oklahoma... Merle's first, "in-person." He sings the title song, plus other Haggard hits: Mama Tried; Workin' Man Blues; Swinging Doors... This is Merle's biggest ever — and that's going some!
THE SINGLE IS IN

"Honey, Come Back"

When Jim Webb writes a song, Al de Lory arranges it, and Glen Campbell sings it — that's an invitation to a hit.
Glen's newest (Honey, Come Back) and most recent (Try A Little Kindness) hit singles join 10 other songs in your first smash album of the year!

"Try A Little Kindness"

Produced by Al de Lory on record and tape.
One of the big questions in the tape industry is whether or not duplicators should supply the "inexpensive" pilfer-proof box. It has long been the contention of the column that "pilferage" is truly a problem. It is not a threat to the integrity of the tape and it is not a threat to the integrity of the tape producer. It is also a threat to the integrity of the tape sales, because it is not a threat to the integrity of the consumer, and the consumer is the one who is selling the tapes.

However, it is apparent that if the company will manufacture its own cases and then get into custom manufacturing, it can produce a product that will meet the needs of the consumer. The company is gearing up to manufacture 8-track and cassette portableplayer, manufacturer, is becoming increasing in importance as it affects hardware equipment.

**Taped CARtridges**

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**Faraday Is Moving Into Tapes Caustiously But Definitely**

TECMUSEH, Mich. — Faraday, which just acquired Ortronics, manufacturer of 8-track equipment, is entering the cassette market, according to Don MacPhee, president of Consolidated Sound, which Ortronics is a division of.

"We've had discussions with leading corporations and businesses to gain intimate knowledge of the industry we will be serving," said Flack. "We are now in the process of sitting through these inputs and making an assessment of our opportunities and our involvement in the tape industry."

Both executives feel that Ortronics' product line will be expanded to meet competition. It will also be more involved in cassette equipment, perhaps through licensing to other manufacturers. "The last thing we want is to have products that are not wholly or partially produced in Japan," Flack said.

"Ortronics' Toledo manufacturing operation and merger into its plant in Japan will go up modestly, but will be absorbed through $9 million in revenue enhancing additional capital injection," Flack said. "This will result in lower direct manufacturing costs for both Ortronics and Faraday products. The end result will be a beneficial effect on the cost of our customer-generated cost of merchandise.

"Faraday possesses assembly and fabrication facilities with manufacturing capacity. Ortronics is basically an assembly operation, completely dependent on our orders for the piece parts and subassemblies.

"Already considerable savings in the form of lower direct labor and direct material costs will be achieved," Flack said in a letter to Faraday shareholders.

"Our plans to have the Ortronics operation moved to Toledo, Ohio, is in the quarter of 1970. Faraday will begin construction of an additional 12,000-square-foot plant and 8,000-square-foot of office space.

"There is another way to save..." said Flack. "Faraday-Onto-Ontoc combined operation. The result will be that cost center of marketing, engineering and accounting.

"Faraday is "pushing hard with existing Operators and send "casette letters" to customers. This is a huge market in itself.

"There are approximately 250 manufacturers of paper and plastic covers, including the Far East alone, which proves it's a big tape market.

N. American Philips Makes A New Cassette Circulator

NEW YORK — The North American Philips Corp. has developed a new cassette circulator, which gives continuous playback capacity to automatic cassette changers. The CCF16 cassettes, which are similar to the existing common tapes, makes possible 12 hours of non-stop, no repeat playback that starts the cycle all over again.

According to Wyb Simmel, vice president in charge of N.A.P. Domestic Products Division, the operation of the new unit is like a ski lift and its price is $19.95. It carries a suggested list price of $19.95.
Lenny Welch is BACK with a SMASH record on Commonwealth United Records

"Breaking Up Is Hard To Do"

b/w "Get Mommy To Come Back Home"

C-3004
We take a lot of work off your hands.

If you like, we'll ship your Audipak® Cartridges apart — so you won't have to take them apart. (What's more, we've designed them with fewer parts, so that when you do put them together, it's a lot easier to do.) Or we can pre-load and assemble the cartridges for you. Either way, we'll be taking work off your hands and load off your mind, because you'll be getting the cartridge that works. (There is another advantage in having your cartridges pre-loaded: they'll be loaded with specially formulated Audiapak® magnetic recording tape. Think about it.) Whenever you want, we'll work with you. And make life easier for you.

Audipak
Audio Devices Inc., Glenbrook, Conn.
A subsidiary of Capitol Industries, Inc.
Ampex’ Hall Sees Tape 35% of Disks Sold

NEW YORK — Look for sales of prerecorded tapes this year to increase to 35 percent of all recorded music sold. Sales of prerecorded tapes accounted for approximately 26 percent of all recorded music sold in the U.S. during 1969.

Don Hall, vice president and general manager of Ampex Stereo Tape, said U.S. retail sales of prerecorded tapes totaled approximately $408 million last year. He estimated 1970 sales at $631 million.

Retail record sales in the U.S. totaled approximately $1.1 billion last year and should remain about the same this year, Hall believes.

“Between 1966 and 1969, sales of prerecorded tape have grown from less than 4 percent of total recorded music sales to 26 percent,” Hall says. “By 1972 or 1973, we expect tape sales to equal record sales.”

He feels that the emergence of cartridge and cassette recorders and players for home, auto and portable use is responsible for the rapid growth in recorded tape sales.

“The 8-track configuration represented about 74 percent of recorded tape sales last year, followed by cassette (15 percent), 4-track (7 percent) and open reel (4 percent),” Hall reports.

He sees 8-track continuing its growth over the next few years, but the cassette should eventually overtake it because of the greater convenience and flexibility of the cassette system. “The 4-track system is declining in favor of 8-track and cassette.”

Foolproof Lock Made in N.J.?

HACKENSACK, N.J. — An enterprising New Jersey manufacturer has developed what he thinks is a foolproof lock designed to reduce the alarmingly high incidence of tape equipment thefts. (Continued on page 18)
Cassette Tapes 25% of Phonogram's Billings

MILAN — Prerecorded cassette tapes account for more than 25 percent of the annual billings of Phonogram, according to Franco Paradiso, the company's commercial director, who added: "Within a short time this amount will undoubtedly increase to 30 or 50 percent." "Tape fans," continued Paradiso, "represent a totally new audience as compared to record buyers. This is a market which does not look for a particular category but buys a little of everything, without discrimination." The tape market does, however, require a special kind (Continued on page 81)

ITCC Names Industry's First Female Executive

FAIRFIELD, N. J.—The International Tape Cartridge Corp. (ITCC), has appointed the first female tape executive in the industry. Gerry Cousins, 27, is the company's new national distributor of prerecorded Cassettes, as well as the man behind the marketing of "Paradiso," the leading top-of-the-line Cassettes supplier to the music industry. "Within the last 18 months," Cousins has added, "there have been tremendous sales of Cassettes, and we have the best products on the market." Cousins, who has worked for the company for two years, is also responsible for the company's new concept of integrated merchandising and marketing. "Cassette" is the title of the company's new national sales manager, and he is also responsible for the new tape executive's work towards securing new labels for the ITCC catalog. Cousins, who has worked with Salter, has helped to secure new equipment and accessory lines which will be distributed by the company. Cousins has headed ITCC's recent annual sales meeting held at the Newport Hotel in Miami Jan. 15-18. At this convention, attended by the company's three divisional sales managers and its 16-man sales force, ITCC presented its fall 1970 catalog, its merchandising program for the "Hello, Dolly!*" which has exclusive 8-track rights, and introduced Cherry Laine Records, a full country and western line which it recently acquired.

Top executives from Buddah, Musicor, GWP, 20th Century-Fox, Starday, and Dell Records, as well as representatives from two equipment lines attended the four-day meet.

Cetron Sales, Income at Peak

LOS ANGELES — Cetron achieved record operating results in fiscal 1969, according to Edwin R. Ganson, president. Net sales for the fiscal year ended Oct. 31, 1969, were $17,347,000, up 187 percent over $6,052,000 in the same period a year ago. Included in the current year are the results of Ama- line Corp. from the date of acquisition, May 16, 1969.

Net income rose 102 percent to $1,411,000 compared to $687,000. Per share earnings increased to 56 cents per share compared with 36 cents in fiscal 1968. Per share earnings are based on 2,520,640 average common and common equivalent shares outstanding in fiscal 1969 and 1,966,748 for 1968.

Foolproof Lock Made in N.J.

Bolen Industries, Inc., located here, has marketed the Bolen 2-Pin Lock, a 7-pin tumbler cylinder lock that secures tape hardware equipment to desk, file, or automobile panel, and cannot be removed without the owner's key.

According to the manufacturer, the secret of the new locking device lies in the fact that some 25,000 key combinations have been developed, thereby creating a "pick resistant" quality. Forged from tough, smooth steel, the free spinning, wrench resistant lock lists for $10.95.
Franklin Park, Ill. — Motorola Inc. has announced that the dollar volume sales of its 8-track auto tape players were up over 140 percent in the year just ended. J. Country, manager of the company's auto sound products, said the firm's dollar volume in auto sound products had doubled in the past three years and is predicted to double again by 1973.

Gearing its operations to keep pace with this growth, the company has released a full line of new products, ranging in prices from $59.95 to $159.95. These include an 8-track car tape player with a built-in FM stereo radio which has a sensitivity of three to five microvolts. This unit, the TF800S, contains five integrated circuits which take the place of more than 50 discrete components. Also included in the TF800S is a mute monaural control and local distance switch. The stereo mute monaural control, when properly adjusted, allows the radio to automatically switch interfering stereo FM signals to monaural, thereby reducing background noise. As the signal improves, the radio automatically switches back to stereo operation.

The local distance switch helps control stereo FM sensitivity. Two 5 3/4-inch speakers with rain shields for use in car doors are offered in the combination unit which carries a manufacturers suggested list price of $159.95.

Another new unit, the TM-114N, is an 8-track auto tape player which also offers a built-in stereo section that converts any AM/FM into a deluxe FM stereo when combined. List price on this is $129.95.

The 1970 catalog also offers several other 8-track stereo auto players including two open-list models featured in the universal. The TM120 offers a four-inch self-contained speaker, automatic gain control and three to five microvolts of sensitivity. The manual tuned unit has an open list, but could be a (Continued on page 81)

AbbeY Tape
In Expansion

Los Angeles — Recently formed Abbey Tape Duplicators is expanding its operation. Norman C. Cooke, owner-manager, plans to enlarge his duplicating capacity from 1,500 cassettes daily to about 5,000 beginning April 1. Cooke, strictly in spoken word-educational-industrial cassette duplicating, uses one 12-slave duplicator (Dubbings) and Liberty loaders.

Among Abbey's clients are ICS Productions, Teaching Aids Institute and Inter comic Audio Tours.

Audio Magnetic
Names N.Y. Rep

Los Angeles — Audio Magnetics Corp., cassette and reel-to-reel tape manufacturer, has appointed Robert Schlager, Schlager Associates, New York, as its manufacturer representative.

The company will cover New York State, will carry a complete line of audio blank tape products, including cassette and reel-to-reel, according to Ray Allen, sales vice president of Audio Magnetics.

Tape CARtridge

Motorola Auto Tape Players Riding High

Liberty/UA's new 8-track budget line will carry the Sunset logo and will for $3.98. All product will be drawn from the Sunset Records line on a quarterly basis. Budget tapes will be packaged in a special yellow and orange case.

Mercury Electronics, New York, is offering a new line of home entertainment products, including 8-track units housed in AM-FM multiplex receivers systems. A cassette adapter unit will be introduced.

Craig, Los Angeles, is offering an 8-track (model 8120) auto tape player at $119.95.

General Electric has cut the suggested retail price of two cassette recorders. Model MX140 has been reduced from $59.89 to $52.89, while model MX101 has been reduced from $49.89 to $44.89.

Westinghouse is offering a portable cassette recorder/player model TMC 8110 (at $399.95) and a cassette player model TMC 8000 (at $74.95).

We get plastered a lot.

Seventy-seven different labels put their good name on the line on our cassettes and cartridges. And we don't let them down. We make sure Audiopak magnetic recording tape or cassettes are dependable. They work. They deliver. They don't last. We make Audiopak with fewer parts (fewer things to go wrong) but more care. Audiopak contains specially formulated Audipak magnetic recording tape. The best. If you have a label that's looking for a cartridge or cassette to carry it to fame and fortune, give us a call. Then hang on, we won't let you down.

Audiopak
Audio Devices Inc., Glenbrook, Conn.
A subsidiary of Capitol Industries, Inc.

The big haul

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

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Audio Devices
(A subsidiary of Capitol Industries Inc.)

LOS ANGELES — People really do things with automobile stereo players—they steal them. Insurance companies no longer beat around the bush when they ask how they are affected by the rash of auto tape player thefts. 

“We’ve been hit like a ton of bricks,” said a State Farm Insurance agent. 

“That’s hardly an exaggeration. Rising theft of automobile tape equipment and the prospect of an insurance ban have retailers worried over a slowdown in sales.

Law enforcement investigators admit that auto players—especially of the latest target for car prowlers—have been swiped at the rate of about six units a day in the Los Angeles metropolitan area.

Police in San Diego list stereo tape unit thefts at the rate of three each day. And in San Francisco, law enforcement agencies dutifully file a theft report and offer only condolences.

A detective with the Los Angeles Police Department could only tell how many players are being stolen and how law officers combat the problem of“stereo theft.” Stereo units have caught the fancy of the teen-agers,” he said, “so the theft rate is in stereo units has skyrocketed.

Pirates Run Rampant in San Francisco: Fogel

SAN FRANCISCO — This city is becoming involved in a "new illegal duplicators," believes Henry Fogel, president of Car Radio Tape Centers. "What bugs me," he says, "is that they do it openly.

Fogel is looking for ways to stop tape pirates from putting tape pirates out of business. He’s considering legal action himself, or reporting known "pirates" to stereo manufacturers so they can take legal action.

“They've killed the 4-track market," Fogel feels, "and now we're seeing a flood of illegally duplicated 8-track product.

The pirated tapes, although poorly duplicated attrac ting buy- age buyers, Fogel believes, because kids can pick what tunes they want on the tape.

Stores advertise openly about recording albums onto tape, generally for a low fee, he says. The average price for a pirated tape is between $5 and $10.

"Kids don't care about the fidelity, all they're interested in is choices of program," Fogel reports. "There's just no way of checking illegal duplication."

Tape pirates are buying tape from legitimate wholesalers who either are blind to what they're doing or don't care, he says. "Perhaps record manufacturers could supply a list of convicted illegal duplicators to tape supply houses as a means of solving one phase of the problem."

Car Player Thefts Plague Coast; Insurance Companies Distressed

The problem dealers are facing in combating the theft problem on both players—and collateral damage costs of their customers, is the apathy of those customers.

According to Jerry Berg, vice president of Brytec Audio, New York City, auto tape equipment is predominantly a youth market, "and young people are just not security conscious. Frequently, young buyers have enough to buy a machine but not enough for a lock." In most cases, if customers do have the extra $10 they prefer to spend it on music.

For the stereo unit owner, his tape machine represents a substantial investment ranging from $39.95 to $129.95, plus tapes costing between $2.95 and $6.98. Fully equipped with player and tapes, says a police officer, you’re talking about a $200 theft.

Insurance agencies agree on the results: car owners are paying higher rates for comprehensive coverage.

Thefts of auto stereo units alone are driving insurance rates up as much as 2 percent a year, reports one insurance executive for Allstate Insurance Co.

State Farm Insurance has made a policy change regarding tape players and pre-recorded tapes. In a special notice sent to policyholders, the company is revising its comprehensive and collision coverage to include auto players and tape equipment.

"Because many cars now have stereo tape of Brytec Audio, in and out of states," we’ve made the following change in the definition of equipment: A stereo tape player and only one tape is part of your car’s covered equipment."

The new policy voids an “unwritten” commitment by insurers to pay for recovering up to 10 tapes. State Farm found policyholders were claiming “missing tapes” in excess of $200.

"Tapes are not part of the auto," says a State Farm agent, “and certainly not part of the car’s equipment. We cover only one tape, and we assume the one tape is in the player at the time of the theft.”

But one company lists the depreciation of players this way: none the first three months, 8 percent the fourth month, and a gradual increase to 24 percent. The maximum depreciation is 25 percent by the third month, then 5 percent a month to a maximum of 30 percent.

Many insurance companies are charging an average extra 10 percent on the list value of an auto tape machine on the premiums of those with a tape unit installed.

The Farmers Insurance Group of California has raised its rate to an extra $20 per $100 valuation for theft coverage.

Run Near?

The prospect of a total insurance ban is fast becoming a reality, not only because of the high theft rate of tape equipment, but because insurance companies are finding the incidence of stolen vehicles with tape equipment is getting higher—perhaps indicating that, as police are prone to say, an auto player is not just a car thief.

Tape dealers warn customers of the risks involved in installing a stereo unit and encourage tape buyers in locks or burglary alarm systems.

At Allied Radio in Chicago, tape buyer Jim Ferguson says tape owners must remove the equipment be buys comes equipped with burglar alarms to prevent theft.

But retailers say they have no proof yet of measuring the extent of the theft problem or how big it is becoming, but they point to the growing incidence of customers asking for duplicate sales slips, buying a lock for their equipment, or calling up a few weeks after purchase to request the serial number of their stolen machine, as evidence of an increasingly theft-conscious public.

Sy Fralick, executive with Muntz Stereo-Pak, says Muntz tape unit is a "limitation of repeat business because of theft. You can’t be sure the machine recovered by the police,” he explains, “but the serial number is scratched into the case, so they take the units back to the rightful owner.”

Police taped suspect agents and retailers agree on what can be done to prevent, or at least reduce, the problem—LOCK YOUR CAR.

Authorities are quick to point out that the majority of stolen equipment has not been protected in any way. They advise that the best way to protect a (Continued on page 98)
Tape CARtridge

Nortronics New Cassette Head Is Bi-Directional

NEW YORK — The Nortronics Co., Inc., one of the world’s largest manufacturers of magnetic tape heads, has developed a new cassette head capable of bi-directional performance. The unit, model ZW41, performs in both directions of record, play and erase, thereby eliminating the need for flipping a cassette over in order to get all the programming on it.

The new unit is one of a complete new line of cassette heads now being manufactured by the company. The bi-directional head, along with others in the Nortronics catalog, are compatible with Nortronics equipment and circuitry and are expected to facilitate adoption of the cassette format by additional manufacturers.

The heads have usable fre... (Continued on page 81)

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Re-Echo Records
Folk & Old Time
1. Overton Hanging
2. One Little Thing
at a Time
Breeze Records
J522
Moderne
1. Forever Is Such a
Long, Long Time
2. Will It Mean a
Broken Heart

Audio Magnetic Compact Cassette has 17 components, each made with jewel-like precision to match the U.S. Philips Corp. specs. Each Cassette is "Certified Tested" to be perfect, non-jamming and trouble-free and given an unconditional lifetime guarantee.

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22

JANUARY 24, 1970, BILLBOARD

17 Jewel

Tape SELLING

Tape Cartridges

8-TRACK

This Week Last Week Title—Artist, Label
1 1 ARBRE ROAD Apple
2 1 LED ZEPPELIN II Atlantic
3 1 WILLY & THE POOR BOYS Creedence Clearwater Revival, Fantasy
4 1 CAPTURED LIVE AT THE FORUM 3 Dog Night, Dunhill
5 7 GREEN RIVER Creedence Clearwater Revival, Fantasy
6 5 TOM JONES LIVE AT LAS VEGAS Parlo... (Continued on page 81)

20 Touching You, Touching Me

Cassette

Weeks on Chart
1 13
2 22
3 35
4 35
5 6
6 5
7 1
8 2
9 3
10 2

Cassette

Weeks on Chart
1 13
2 22
3 35
4 35
5 6
6 5
7 1
8 2
9 3
10 2

Audio Magnetic Compact Cassette has 17 components, each made with jewel-like precision to match the U.S. Philips Corp. specs. Each Cassette is "Certified Tested" to be perfect, non-jamming and trouble-free and given an unconditional lifetime guarantee.

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Gardenia, Calif. 90247 • (213) 321-6811
Rock Fests Getting Permanent Site in Illinois; Triggers Rhubarb

By EARL PAIGE

The first time a permanent facility is being built for rock festivals. The promoters of a Mas-8-Ry Rock & Roll Revival in Chicago 16 acres have announced that the site will be "people's park." Additionally, non-rock events such as country shows and baseball games are planned and the grounds will be made available to church and community organizations, according to Charles Notaros, one of three principals planning the rock event, which is limited to 100,000 attendance and budgeted at between $600,000 and $800,000.

Notaros acknowledges the opposition of a national organization of concerned citizens who hope that the site of building a permanent facility, plans for controlling the crowd and the organization of a land trust to turn over 25 percent of the profits to charities will allay criticism and opposition. Final details of setting up the trust have not been worked out.

We realize that the success of the facility depends on the full cooperation of the community and on furnishing good facilities. But by following the lead of other rock festivals, we're sure of a successful event," Notaros said. His partners, Pete Kest and Harvold Callahan, were conscious of the need to avoid pollution. They've checked with all the labs are now involved in anti-pollution techniques. Because the original plans are the use of six tractors, equipped with vacuum-type brooming and for patrolling roads and the site itself.

Ballroom's New Site

SPRINGFIELD, Mass. Woodrow Wilson College is planning to move its undergraduate and graduate residence halls to the old site of the Midland Theatre. The new facility offers a larger seating capacity of 2,800, allowing for more rock talent to be booked.

According to owners Barbara and Jack Hoffman, the progressive rock format completely with light show is comparable to that of the Boston Tea Party and Bill Graham's Fillmore operation. Mrs. Bond owns the rights to the Captain Video Light Show. Nelson was a manager of the Boston Tea Party, and was involved in the initial formation of the WNBC-FM radio tower. New England's foremost progressive rock radio station.

A floor-to-ceiling window is done on the leading side. The Hoffman's right-oriented radio station.

Flutes Image Add 2 Dotes to Tour

NEW YORK -- "The Blues Image," a new tour of the United States, have picked up dates on their current tour at the Civic Center. According to Bob Mink, the tour's promoter, and the Chicago Auditorium Theatre (Feb. 24). The Chicago-based group then is lined up for three consecutive dates in Jacksonville, Orlando, and Miami Beach (April 3-5).

Hirt Tour Starts In Knoxville

NEW YORK -- At Hirt will kick off a 16-city tour Wednesday.Nashville Roots and the Tennessee. The Hirt package will be called "New Orleans Music Festival." The tour also incorporates the last half of the tour is scheduled to begin filming in September.

Of the offices of the firm are located at 280 S. Beverly Drive, Los Angeles.

Talent In Action

IKE & TINA TURNER, FATSO DOMINO, MONGOOSE MIRISCH Fillmore East, New York

Much of the interest at Fillmore East's first of four weekend shows Jan. 9, centered on Fatso Domino and Mongo Mirisch, but the Kudos rightfully belonged to Ike & Tina Turner and their feature reviewing the Ike and Tina, this time, used much material from their "In Person" album and used material, just as "Better Lisen." FRED KIRBY

ANTHONY & THE IMPERIALS Capucabana, New York

Transferring the Capucabana audience with their great showmanship and choreography, Anthony & the Imperials showed at their opening night, Jan. 6, that they've recovered their stature of the 1950's and can finesse into contemporary pop at will.

The United Artists group has four tours covering every coast, as evidenced in Kenny Seymour's efforts to convert the band and participate with the other three Imperials in a symphonic exaggeration of "Grease," that soon became filling and exotic. His solo with "Exodus" was extremely moving.

Their closing with "Let the (Continued on page 56)

Talent In Action

JAMES BROWN International, Las Vegas

The dynamite was there but the lousy breaks never were. Ike and James Brown's debut at the International (Feb. 19) turned out to be more fizzy than sizzle.

Brown made his first Las Vegas appearance in several years with the opening of his own $5 million room in the hotel. The show was Brown, one of the most original and expressive musicians in the world, is one that called for its own aban- doned his normal, volatile format for a slow, slowed-paced show. But the pictures that show from what a Brown audience normally gets. Only towards the end of the show, when the crowd man came on-stage to do a final hand of tricks, was the tempo—and crowd—pick up.

Brown's 12-piece band, one of the tightest around, was in reserve all evening and was aug- mented by an additional 12 instru- mentalists. The second, however, were for the medley which showed Brown and the band at their best. The medley, the only hard driving, souless portion of the show, was typical of the average rock group that usually pervades a Brown performance. When it was over, the crowd wanted more.

RON TEPPER

JAM FACTORY Unravel, New York

The Jam Factory, a sparkling new group, strong in blues and jazz rock, had a good first set at Unguru. The band has recorded a first-rate single, "Wanna Be Free," with the backing of Joe Mccor, and strong-voiced Mark Hoffman.

Media was sold as organ and in "It's Easy" turned to saxophone for a good solo. Trumpeter Steve Martone and trombonist Earl Ford also turned in excellent solos, especially in "Gimme" and were a solid brass section. They also supplied a dependable rhythm section to go along with the harmonica of Joe Decelice and drummer Jon Peck. Hoffman, in addition to his vocals, was steady on lead guitar.

One consistent theme of the rich original material was black and white, siming, including "TKG" (That's Known Globally) and "Better Lisen." FRED KIRBY
The Chambers Brothers Bring Love, Peace and Happiness to The Fayette Mississippi Music Festival on a one hour coming television network special

Featuring

Mahalia Jackson, Staple Singers, Lu Parks Dancers, Mighty Mellotones, Hog and Ruth McFadden

"Beautiful People are doing Beautiful Things"

Host Tony Lawrence

A Lawrence-LaMarr Production

NEW YORK — The composers of the off-Broadway musical "Salvation," Peter Link and C. C. Courtney, have wrapped up the cast of the show to an exclusive recording contract. The performers, Yolande Benie, Joe Morton, Bom Eaton, Annie Rachel and Marta Hoflin, were signed to the writing team's Big Sandy Productions.

The first recording deal for the group, who will be known as the Salvation Company, will be with Capitol Records. It's understood that Capitol has inked the first LP project with a $10,000 budget. The composers, who have titled the LP, "Earl of Rustin," are said to have complete artistic freedom on the project including album cover approval, the right to pick their own producer and recording studio, and as much time as they need to produce the package.

Capitol has set March 1 as the release date. "Earl of Rustin" is a country-folk opera, with music composed solely by Link, this time. The script is based upon a play by C. C. Courtney and his brother, Reagon. The lyrics were also contributed by both Courtneys. Both composers write on the album along with the rest of the Salvation Company. Nick Venet was co-producer with Courtney and Link on the album, which was recorded at the Record Plant in New York.

Courtney and Link have options on the recording services of members of the Salvation Company over a five-year period. Individual albums for each of the artists is next on the team's agenda. There is a possibility, too, that other singers may be added from time to time to the recording family, although they may not appear in the "Salvation" musical production.

The spring season for 22nd Century productions opened on Jan. 16 with the Butterfield Band making its first major appearance in its hometown in nearly a year. Neil Diamond was in the following night for 22nd Century. Also on the company's schedule was Joe Cocker, Grand Funk Railroad and Iron Butterfly. The Kinetic Playground, the city's rock club, is still closed because of a fire in early November. While the official reopening date is unknown, it should be no later than early February. A crowd of 6,000 appeared for the city's first indoor pop festival Dec. 29. It was limited, however, by the lack of big names and the size of the Aragon Room, where the festival was held. Fourteen acts appeared including the Rotary Connection, Stonewall, M.C. Banger Flying Circus, Pacific Gas & Electric, Howlin' Wolf and Alice Cooper. In town recently for supper club engagements were Steve Ross and Slappy White, Peggy Lee, Vic Damone, Mongo Santamaria and Daisy Gillespie. Brother Jack McDuff recently appeared at the Convention Center "in town for one performance Friday (23) at the Auditorium Theatre, sponsored by Triangle Productions. GEORGE KNEMEYER

CINCINNATI

The University of Cincinnati Cultural Events Committee is sponsoring a two-day jazz festival to be held in Corbett Auditorium at the College-Conservatory of Music Jan. 31 and Feb. 1. Featured will be baritone saxophonist Gerry Mulligan. On Saturday night, Mulligan will appear with the UC Concert Jazz Band, under the direction of John DeForce, in a program of Mulligan originals. Sunday night, he will be featured with the Symphony Jazz Quintet, ensemble in residence, and the CCM Philharmonia Orchestra, conducted by Erich Kunzel, playing Dave Brubeck's "Elements." A special Sunday matinee features the UC Concert Jazz Band plus ensembles from other composers in the area, including Dave Baker and the Indiana University Jazz Ensemble, the Northern Kentucky State University Lab Band and Jazz Combo under the direction of Gene Draton.

RCA Victor artist Bobbie Bare was in town Tuesday (13) for a half-hour guest stint on Bob Baltimore's "Mid-Ohio" on WLWT and the station's four-station family net. Bare also cut two tunes for "Midwestern Hayride." WLW's syndicated radio TV show with Hennen Carell, "Hayride" pilot, directing the session. During his recent European tour, Bobbie was awarded a gold record in Norway for his "Mountain City." It is only the second such presentation ever made in that country. In Norway that means a sale of around 150,000.

Lula Walden, new artist on the Earth label, was here last week to promote her new Earth LP. She made the rounds of local key shops and music emporiums under the guidance of Julie Godsey, hosting agent for Main Line of Cleveland. Sections included a visit with Jerry Thomas, WKSX department store, and a tape session with Dennis Whitley, whose syndicated TV show aired five days a week via WKRC-TV, is now heard in Columbia. "Producers Jerry D. Allan, mired from injuries sustained in a recent auto crash, announced that he will soon move the base of operation for his Allan Records affiliate of the Big Four to the Greater Cincinnati area.

Harry Carlson, Fretenvay Rec.

(Continued on page 36)
“More than anything else, I feel, the photo on the back cover best describes the enclosed music.”

-Poppin

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HARVEST STBB 388
two-record set; special price

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Rivaled in the trade so far in 1970 only by the news that many record business secretaries are coming to work.

**WITHOUT BRAS**

is the news that Warner Bros. Records has been able to live up to its promise. Those of you who read these pages every week may recall that, a few weeks back,

our own Joel Friedman made a promise:

That we would be delivering 170 new Warner-Reprise cassettes on the first of the year.

We did.

Discriminating retailers—many of them plagued by poor delivery pattern on other cassette lines—gave the new Warner-Reprise product a shot.

They found out that we could do what we said we could.

Delivery in itself is news.

Warner-Reprise, agreeably enough, has also been able to deliver very saleable cassettes.

On the Warners side, this means cream product by the amazing Peter, Paul & Mary (who started out making hits about the same time as early Kingston Trio, and are still making them).

It means also such blue chip Warners idols as Petula Clark, Bill Cosby, Rod McKuen, The Association, and the San Sebastian Strings.

Together, of course, with

**OTHER WONDERS**

who are justifiably peeved because we didn't list their names.

(Incidentally, Warner-Reprise has just acquired the entire and strange catalogue of Straight Records, which means that such as Tim Buckley will now be on our cassette roster.)

The 170 cassettes which Warner-Reprise released January 1 had another somewhat positive thing going for them:

Most of the 170 represent the cream of our catalogue—best sellers going back to 1958 which have continued as best sellers (our cassette catalogue numbers jump along from 1249 to 1322 to 1449, showing that we've really eliminated all but the gilt).

**DELIVERY**

though, seems to be what's doing the job for us.

This we've handled with sophistication.

Our order service guys don't even use pencils anymore.
Has Delivered: 170 Top-Selling Cassettes.

They sit around punching IBM data processing cards. Although why this works is somewhat beyond our ken, it seems to get the job done faster than humanly possible.

So what's happening now is, in a field consistently plagued by draggy delivery in the past, now at least one smart company is delivering on the spot.

That's Warners, with significant hits also on its Reprise roster.

Nancy Sinatra to Jimi Hendrix, not to overlook one of the world's

FAVORITE
LONG-HAIR CREEPS

who is named Arlo Guthrie.

Plus many equally prominent artists, to be sure.

One more policy statement:

From now on, every album we release on vinyl will also be available at the same time (not three or more months later) on both 8-track and cassette.

All on Warners and Reprise.

This we count as one of the biggest advances for the music biz since Harry James proved that, when tied to the front of his trumpet, Kleenex didn't break through.

For those of you who would delight in a full listing of the new 170 cassettes that are now being delivered to enlightened retailers, we offer this handy clip 'n mail coupon:

TO: Tape Catalogue Offer Room 208 Warner Bros. Records Burbank, Calif. 91505

Send me your list, to:

TO: Tape Catalogue Offer Room 208 Warner Bros. Records Burbank, Calif. 91505

Send me your list, to:
From The Music Capitals of the World

(DOMESTIC)

• Continued from page 32

ords chief, has a new release, "Dry Your Eyes," starting to make a lot of noise in the Cincy vector. It's by the Giant Walt, a new local group working under Carlson's guidance. Station WZIP's Country Shindig No. 8 of the season is slated for two performances at Music Hall Sunday, Feb. 1, with reserved-seat duets at $4.50 and $5. In the line-up will be the Osborne Brothers, Porter Wagoner and the Wagonmasters, Dolly Parton, Spec Rhodes, Hank Thompson and the Beatles Valley Boys, Wanda Jackson, Curtis Porter and Wyn Stewart. Another of Station WURC's Pop Concerts is slated for the Taft Theater Friday night (2), featuring Mitch Miller, his orchestra of 35 plus his Sing-A-Longs. BILL SACHS

LAS VEGAS

Singer-songwriter Tommy Boyce and Bobby Hart showed up an otherwise weak Flamingo Hotel main show featuring Zsa Zsa Gabor with a mixture of dust and original instrumental presentations. Miss Gabor fumbled lines and chalked up repeated boos. But Boyce and Hart took over the show to divide their duets between their own compositions and other top 40 tunes. The Tropicana Hotel came on strong with the debut of The World's Greatest Jazz Band after its showcase appearance during halftime at the Senior Bowl. An update of Deco Records Lawson-haggard Band, it features lead trumpeter Yunk Lawson and Billy Butterfield along with the luciferous trombone of Lou McGarity backed by Carl Fontana, Bud Freeman handles tenor sax and Bob Wilbur doubles clarinet and soprano sax. Pianist Ralph Sutton, bassist Sid Catlett and drummer Gus Gunther sound off a solid rhythmic foundation. Diana Ross & The Supremes broke attendance records at the Hilton Hotel's Music Hall several times this year, and this year is a look at Diana separately from the group. Vaughn Monroe is slated for a date at the Dunes Hotel's Top O' the Strip for an Oct. Dec. 3/5 show.

Frank Sinatra Jr. closed at the Flamingo Hotel to head for Japan where he will co-star in The "Walking Mayor." After six weeks of shooting the film, he will return to the "F " Lounge March 12. Vic Damone and the Joe Parnello-led orchestra will fill the gap in the Circle "F." Producer Dick Canellas presented "The Sound of Music" in concert at the Las Vegas Convention Center Jan. 16. The Studio Room of the Desert Inn Hotel re-opened with dance music by Murray Arnold. Meanwhile, Jan Garber and his orchestra closed out in the D.S. Lady Luck Lounge. Terence Brewer, a longtime singer, moved to the landmark Hotel where she is backed by the Terence-tones, three singing dancing romances. Dianne Warwick took over the Sands Hotel's big room for a two-week stay ending Tuesday, Feb. 12. "Caldor's" been noted as featured vocalist with the Harry James Orchestra where she will debut in Miami and move on for an extended cruise date in the British West Indies.

From Jones returns to the Las Vegas International in April, Bar- tre Strisand will move into the Riviera Hotel in March, Berry Como into the International in June.

LOS ANGELES

Caroline Mailan Sydelle Abram- on, Sherry Leverich and Sus- an Schneider have joined Trans- continental Record Corp. to form a production department. They were formerly in Paramount Rec-ords production department. Forward Records has named Best in Buffalo and Her Line in Mem- phis as new distributors. ABC Records will release a series of oldies singles on the AIC/Oldies Treasure Chest line. Artists to be featured include Charles, Tom Jones, Loretta, Lloyd Price, Danny & The Juniors, Lupe Mann, Royal Teens, The Impress- ions, Brian Hyland, Steve Law-rence, Louis Armstrong, the Raders, the O'Kaysions, Gabor Stabno, Elephants, the Andantes & the Sparkletons, Mighty Mar- velows and B. B. King.

Dorothy Lamour has been obtained by David M. Ray, with his "Two in a Car" featuring Gabor Stabno, Jimmy Jones will arrive with "Groovy Doo" and new Capitol I.P. He will also do the charts for Mel Torme's next Capit- ol album. Former jazz jazz jockey Lee Curtis has produced an album for his wife, vocalist Susan Carter, backed by seven members of Blood, Sweat & Tears. The LP is titled "Wonderful Deeds and Adventures" and fea- tures several jazz musicians, in- cluding Jackie Board, piano; Randy Brecker, trumpet and Al Porcino, trumpet.

Included in the songs is an eight-minute Medley of Billie Holiday tunes. Mrs. Carter plans to form a rock band with a jazz consciousness and take to the road. Her husband is talking to tenor- man John Klemmer to head the aggregation.

Forward Records is planning separate merchandising campaigns for the five L.P.s it distributes from Together Records. These tit- les include Danny Cox's "Birth Announcement," Alan Watts' "Why Not Now," "Chicago Anthology," "Early L.A." and "The Hillbillys." Cox and Watts packages are dou- ble jacket sets. "Chicago," "Early L.A." and "The Hillbillies" are all add to the labels anthologies which was set several months ago with "Ponytail" tunes of early Byrds performances.

Creative Sound has released its fourth LP on the Wedding, a mule vocal quartet. The group is featuring the well-known TV series "World of Youth" and does college concerts. Symbolic Music Productions has formed Madrigal Management Corp. to handle acts performing for the record company, according to president Quincy Jones. The Bee Gees will be doing con- certs in the U.S. this year. Group now consists of two brothers Barry and Maurice. Mediterranean Records has re- leased the LP "Golden Fingers" featuring bou- zouki artist John Stamatis. Sunburst Productions has been (Continued on page 38)

Talent In Action

Sunshine Fm., in an audience joining in, was the ultimate tribute to the latest dynamic style. ROBIN LOGGIE

POTTER & McGRATH Gayluthy, New York

Until the evening of Jan. 14, the folk-singing team of Don Potter & Pat McGrath was virtually unknown outside their home base of Rochester, N.Y. However, their immensely suc- cessful opening at the Village Gayluthy has since changed this. The duo, a healthy, well- co-ordinated blend of voices and guitars, treated their small but appreciative audience to a bill of fare that was original and warmly refreshing in its style, but essentially British. McGrath & Potter, on Epic Records, are professionally out being pretentious. Their rep- eratoire, ranging from the poignant, tear-jerking "Just One Smile" and "Over the Rainbow," to the pulsing, foot-stomping, "Way Down in New Orleans," and "Don't Make Promises," was smooth, coherent and skill- fully arranged. Potter, on lead guitar, is not only an expert musician, but also a skillful vocalist, while McGrath, on the quaint, antique Guitaron, offered a backup sound that was cohesive and authoritative.

RADCLIFFE JOE
Six weeks ago, groovy L.A. top forty station KRLA started playing Norman Greenbaum's single, *SPIRIT IN THE SKY*.

Alertly, only four weeks later, groovy Seattle top forty station KJR rushed *SPIRIT IN THE SKY* onto their turntables.

So now, eight weeks after its release, Reprise is proud to announce that two whole top forties are a-wail on *SPIRIT IN THE SKY*.

Sometimes, making hits in this business is truly a pain in the gazebo.

No rush, but if you're a radio person and if you'd like to maybe program "Spirit in the Sky," send us a coupon for a free sample. No obligation, unfortunately.
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Also 12 Dynamite, not yet published progressive rock/folk/blues songs by New San Francisco composer. Tape available—more to come.

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sammy davis
AFM Kicks-Off First Special Youth Plan

NEW YORK—The American Federation of Musicians is initiating the first special youth program in its 73-year history.

The program, which is called "Young Sounds of the AFM," contains three essential features: initiation fees (for members age 14-21 under 1-4, no initiation fees) which may be paid in installments and are refundable in full with 90 days if the young member does not wish to continue; special wage scales geared to special categories of employment, such as teen dances, recreation centers, record shops, etc., during the apprenticeship period; and "Young Sounds" membership will include instructions and orientation sessions, designed to assist young musicians in all pertinent aspects of the music profession, and inform them on such matters as booking agents, personal managers, contracts, recordings, radio and television appearances, etc.

According to Herman Kenin, president of the AFM, "Young Sounds" is to be implemented at the discretion of local unions. The program, said Kenin, was needed to expand the dialogue between young musicians and the AFM, and to protect the interests of young musicians and give them the benefit of Federation affiliation on a realistic basis consistent with the special circumstances of their work.

Ronnie Hawkins In Global Tour

NEW YORK—Ronnie Hawkins, Capitol Records artist, is on a worldwide tour that will wind up in Rome on Feb. 15. He's being accompanied by freelance winer Richie Yorke, who is in all pertinent aspects of the John & Yoko's Peace Campaign in Canada.


Hawkins is riding with a Columbia single, "Down in the Alley." His first album for the label is due this week.

Alice Cooper in Rockland Shatters Chicago Audience

CHICAGO—In the tradition of early Who and that group's instrument - smashing, Alice Cooper ended the first indoor rock festival here recently by throwing pillows and cardboard boxes into the audience and then piling amplified sound that almost shattered the eardrums of the people present.

Cooper, who records for Straight Records, is a five-man group more visual than vocal. For the finale, the leader, Cooper himself ripped open two leather pillows with a sword and threw them into the audience. Two large cardboard boxes were also thrown. The audience responded by throwing the boxes back at the group.

The climax came after nearly 14 hours of music and 14 groups at the Aragon Ballroom. An estimated 6,000 people attended. Although there was a lack of big names, several of the acts were large, among them the Rotary Con, the Stooges, Mosaic Profile, and most successful act was Pacific Gas & Electric. The group, led by singer Charles Allen, did its brand of rock and brought a large portion of the crowd to its feet to snap dance in the ballroom.

GEORGE KNEMEYER
From The Music Capitals of the World

(DOMESTIC)

*Continued from page 38*

BBC-1 TV documentary early this year, opens a U.S. tour at Filmore East, Jan. 30-31, on a bill with Westfall's Mountain and Dunhill's Colosseum.

Also, its Vanilla Fudge, Cadet's Rotary Connection and Amaretto's Crow give the four first weekend shows at the Ritz in Sausalito, Friday (23) and Saturday (24). Stan Lee's general manager and Bruce Byfield stage manager of the new rock operation, which will have shows at 7:30 and 11 p.m. each day, Betty Reinstein, manager of merchandising and sales development for RCA Records international department, was married recently to David Edell, a sales executive for the Nycal Corp., in Carlstadt, N.J.

Billy Eckstine, who recently signed with Stax/Volt's Enterprise label, has begun a four-week engagement at the Talk of the Town in London.

Vanguard's Frost appeared at the Action House in Island Park, Friday (23) and Saturday (24), Ungano's Sunday (25) through Tuesday (27), and the Electric Circus, Friday (30) and Saturday (31). Sonny D'Ulizio have been signed by Mr. Stuart Enterprises, Ltd, to produce the next single of Jubilee's Racket Squad. Capitol's Nancy Wilson opens a two-week stint as headliner at San Francisco's Fairmont Hotel, Thursday (29). She has signed with Chartwell Artists for representation in all fields. Herb Miller, brother of the late Glenn Miller, has hired Tim Gayle to do a publicity campaign on a new San Francisco Bay area band he's building. Gayle also has his reactivated Atlantic Records and International Tunes.

Warner Bros. Arts' Don opens a four-night gig at the Main Point, Bryn Mawr, Pa., Thursday (22), Don Crawford, Capitol's Hedge & Donna and Atlantic's Leon Wilson, begin a four-night run, Thursday (29).

Stonehedge Productions, which originated in New Jersey, has opened New York City offices at 350 East 52nd St., Suite 1E. The management and production firm headed by John Schlueter and Steve Saccare also will open facilities in Los Angeles and Toronto. Charles Fox will score Universal Films' "Rock'n Roll Hollywood," Flamenco guitarist at Salsoul Records Warner Bros. Arts' Turly Richards into Mira-sound recording studio for sessions on his Polydor album. FREDDIE KIRBY

MEMPHIS

Tim Riley, formerly general manager of Pepper Records and Jim Brauer, head of the Short Kuts, have formed their own company to help promote new records, artists and songwriters in Memphis.

Larri Eades, president and producer at Triangle Sounds, Inc., at Tupelo, Miss., is working on an album for country singer Morris Miller for distribution by Nashville Records. Eades is also producing an album for Freddy North for A-Bet, a subsidiary of Nashville. Eades has completed installing his new four track studio at Tupelo and has signed several artists and songwriters.

Leland Rogers, producer at Silver Fox Records, a subsidiary of Shelly S. Singletons, Nashville complex, has been at Sounds of Memphis working with Silver Fox artists, C. L. Blue, Rosalind Madison, Betty LaVette and Hank Ballard. He also worked with Sam Dye for Carla records, R. B. Cunningham Jr. engineered the sessions.

Rudolph V. Rosell, president of Goldwax Record Co., who was sick much of last year has begun production of some Goldwax artists, opening a U.S. tour at the 2,000-seat Tivoli Music Hall.

Tommy Coghill and Chips Moon teamed to produce a new album on the Box-Topps for distribution by Bell Records.

David Porter, half of the songwriting team of Porter and Isaac Hayes, will have a new album for release later this month on the Stax label. Porter assisted Hayes in putting together his million-dollar "Hot Buttered Soul" album that became the first gold album—representing a million dollars in sales—in the Stax family.

(Continued on page 63)
Radio-TV Programming

Albums Making Deeper Inroads In Top 40 Programming on Radio

by Bob Glassenberg

NEW YORK — Albums are making deeper inroads in Top 40 programming. After years of taking a back seat in the format, albums are finally receiving respectable air time on radio stations. There are several reasons for the increase of album airplay. One major reason is the fact that albums are offered for sale more than singles in major markets. New Haven, for example, has increased album play. Program director Bill Hennes of WHNC cut the station’s program only LP cuts from the real heavies like the Beatles. There was always a demand to hear such cuts especially from LPs like “Abbey Road.” Now, however, WHNC is playing cuts from the top albums in their market. They are determined by local sales in the record stores of New Haven, a town in which there are many colleges. “We aren’t trying to get the progressive rock listener,” But WHNC plays album cuts by Led Zeppelin, Johnny Winter, and Cream. The station is often heard during the day. The station recently played an entire album of songs from albums. A recent Dixieland Blood, Sweet & Tears single was the example of a cut lifted from an LP. At WHNC, LPs are played during a time segment and the possibility of a seamless format transition. The station will try to pick up on an album that is happening on the FM stations in their “vast network of underground spies,” as Parker put it. This method has had great success in bringing the stations to the audience.

Strong sales have brought in new listeners to album-oriented radio stations. The station has begun to increase its album play. This has led to an increase in album sales which are greater than single sales in this area and based on our heavy cross-examination of people who call up for requests,” Bill said. “We’re spreading out all over the place because that’s what our listeners want to hear.”

Sebastian Stone, program director of WOR-FM in New York, gives the same reason for airing album cuts. They are selling more than some singles. WOR-FM will play “anything that’s good,” in Sebastian’s words. This includes Tom Jones and Glen Campbell as well as The Band and the Creedence Clearwater Revival. Albums are also played before release to the general public as often as possible.

Carole Parker of WDRG in Hartford gives a second reason for playing album cuts. Many record companies are taking money from sales of albums. A recent Blood, Sweet & Tears single was the example of a cut lifted from an LP. At WDRG, LPs are played during a time segment and the possibility of a seamless format transition. The station will try to pick up on an album that is happening on the FM stations in their “vast network of underground spies,” as Parker put it. This method has had great success in bringing the stations to the audience.

Top 40 Revitalized, Clayton Way

by Joe Desarato

HARTFORD—Top 40 as we know it is suffering from a terminal disease. Believe it or not, this is contributed to by the format itself. The station’s personalities are being forced to rely on the old formula and the station managers are not making any changes. The station is constantly changing in order to keep up with the popular trends. The station is constantly changing in order to keep up with the popular trends.

At WQPO, Clayton put his talents to work in order to revitalize the station. The station’s personality was at the very top of the list. Clayton started his career at WQPO in the late 60s and early 70s. He has been with the station for over 20 years and has been a mainstay in the format. Clayton is the one that people think of when they think of WQPO.

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Daydreams                  Just a Little Bit Better
Dream Lover                Kitty Doyle
Did You Ever Have to Make Up
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Do You Believe in Magic     Little Bit of Heaven
Don't Break My Pretty Balloon
Don't Make Promises         Mary Elizabeth
Dream Lover                 Me About You
Eighteen Yellow Roses       Melancholy Baby
Girls in Love               Misty Roses
Good Lovin'                 Multiplication
Green Door                  One Kiss for Old Times Sake
Happy Together              Quick Joey Small
I Get the Sweetest Feelin'
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She's a Lady
She's My Girl
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Summer in the City
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The Dance at St. Francis
Things
The Shoop Shoop Song (It's in His Kiss)
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Need news director for our New York Department. Edits programs for 12-hour, local news, and libel complaint and relief program. Must understand large market. Please write if you have had 2 years in top 20 market. W.V. 777, 18 W. 46th St., N.Y. 1, N. Y.

Nature voice for MOR station. We want a stand-up comic voice, no oldies, no current hits, but just a good "natural" voice. Must have had Trees. No experience is necessary, but you've got to sound good. Personnel wanted. Send resume and tape to: P.R.-AIR & MTP, P.O. Box 3000, Forest, Calif. 92311.

POSITIONS OPEN

First phone personality for up-tempo, WTOP, a new station in the Washington, D.C. market. Move in on us fast. Hours are beginning 8 to 12 a.m., 10:30 to 7, 12 to midnight. Must be good talking personality with a spirit. Opportunity to work with a major TV network. You've got to sound good. Personnel wanted. Send resume and tape to: P.R.-AIR & MTP, P.O. Box 3000, Forest, Calif. 92311.

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Wanted. No experience. Send resume.

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WANTED. No experience. Send resume.

Fourteen years at same major sta-

tion in Baltimore. With time to move.

WANTED. No experience. Send resume.

Eight years in radio. Good sound.

WANTED. No experience. Send resume.

Two years in radio. Good sound.

WANTED. No experience. Send resume.

One year in radio. Good sound.

WANTED. No experience. Send resume.

One year in radio. Good sound.

WANTED. No experience. Send resume.
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ON DUNHILL RECORDS

NEW WORLD COMING
BY MAMA CASS ELLIOT
D-4225

PRODUCED BY
STEVE BARRI & JOEL SILL
Radio TV programming

Programming Aids

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

**TOP 10**

Wilmington, Del. (WAMS) Joy Brooks

Albany, N. Y. (WSGY) Keith Anne, Station Manager

Albion, Mich. (WEXN) Randall K. Kline, Station Manager

Baton Rouge. (WSCR) Kenneth Roes, Music Director

Denver, Colo. (KTIK) Jeff Sturr, Music Director

Honolulu, N. H. (WOCR) Paul Gambino, Station Manager

Irvine, N. T. (WRFM) George Miller, Music Director

Joplin, Mo. (WJKX) Jim Fox, Music Director, Personality

Lewiston, Me. (WLAM) Bob Duellman, Music Director, Personality

Middletown, N. Y. (WASS) Larry Berger, Program Director

Oswego, N. Y. (WOCR) John E. Reupke, Program Director

Forster-Wilson-Barus, Pa. (WPIT) Rick Shannon, Personality

Sayre, Pa. (WATS) Lee Luckinger, Program Director

Springfield, Mo. (KTGY) Ray Williams, Program Director

State College, Pa. (WVSC) Andy Williams, Program Director
P: "Hello It's Me," The Nazz, G. C. HGregory, Musicor, Personality

**MOR**

Baton Rouge, La. (WBFM) Jack Johnson, Personality, Music Director

Jacksonville, Ill. (WULS) Paul J. Lowery Music Director

Springfield, Ark. (ASKP AM/FM) Dave Drum, Music Director, Depuy

Springfield, Mass. (WSPR) Bob Cline, Program Director

Elmhurst, Ill. (WSEF FM) Don Smith, Program Director

Dobson, N. H. (WHUN AM & FM) John Graham, Music Director

**COLLEGE**

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- Standard of the broadcast industry available every broadcast requirement.
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- Widely used by institutional and educational aids.

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

WEEK OF 15-19 DEC.

**KEEN KEANE & ASSOCIATES, Poplar Bluff, Mo.--(315) 784-4969**

- Bill Dunville has been signed to an exclusive long-term personal management pact with Ken Keane. The singer is currently represented on Donny Records with the label's new name "Belle Vue." Bill is a brother of John Keane.

- Rich kinders, recording artist for the Nashville-based Stop Records, has retained the services of Michael Clewes to handle his publicity and promotion. kinders' initial release on Stop Records is "Set Sid." A major promotional campaign is being organized for the release.

- Ken Keane is now in negotiations with major labels for an album on a group called The South 40, who have since changed their name "Crow, and have fivé Top 30 hits under their belt in the Hot 100 with "Tell Me I Was." The album was produced in Minneapolis.

- Novus Records will release Circle Records artist, has a new release this week with "What's Wrong With Me" by "It All Depends," which was produced by Ken Keane in association with Joe Keane (no relation). The disk was produced at Kennett Sound Studios in Kennett, Mo.

- The Original Johnny Soul of Baltimore, Md., to go in the studios again with Ken Keane after the first release of the singer. The singer was discovered several years ago in Germany when Ken Keane hired him to play drums for a group in Augsburg, Germany. The drummer was famous enough to be called "Johnny Soul." He previously recorded for Dare Records.

- Gill is said to have been back in the studio again shortly cut material for his next single and to work on an album.

- Sound Stage 53, the multi-track recording facility in Poplar Bluff, utilizes Jay D'Oyley's mixer for this show.

- Kent Music Bmi, the publishing wing of Kenne's Keane Productions, has new material placed with several artists. Keane spent several weeks in New York as well as in Memphis and Nashville placing material.


**SOUNDVIEW STUDIOS, New York—(516) 724-9361**


**NATIONAL RECORDING STUDIOS, Inc., New York—PL 7-6440**


- **GRANT & MURTAUGH, New York—581-4000**

(Pat reporting)

- Nov. 12, 1969—Country Club half liquid for Carl Alley. The producer was John Macgine.

- Nov. 18, 1968—Columbia Coffee for D. D. & B. The producer was Artell Jacobs. It was a TV spot.

- Nov. 24, 1969—Steak II for D. D. & B. The producer was Arnold Hurman. It was a TV spot.

- Dec. 6, 1969—Keds for D. D. & B. The producer was David Fries. It was a TV spot.

- Dec. 9, 1969—Two Unility 30-second TV spots for D. D. & B. The producer was Patrick Bryun. "It’s the Club" and "Just One Line." It was a TV spot.

**DAVID LUCAS ASSOCIATES, New York—581-3970**

- To complement the beauty visuals created for York Air Conditioning's new TV commercial, "Twee," David Jones and associate Mike Mainetti composed and arranged a lovely soundtrack of soft, sensitive music. "Frees" was conceived by Bill Paul and Larry Kelly and adapted by agents producer Freedom. The commercial was filmed by Jim Folk, of B. & J. Productions, and will air on network.

**SHERMAN-KAHAN**

- The Sherman-Kahan concert will be heard in a series of two 40's, two 40's and two 20's for Carts from Ted Bates. For the campaign, their fifth for Carts, Gary Sherman and Mike Kahan composed original material, among Sherman-Kahan composed original material, among the earliest of its kind, which has been used.

- For the Hawaiian market Sherman and Kahan composed arrangements, and arranged and produced contemporary music for five TV commercials for Lew's Bread. The spots will be broadcast and most of them will be 30 minutes old. They were written by Bill Paul and Larry Kelly and adapted by agents producer Freedom. The campaign was filmed by Jim Folk, of B. & J. Productions, and will air on network.

**MBA MUSIC, New York—MIU B-2847**

(Richio Simon reporting)

- Sprite, the agency were Marshall, the agency producer was Yama Leen. Arran- gements were done at Bob Strebinger's Studio. The song's name was "We Are the Beatles," and it was recorded in L.A. for music, and it was recorded at MBA Studios.

- Kweek, for D. D. & B. The producer was George Bragg. Arranged and com- posed by J. J. Johnson. It is a radio deal made at Mediasound.

(Continued on page 59)

January 24, 1970, BILLBOARD
Announcing

a new Billboard Industry Service

PRODUCT POTENTIAL LISTING

Attention: All Record Manufacturers

Billboard proudly announces the inauguration of its "Product Potential Listing." Beginning February 7, each record company will have the opportunity to list the three NEW singles records (those not yet on any chart) it considers to be its top prospects each and every week. Here is the procedure to obtain the listings for your company: All the information must originate from the office of the chief executive, who may designate one person in his company to provide Billboard with the information weekly. We ask that it be the same person each week. Write or wire Billboard's Chart Department each Tuesday by 3:00 p.m., giving the title, artist, label and number of the three records you wish listed in the following issue. In the event any of the records received hit any chart that week, they will be eliminated from the listing. The records to be listed should be based on airplay, distributor orders or re-orders or station picks. For the first issue, write or wire the Chart Department by Tuesday, January 27. The Product Potential Listing will provide valuable information to programmers, rack jobbers, record dealers, juke box operators and licensees abroad. (See Page One story.)
**Vox Jox**

**Continued from page 52**

Manager and music director of WCKL, Kip Hy- thony has been appointed station manager of WQCB in Chambers- burg, Pa.; he'd been program di- rector. New program director is Bob Huff. Rich Baldwin has been named to the staff as production director. WCKL has been an affiliate of National Band of Music, Randall had been with WMAJ in State College, Pa., Lawrence E. Gordon, who began his career as a child d.j. in WSAI in Cincinnati and was previously manager of KDJO-FM in San Diego, has become director of sales for promotions the station.

Station manager Howard P. O'Neal, WLSC, Clermont, Fla. 32711, needs more rock singles and albums. "Ted W. Stillwell reports from KODE in Joplin, Mo. Says the station is up tempo primarily listening in the day and rocks 7 p.m.-1 a.m. Lineup also includes Lee George, Tom Alexander, then Stillwell under the name of Charlie Brown, Daryl Kingery and Rick Harmon pull the week- end gigs. Stillwell was with KSPR and Spindig, Ark, and says he hated to leave the guys down there but he's not been able to worry about so long since.

**Continued from page 54**

"Plans put forth a hip image for the station, so we play One cut an hour after 7 p.m.," said program di- rector Tom Milkey of WQAM, Miami. The albums are chosen by studying projected record sales charts in Miami. "It's a way to differentiate be- tween stations and its works," Duncan said. He points out that for the station to do well in its slotting, it is de- sired who listens to the station and when. Then the album cuts are programmed for exact time every day, since when we think that type of per- son will listen to the station during that time."

The commercial time on the station is 100 per- cent; the album programming is 80 percent.

WQAM plays the hits, which means that almost all commercial play- ing stations play albums are usually re- leased as singles, as in the case of Blood, Sweat & Tears. There were three singles re- leased from Blood, Sweat & Tears album and WQAM played them all even off the LP. The station restricts the play of album cuts to the po- sible hit single which comes from the album.

There are stations which still do not play album cuts. There are some who play one cut from each album, and only 90 percent sold out for commercial cuts. When the album cuts are too long to play and still keep a tight competitive edge in the market. We did mention the fact that there might be a place for progressive rock in the market and there are thoughts of playing progres- sive rock albums, we have only thought, there has been no action. At the moment Patterson feels that the progressive rock cuts for any substantial length of time would probably run off some of the audience.

The problem of program ac- ceptance has risen in several markets. In Albany at WTRY, pro- gram director Don Ducey had been programming album cuts for the 10 o'clock time segment. There was acceptance. However, the acceptance came from people who were not being surveyed by the rating comp- anies. Patterson says when Jay Clark, the personality who hosted the show, moved to another station, the program was can- cell. At WHB in Kansas City, Mis- souri, program director Johnny Dolan has the same problem. He tried playing album cuts for perhaps about three albums a week. When he discontinued the show he had what he considered to be two as many calls as he had when he was in charge of the program. Dolan attributes the failure of the show to the fact that Kansas City has a large casual listening audience.

It is obvious that not every market is ready for albums. Fur- thermore, there's no place to put the album cuts ready only for the hits from albums. The problem of pro- gramming album cuts is growing and it probably will continue to grow. It's another form of competition from progressive rock stations in their areas.

**WCBM Brings Out**

**The Best in MOR**

**Continued from page 54**

Lamarin, WY (WBW-FM)
Tom to Kelly, Manager

Macon, III. (WWES FM)
Tom McCreary, Manager

New York, NY (WPLM)
Wayne D. Westberg, Music Director

Brookville, NY. (WCWP)
Steve Ellis, Program Director

DeKalb, III. (WNU)

Rochester. N. Y. (WORP)
Bob Cohen, Music Director

**Soul**

Memphis, Tenn. (WON)
Program Director Randy


(Country)

**Country**

Barb-Lus Angeles, Calif. (KSSB)
Corky Morphy, Music Director

Cincinnati, Ohio (WBFZ)
Bob Tilley, Program Director, Personality
P: "It's Too Late," Diana, "Stop Loving You," Conway Twist.

Denver, Co. (KCMO)
Kip Hython, Program Director
P: "I'll See Through You," Tammy Wynette, Homestead, "Love," Larry the Father, Jr. MGN.

Flint, Mich. (WMPM)
Kip Hython, Program Director, Personality

Kansas City, Kan. (KCMC)
Ted Gough, Manager

Las Vegas, Nev. (KMBF)
Steve Saussy, Manager, Personality
P: "Waiting For A Bash," Bane, "Happy," WSB, "Television," Best, MGN.

Phoenix, Ariz. (KDBD), Bob Paul, Program Director, Music Director, Personality
P: "Waiting For A Bash," Bane, "Happy," WSB, "Television," Best, MGN.

Post Oak, Tex. (KDOO)
Steve Saussy, Program Director

SOUL

Memphis, Tenn. (WON)
Program Director Randy

**To The Editor**

Hip-Hip-Hooray! I agree to the "60's" hits on Top 40 radio. Only one question. Where do we get them? If record promotion men want those tracks played, then it's about time somebody took the time to campaign to obtain better record service! We're not on a personal vendetta, but if all stations were given the fine excellent service that we get, we'd be in a heaven's mess. I can't play hits after they become oldies. When a record is out in the chart now not two months from now. If all promotion men were to sit down and work out a campaign to have stations playing their product, then group them together, we small stations could put the HARD HITS, Impossible? No, not so. I worked for a indie- dependent in Albany, N. Y. four years ago, and we serviced all stations in all 30 states. So 'coon Local Record Pushers, give the small stations HARD HITS.

I must state that WSMJ re- ceived about 100 hits from Bill Porter and the guys at Lib- erty Records, Russ Yerge, Co- lumbia, Sire, Epic, Arista, and two bubblegummers—Neil Bogart and Manny That of Buddah.

Tom O'Brien Music director
ZEPHYR

SHOWERS YOU WITH THANKS

FOR MAKING THEIR ALBUM "ZEPHYR" (CPLP 4510 - S)
A SMASH! NOW A SMASHING NEW SINGLE "CROSS THE RIVER" C/W "SAIL ON" CP 475 FROM THE ALBUM

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WHEN YOU ENGINEER A BREAKTHROUGH IN SOUND REPRODUCTION AS INCREDIBLE AS THIS, YOU DON'T RECORD A PING PONG GAME

YOU GET TOGETHER THE FINEST TALENT IN MUSIC AND RECORD 4 INCREDIBLE “YOUNG SOUND” ALBUMS

Forget everything you've ever heard on conventional stereo. It's outmoded.

This is the new sound. It isn’t pushed through a stereo system. It literally flows through… to you and all around you.

And only music as exciting as these four releases could do justice to this totally new sound. Listen to the Red Lion! These are the songs, sounds, artists and styles that are increasing sales volume and dealer profits all over the world!

Check with your Ampex Stereo Tapes distributor and your Mainstream Records distributor for details on this incredible new concept in sound and music. Available on Mainstream/Red Lion Stereo LP, and on Ampex Stereo Tapes 8-track cartridge, cassette and open reel.
The energy and electricity that Katharine Hepburn has brought to Broadway is captured in this package, destined to ring of her American triumphant performance. Some of her scenes in "The Rainmaker" and "The Philadelphia Story," will present a remarkable challenge, as Hepburn's star power is undeniable. However, the self-assured actress will prove her charm and talent through Aug. 12, thanks to her incomparable star's performance.

**Billboard Album Reviews**

**MOMENT THE INTRIGUES**
- "In a Moment" (MOMENT) (7500 1977) (S)

A very professionally done album by the Intrigues, a consistently good soul group, which has produced songs like "Love Me," and "I'm Just A Little Girl," which is featured in this album. Several of these songs feature vocals by "I'm Just A Little Girl," and "I Wish It Would Rain.

**GLORIA MILLER**
- "Gloria Miller" (Gloria Miller) (7500 1977) (S)

Gloria Miller is a leading lady in the R&B field, and this album release proves a worthy follow-up to her previous releases. Her singing is clear and compelling, and her vocals win the right material. This album is a must-hear for any R&B enthusiast.

**PAPA JOHN'S**
- "Papa John's" (S)

Papa John's is a well-known pizzeria chain, and this album features their signature pizzas. The album includes a variety of pizzas, such as "Margarita," "Supreme," and "Veggie Love." Each track is accompanied by a recipe for the corresponding pizza.

**JERRY GRIFFITH**
- "Jerry Griffith" (S)

Jerry Griffith is a renowned actor and singer, known for his role as "Bucky" in "The Andy Griffith Show." This album features his singing, as well as his acting, with a variety of songs that showcase his talent.

**MAMMA PAPA JOHN'S**
- "Mamma Papa John's" (S)

Mamma Papa John's is a family-friendly restaurant chain, and this album features songs about family and food. The album includes tracks like "Love You Like a Mother," "Dance Like a Papa," and "Eat Like a Child."
5 New Reasons To Rejoice In 1970
THE JACKSON 5
Smash Recording Of
I WANT YOU BACK

Produced By
THE CORPORATION

Written by
Freddie Perren
Fonso Mizell
Deke Richards
Berry Gordy, Jr.

Our Sincere Thanks!
JOBETE MUSIC
Country Music

CMA, Funa Hold Meetings in Hawaii; Reveal Plans

HONOLULU — Twenty-six members of the Board of Directors of the Country Music Association met for their quarterly session at the Mauna Kea Hotel, Jan. 4-6. Following the executive session, the Board of Trustees of the Country Music Foundation met at the same location.

The well-attended meeting, expenses for which were met by the individual members, took up many of the plans and long-range operation of the association.

A new series of membership luncheons was initiated, with the first to be at the Regency House in Atlanta, Ga., on April 30. The purpose of the membership this past year was to nearly 2,500 members, committee chairman Ralph Emery reveled plans to recruit not only individual members but organizational memberships, with the emphasis on the new record marketing activities in those categories. He anticipated close cooperation with Jack Geldhart, chairman of the Country Records category and Dick Broderick of the International.

A new set of brochures aimed at specific projects, programs and benefits of each category of membership and each operational project of the association was approved for use on the membership.

Away at Work

The awards program came in for revision suggestions by committee chairman Bill Dennis. Among the suggested changes was a separation of duets from groups of three or more performers through the possible establishment of an additional award. Final decision will be made at the April board meeting.

A reflection at committee suggestion for the establishment of the 1967 Country Music Awards will come up for approval.

Participation on a wide scale in the awards program was disclosed by committee chairman Jack Broderick, with plans for CMA, Country Music Foundation, the mid-June MIDEM conference in Cannes, France, the London International Country Music Festival, and the Billboard's IMIC 2 in Majorca, Spain.

Plans were laid through a new committee chaired by Hubert Long to explore the possibility of a spring country music show for national television or network telecast on an annual basis. Irving Waugh reported on the

WE'RE UPSIDE DOWN OVER THESE BIG 3

"TURKEY BIRD & MISTY"

Jack & Misty

"THE ARMS OF MY WEAKNESS"

Darrell McGill

"CHICAGO STORY"

Jimmy Snyder

WAYSIDE RECORDS

Dirn by Mercury Smash 416

Richie Johnson

Little Richie Johnson

Belon, New Mexico 87003

Country Music

NASHVILLE—Chet Atkins, famous guitarist and recording industry executive, will sponsor an international Country Guitar & Song Festival featuring presentation of scholarships totaling $1,100,000 to individuals competing on a regional basis. The competition is the 26th annu- ally under the direction of a board of directors from the ed- ucation, music and entertainment fields. Atkins and his sponsoring organizations will hold final open competition in Nashville Municipal Auditorium the weekend following several months of pre-liminary events throughout the nation to bring the winners to the two-day event. X. Coose, Atkins' producer and manager, will direct the program. Details on eligibility, the division of competition and the cities where competition will be held, will be announced at a later date. Atkins said this year's festival will give anyone who aspires to be a guitar player or songwriter the opportunity to obtain advanced training and develop their natural talents. It has always been an ambition of mine to sponsor an event that would give amateur talent recognition and also open the financial opportunity to con- tinue their education. I am now under- taking of a national program such as this will require the assistance of people associated in all phases of the music in- dustry as well as communications.

In the hope of helping many of them who have this mutual interest, we hope to give promise for a future career in the music world.

Stonemans' New Area Bid Scores in San Francisco

SAN FRANCISCO — Seeking to establish a presence in the city's cavernous and underground markets, the Stonemans played a series of West Coast venues last week and came away with rave reviews and a new set of bookings.

The traditional country group, announced after new marketing arrangements are complete, going to sound in a coffee-house-type club in a new market, have started making waves in the young people.

The group were overhearing. Described by critics and club owners as "totally professional," the Stoneman group was meeting strong interest on the area as well as on the audience.

"We were impressed with the San Francisco area because of its on-going..." said a spokesperson for the group said "We have no intention of fore- going our country audience; we merely want to broaden."-

four day appearance at the Lion's Share, the Stonemans were booked at one into the season and afterward, they were brought back to San Francisco. From there they went on a major tour through Canada, and then start a major drive on the college circuit. They also plan to attend the National Entertainment Conference in Montreal.

The Stonemans also were in- volved in a month-long booking. Their month-long booking began series of country music concerts in the San Francisco area, which according to Paul Sobel, the manager, has been completed, and the group are returning to their "country lean- ing.

In conjunction with the move of the Stonemans, RCA is mounting a major promotion drive to aid them in the expansion move. The group who had already been scheduled for a tour last year, and undertook their own management and booking com- plex.

Glaser at Home After Film Trick

NASHVILLE — Tompall Glaser, president of Glaser Publications, recently returned from the West Coast and New York where he cleared the music for the soon-to-be-released MGM movie "Tick, Tick, Tick." The Glaser Brothers will also sing the sound-track from the movie which stars George Kennedy, Jim Brown and Frederick March. The title track is "Tick, Tick," and "All That Keeps You Gone," were written by Hoover, an exclusive writer for Glaser's ASCAP firm, G. B. Music Inc.

Also to be included in the soundtrack will be the Glaser Brothers' hit "California Girl," written by Jack and Tom Glaser, and will be released for the film. An MGM album of the soundtrack will be released the week before the film.

There's a World of Country Music! It's ALL in Billboard

JANUARY 24, 1970, BILLBOARD

Nashboro Lie

Nashboro Reaches Records signed a long-term agreement with Triangle Sound of Tupelo, Miss., to take all the production from Triangle Sound's new studio in Tupelo. The agreement also included a

With Triangle

joint partnership in Purple Rooster Music Co., owned by Triangle.

Handling the negotiations for the contract were Bud Howell, president of Nashboro Records and Larry Eades, president of Triangle.

 Atkins to Sponsor Guitar & Song Fest
Yesteryear's Country Hits
Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

**COUNTRY SINGLES—5 Years Ago**
1. Rag Doll—4 Seasons (Philips)
2. A Hard Day's Night—Beatles (Columbia)
3. Get Around—Beach Boys (Capitol)
4. Memphis—Johnny Rivers (Imperial)
5. The Girl From Ipanema—Getz/Gilberto (Verve)

**COUNTRY SINGLES—10 Years Ago**
1. Lonely Boy—Paul Anka (ABC-Paramount)
2. The Battle of New Orleans—Johnny Horton (Capitol)
3. Tiger—Faron Young (Chancellor)
4. Waterboy—Stonewall Jackson (Columbia)
5. A Big Hunk of Love—Eddy Arnold (RCA Victor)

**POP SINGLES—5 Years Ago**
1. You Can't See That She's Mine—Dave Clark Five (Epic)
2. Dang Me—Roger Miller (Smash)
3. Wishin' and Hopin'—Dusty Springfield (Philips)
4. Keep on Pushing—Impressions (ABC-Paramount)

**POP SINGLES—10 Years Ago**
1. Wish—Les Baxter (Columbia)
2. You Can't See That She's Mine—Dave Clark Five (Epic)
3. My World Is Empty Without You—Bobby Vee (Coral)
4. Walkin' in the Rain—Shirley Bassey (Decca)
5. Shooting the Moon—Liza Minnelli (Reprise)

From Detroit...Dupree & the Messengers, a new addition to H.I. Productions, have been picked up by Polydor Records and are scheduled for their first release in late January...Steppenwolf will appear at the Municipal Auditorium Saturday (11). The show is again another top production sponsored by WMAK. Area Code 615 will make a special personal appearance at Bill Graham's Fillmore West in San Francisco from Feb. 12-15...Starday King hosted a party in honor of Arthur Prysock on Jan. 7. While in town, Prysock made several local television appearances and was featured on a number of radio programs.

**RITTER TO RUN FOR SENATOR**
NASHVILLE—Tex Ritter, popular country singer and actor, announced last week that he would give up movies and music and would seek the Republican nomination for U.S. Senator from Tennessee.

The singing cowboy read a formal statement to the press, saying that he considered himself part of the "dynamic Repub-lican mainstream." Ritter also added that he intends to campaign on issues and not with a guitar, but then added, "I'll be in the car if people want to hear something."

**SINGLETON REALIGNS DEPTS.**
NASHVILLE—Due to rapid expansion, the Shelby Single-ton Corp. has taken steps to re-align its sales and record promotion departments on a regional basis. The move is designed to allow a more con-centrated effort with no over-lapping into other territories, and includes the formation of Tom Amann as promotion di-rector, northern division; Bob Alou as promotion director, southern division; Warren Lan-ner handling promotion for the western division and Jerry Seu-bolt as national country promo- tion director.

Buddy Blake, vice president of SSI Inc., said that all labels falling under the corporation's logo will be included in the new program. The promotion directors will coordinate all ac-tivities within their respective divisions, then feed the information through Dick Bruce, sales manager, allotting him the op-portunities for national sales activities by staying personally keyed in on the national happenings.

**THE NEXT TIME POSTAL SERVICE BREAKS DOWN, IT'S YOUR FAULT.**
In 1966, the Chicago Post Office ground to a halt. For three weeks, the mail was almost at a standstill. If you want that to happen in your town, just wait.

Today's U.S. Post Office is probably the most inefficient, most antiquated big business in the United States. Unless something is done right now—by people like you—the situation is going to get worse.

Are you interested in straight-en ing out the mess?

**RECORDING ENGINEER WAITED.**

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**OLIVER, CREWE RECORDS artist, talks with Frank Darrow, left, of WLR-FM of Garden City, N.Y., during his recent engagement at the Copacabana.**
We’re Hittin’ the 70’s WITH HITS
‘ANGEL of the MORNING’
b/w “ONE TIME TOO MANY”
Chart #5048

CONNIE EATON
She even looks the part, M-a-a-a-n!

HITTIN’ BIG WITH HIS FIRST CHART RECORD
‘HELLO JOSEPHINE’
b/w “LEARNING HOW TO loose”
Chart #5046

ERNIE ROWELL
Exclusively on Chart Records

Published by—
YONAH & SHE-MIRL MUSIC
806 16th Ave., So.
Nashville, Tenn. 37203

Billboard SPECIAL SURVEY for Week Ending 1/7/70

Hot Country Singles

This Week
Title, Artist, Label, No. & Pk.
1 48 GINGER IS GENTLE AND WAITING FOR ME
The Drin-kins, RCA 74-0679 (BMI, Brincker, BMI)
2 58 SOMETHING TO THINK ABOUT
Don Williams, RCA 74-0685 (BMI, Brincker, BMI)
3 45 DADDY I LOVE YOU
Billy J. & Stevie, Capitol 2690 (Skeeter, BMI)
4 72 I’M MAKING MEMORIES
Roy Drusky, Monument 7331 (Rhett, BMI)
5 44 BEFORE THE NEXT TEARDROP FALLS
Linda Martell, Monument 355 (Singleton, BMI)
6 46 SITTING IN ATLANTA STATION
Buck Owens, RCA 74-0705 (Atlantic, ASCAP)
7 49 DOWN IN THE BOD'JOCKS
Freddy Walker, Columbia 4-45046 (Rexbury, BMI)
8 38 JOHNNY'S CASH AND CHARLEY'S PRIDE
Mac Wiseman, RCA 74-0260 (Janski, ASCAP)
9 49 PARTLY BILL
Loretta Lynn, Chart 5542 (Skeeter, ASCAP)
10 49 HELLO I'M A JUKEBOX
George Jones, Columbia 4-45052 (Kimball, BMI)

Billboard SPECIAL SURVEY for Week Ending 1/7/70

Hot Country Singles

This Week
Title, Artist, Label, No. & Pk.
1 57 ROTTEN TO THE CORE
Buck Owens, Columbia 4-45056 (Curtis, BMI)
2 60 LOVE ISN'T BUSINESS NO MORE
Moe Bandy, Columbia 3-2877 (Columbia, BMI)
3 43 WILLY AND THE HAND JIVE
The New Vaudeville Band, Imperial 54-023 (Columbia, BMI)
4 60 HONEY COME BACK
Clay Campbell, Capitol 2718 (Jacks, BMI)
5 63 WELFARE CADILLAC
Glen Frey, Reprise America 1 (Bill Foster, BMI)
6 54 TWO SEPARATE BAR STOOLS
Mandi Jackson, Capitol 2709 (Frankie, BMI)
7 55 SHE MEANS CHEAT ME
Glenn Bickler, Hickory 1532 (Norah Ross, BMI)
8 55 SHE'LL BE HANGING AROUND SOMEWHERE
Bill Tilghman, Cape 2202 (Cape, BMI)
9 54 SUN'S Gotta SHINE
Willie Nelson, Capitol 3-2839 (Contemporary, ASCAP)
10 54 YOUR HUSBAND, MY HWH
Bobby Bare & Sherrill Cooper RCA 47-9799 (Pocket Full of Tossin', BMI)
11 64 JILL AND A ROSE/I'LL GO TO A STRANGER
Johnny Cash, Dot 2364 (Redwood, BMI, BMI)
12 70 THE COUNTRY THING
Johnny Cash, BMI

This Week
Title, Artist, Label, No. & Pk.
13 66 GET TOGETHER
George & Jerry Collins, Capitol 2710 (Redwood, BMI)
14 57 WEAKENED BAND OF MAN
Mickey Gilley, Columbia 44-4581 (Rose, BMI)
15 60 THE GUN
Buck Owens, Epic 5-10535 (Lafayette, BMI)
16 61 DREAM BABY
Bonnie Bramlett & Lucille Starr, Dot 17337 (Columbia, BMI)
17 56 MORNING MORNIN'
Bobby Goldsmith, United Artists 5061 (Toll, BMI)
18 67 THEN SHE'S A LOVER
Roy Clark, Dot 31355 (Heart-Center, ASCAP)
19 67 HERE'S A TOAST TO MAMA
Carlise Louvier, Capitol 2705 (Blue Book, BMI)
20 64 I'M GOING HOME
Bobby Lee, United Artists 56500 (Toll, BMI)
21 69 RUBY, ARE YOU MAD?
Dorothy Bramlett, Dot 32598 (Sure-Fire, BMI)
22 70 IF I WAS A CARPETMASTER
Johnny Cash & June Carter, Columbia 4-4580 (Columbia, BMI)
23 71 65 WINDOW NUMBER FIVE
Johnny Cash, Columbia 4-45006 (Rexbury, BMI)
24 72 73 PUT A LITTLE LOVE IN YOUR HEART
Terry Brown, Capitol 2700 (iliki, BMI)
25 68 CHARLIE BROON
The Complete Brothers, Dot 17355 (Tiger, BMI)
26 68 HOMeward BOUND
Brenda Lee, DOT 2607 (Chaske, BMI)
27 75 EVERYTHING I LOVE
The Browns, Columbia 4-45047 (Lafayette, BMI)

JANUARY 24, 1970, BILLBOARD
1. The Best of Charley Pride
RCA Victor LP 4223
2. Tall Dark Stranger
RCA Victor, Capitol ST 5172
3. Johnny Cash at San Quentin
American Jo-101
4. A Portrait of Merle Haggard
Capitol ST 1171
5. Hank Williams Jr. Live at the Fiddler's Inn
MGM SP 4548
6. Story Songs of Trains & Rivers
Delta Records, Capitol ST 116
7. Glen Campbell "Live"
Capitol ST 258
8. The Astrodome Presents Sonny James in Person
Capitol ST 250
9. Tammy Wynette's Greatest Hits
Epic LP 3189
10. My Blue Ridge Mountain Boy
Dolby Parlophone, RCA Victor LP 4316
11. Songs That Made Country Girls Famous
Alan "Big Al"
Sun ST 230
13. Together
Hank Williams, Capitol ST 4247
14. The Sensational Charley Pride
RCA Victor LP 4153
Sun ST 411
16. Wine Me Up
Karen Young, Mercury SR 6473
Sun ST 410
18. Floyd Cramer Plays More Country Classics
RCA Victor LP 4220
19. Moving On
Denny Davis and The Nashville Brass, RCA Victor LP 4222
20. Jim Reeves' Greatest Hits, Vol. 3
RCA Victor LP 4172
21. The Everlovin' Soul of Roy Clark
Sun LP 2981
22. Jerry Lee Lewis' Golden Hits, Vol. II
Sun ST 150
23. Back in Baby's Arms
Marty Robbins, RCA Victor LP 4229
27. From Memphis to Vegas/From Vegas to Memphis
RCA Victor LP 6000
25. Showtime
Johnny Cash and the Tennessee Two, Sun ST 106
26. The Warthog of Edy
Dolly Parton, RCA Victor LP 4231
27. Oki from Muskogee
Merle Haggard, Capitol ST 384
28. Where Grass Won't Grow
From Memphis to Vegas/From Vegas to Memphis
RCA Victor LP 6000
29. Best of Norma Jean
RCA Victor LP 4227
30. Switched on Nashville: Country Moguls
(1960s)
31. I'll Still Be Missing You
Marty Robbins, Decca DL 73685
32. The Essential Hank Williams
RCA Victor LP 4227
33. Always, Always
Parker Woodings and Dolly Parton, RCA Victor LP 4226
34. Man of the World/To Make a Man
RCA Victor LP 4227
37. From Elvis in Memphis
RCA Victor, Capitol ST 4155
36. Johnny Cash at Folsom Prison
Capitol CS 9639
37. Golden Days of Country Music
RCA Records, Sun LP 106
38. Hank Williams Salutes Oklahoma
Sun LP 2391
39. Sold Gold '69
Chez Atkins, RCA Victor LP 4246
40. Dynamite
Kiss, Decca DL 73652
41. David M. Houston
Sun SR 2045
42. Country Special
Various Artists, Capitol ST 1002
43. It's a Sin
Marty Robbins, Capitol CS 9811
44. Miss Sincerity
Billboard Special Survey
For Week Ending 1/14/70

The charts tell the story — Billboard has THE CHARTS

Country Music

Nashville Scene

Continued from page 63

Connie Smith has joined the group taping the "Honeymoon in the Snow" show. The play date has not yet been announced. The appearance followed a guest spot on "The Mike Douglas Show" in Philadelphia. Decca artists Loretta Lynne & Peggy Sue added Shooter Dodd to a TV benefit show for former country disk jockey Jim Houston. The Houston and two other families were burned out of their homes last month. Stonegate Records (Hurst, Tex.) has released an Otis Redding record, "Fifty Years of Memories." The firm has signed a distribution deal with Zero Musical Enterprises of Arlington, Tex., with a guarantee of 40 distributors throughout the nation to start the label. Teddy and Doyle Williams are back performing after two years of absence from the country stage. Appearing with Loretta Lynn, the Williams Brothers performed as an individually booked act. The tour played Charles W. V. Asheville, Raleigh, and Fayetteville, N. C. Dave Dudley hosted a New Year's Eve party at his Double D Lodge near Dayton. Mrs. Guests included Jimmy Key, Rick Keen and Ron Holt. Charlie Lavin recently changed the name of his band from The Gang to The Midnight Cowboys. The group also features Dianne McCullough. Diana Trask has scheduled a tour of Hawaiian military installations Jan. 15-24. Jimmy Key has added two more young talents to his roster. Recent additions include Sammi Smith, who records for the Columbia label, and Dianne Drake, who recently signed with the Mercury label.

David Canary, who is seen as "Candy" in the weekly television series "Bonanza," will appear at the Ft. Worth Stock Show Rodeo, which runs from Friday (30) to Feb. 8 at the Will Rogers Coliseum. Billy Dragoon and Furor Young have concluded a formal agreement that makes Dragoon exclusive manager and booking agent for Young.

Face Eaton just returned from New York where she spent the week taping the Arthur Godfrey Show. Dennis Lindo was in town last week to pick up a new tape recorder and found that his song "Tom Green County Fair" will be Roger Miller's next release.

Dennis, a native of St. Louis, also wrote Miller's recent hit "Where Have All the People Gone?" and Bobby Goldsboro's "Mornin' Mornin'... Chill Will was in town for a few days before leaving for Peru, where he will start shooting the next Dennis Hopper movie "The Last Movie." Dave Paul is in Aspen, Colo. this week working at one of the ski resorts. Matt Nutter was in town last week, promoting his latest single "Hey There, Johnny." He is recording for Frank Zappa's Strata Records. Matt lives in Hollywood, where he is also involved in acting and has been seen on "Gumshoe" and numerous television commercials.

Published by: BILL FIGHTER MUSIC • BMI
Personal Mgmt.: DON HOSEA

ADPRO

January 24, 1970, Billboard
**BEST NEW RECORD OF THE WEEK:**

**"Stay With Me"**

LORRAINE ELIISON
(Warner Bros.)

By ED OCHS

SOUL EXCLUSIVE: The soul backburn now scorching soul from top 40 general market stations is no figment of black imagination. Soul Atlantic’s brassy Jerry Wexler at the recent radio conference in Atlanta, “There is a very big backburn going on right now, and it’s in the communication industry, not the record companies.” Wexler and Wexler’s immediate action will be to inspect the airplay. The radio stations they’re reflecting the middle-class WASP audience, who don’t want to hear the noise of the ghetto or be reminded of the breaking of windows in Watts.” Del Shields, who censures what he calls “cultural genocide” of black and white radio listeners by the “systematic exclusion of soul music from top 40 broadcasters despite the relevant position that these records and performing artists may have on the charts.” Shields told Soul Sauce last week that NATRIA, through Los Angeles lawyer Benjamin N. Wyatt, was checking with the Federal Communications Commission (FCC) and the Justice Department to see if any violations were being committed or if there was an economic boycott against black music.

**Serious Implications**

Initial response on these complaints from the Justice Department indicates, according to Shields, that the soul backburn will be thoroughly investigated and have “serious and far-reaching implications” comparable to the 1954 landmark decision on segregation. NATRIA’s most important examination will be of the Sherman Antitrust Act, for violations dealing with restraint of trade. Also under scrutiny are FCC’s regulations, and Shields’ contention that “general broadcasters may be forced to broadcast to the general ‘needs and conveniences’ of the community,” which the FCC considers in awarding and maintaining licenses. Shields told Soul Sauce “The refusal to play black music on the air...would exclude a substantial part of American culture from the air.” Shields’ argument is that “the kind of music that is being played may be an aspect of the ‘needs and conveniences’ and not merely can be viewed as entertainment. This has not been tested yet,” said NATRIA’s executive director, who is preparing a petition for an order to show cause and a temporary restraining order to give the FCC a chance to examine the issue and show cause why they should not be reprimanded, or whatsoever disciplinary action the FCC deems fit and proper to correct these abuses.”

**Black Is American**

When asked about the possibility of proving conspiracy to keep the black experience from the airwaves, Shields remarked that Joe’s Rush is not his “Hold Me Tight” LP. His flop hit, “Cupid,” also stars. Turntable Records, a joint venture of Nash and pop veteran Lloyd Price, is already spinning with Price’s “Lloyd Price Now” album and Howard Tate’s “Reaction” LP, soon to yield a new single, “My Baby’s Got a Hole in It.” Due on Turntable is a newly recorded double LP of Price’s greatest hits, which at least will have a lot of “Personality.”... BMI’s Rhythm & Blues Citations of Achievement will be awarded here on March 18.

Little Richard has signed for three-four week runs at the International Hotel’s Casino Theatre during May, September and December. Ike & Tina Turner and Red Fox are stomping the Las Vegas stage till the end of the month.... Sonny Charles, a

Checkmate, Ltd., since 1951, has left the A&M group for a solo career. The group’s Jan. 3 appearance in Miami was his last.

Nat Tarnopol, executive vice president of Brunswick, is negotiating to buy out Decca’s share of the label and to set it up as an independent enterprise. The Brunswick label was reactivated by Decca about six years ago when Jackie Wilson was signed and 50 percent of the label was turned over to Tarnopol, who is also Wilson’s manager.... Ruth Davis, lead singer of the Davis Singers gospel group, died last week in Philadelphia. The group has been immortalized through their influence on soul greats Aretha Franklin and Ray Charles.... Chess will package two more vintage prime rock ‘n’ blues sets, “Soulful” and “POP Origins.” The powerful platters will feature the label’s best contributions to early rock, especially Chuck Berry, who recently re-signed with Chess. The Chess label will issue a collection of Mitch Ryder top hits... P. S. Soul: Diana Ross and the Supremes officially called it quits as a team last week at the Frontier in Las Vegas. A press release called it “a two-for-one stock split,” as Motown starts the decade not by losing a supergroup, but by gaining two. Soon it will be possible—even probable—for both Diana Ross and the Supremes to be listed one-two on the charts.

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The charts tell the story—Billboard has THE CHARTS
## Soul Singles

### Best Selling Soul Singles

<table>
<thead>
<tr>
<th>#</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pck.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>26</td>
<td>28</td>
<td>I'M JUST A PRISONER</td>
<td>Lezlie Duncan, Fame 1400 (Fame, BMI)</td>
<td>4</td>
</tr>
<tr>
<td>27</td>
<td>27</td>
<td>GANDU) A BRAND NEW LOWER</td>
<td>Parts 1 &amp; 2</td>
<td>5</td>
</tr>
<tr>
<td>28</td>
<td>28</td>
<td>HOW CAN I FORGET YOU</td>
<td>Marvin Gaye, Tamla 4549 (Cobine, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>29</td>
<td>30</td>
<td>GUY I'M GONNA TELL MY MOM &amp; DAD</td>
<td>Martha &amp; Vineyard, Atlantic 6266 (Assorted, BMI)</td>
<td>12</td>
</tr>
<tr>
<td>30</td>
<td>29</td>
<td>PSYCHEDELIC SHACK</td>
<td>Temptations, Sony 7666 (Jubilee, BMI)</td>
<td>12</td>
</tr>
<tr>
<td>31</td>
<td>28</td>
<td>MY HONEY AND ME</td>
<td>Luther Ingram, King 2104 (Klindik, BMI)</td>
<td>8</td>
</tr>
<tr>
<td>32</td>
<td>30</td>
<td>GIVE ME JUST A LITTLE MORE TIME</td>
<td>Abraham &amp; the Brotherhood, Impact 1007 (Gold Forever, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>33</td>
<td>31</td>
<td>YOU ARE MY SUNSHINE</td>
<td>Duke &amp; the Blazers, Original Sound 90</td>
<td>2</td>
</tr>
<tr>
<td>34</td>
<td>32</td>
<td>DONT I (Blow Your Mind This Time)</td>
<td>Vaclavik, Philadelphia 161</td>
<td>2</td>
</tr>
<tr>
<td>35</td>
<td>33</td>
<td>DING THE WAY I FEEL</td>
<td>Mary Wells, Jubilee 3004 (Watson, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>36</td>
<td>34</td>
<td>IF YOU'VE GOT A HEART</td>
<td>Joe Louis, Duke 445</td>
<td>1</td>
</tr>
<tr>
<td>37</td>
<td>35</td>
<td>THE GHETTO</td>
<td>Alton Ellis, A &amp; M 6719</td>
<td>3</td>
</tr>
<tr>
<td>38</td>
<td>36</td>
<td>GOTTA SET IF I CAN'T GET MAMA</td>
<td>Jerry Butler, Mercury 73015</td>
<td>1</td>
</tr>
<tr>
<td>39</td>
<td>37</td>
<td>THE GANG'S BACK AGAIN</td>
<td>Pat &amp; the Sugar Town 405</td>
<td>2</td>
</tr>
<tr>
<td>40</td>
<td>38</td>
<td>WHEREVER SHE LEADS ME</td>
<td>Impressions, Columbia 4704 (Columbia, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>41</td>
<td>39</td>
<td>IT'S GONNA TAKE A LOT TO BRING ME BACK</td>
<td>Manhattan, Deluxe 115 (Suga, BMI)</td>
<td>3</td>
</tr>
<tr>
<td>42</td>
<td>40</td>
<td>DON'T THINK THAT I'M A VIOLENT GUY</td>
<td>Gene Pitney, Uni 5008 (Columbia, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>43</td>
<td>41</td>
<td>IF I LOSE YOUR LOVE</td>
<td>Detroit Embers, Westbound 156</td>
<td>1</td>
</tr>
<tr>
<td>44</td>
<td>42</td>
<td>BREAKING UP IS HARD TO DO</td>
<td>Little Martin, Commonwealth Limited 3004</td>
<td>2</td>
</tr>
<tr>
<td>45</td>
<td>43</td>
<td>COUNTRY PREACHER</td>
<td>Little Martin, Commonwealth Limited 3004</td>
<td>1</td>
</tr>
<tr>
<td>46</td>
<td>44</td>
<td>OH, DO THE FUNNY CHICKEN</td>
<td>Rufus Thomas, Stax 0058 (East Memphis, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>47</td>
<td>45</td>
<td>STEALING LOVE/WHEN TOMORROW COMES</td>
<td>Emotions, United 4001 (Broken, ASCAP)</td>
<td>1</td>
</tr>
<tr>
<td>48</td>
<td>46</td>
<td>DANGER—HEARTBREAK AHEAD</td>
<td>Artie Prendergast, People 1001 (Jubilee, BMI)</td>
<td>1</td>
</tr>
<tr>
<td>49</td>
<td>47</td>
<td>OH WHAT A DAY</td>
<td>Delta, Camden 5663 (Last Go Round, BMI)</td>
<td>1</td>
</tr>
</tbody>
</table>

### New Hit Album

**THE MANHATTANS**

**ARE BUSTIN' LOOSE IN A DELUXE WAY WITH THEIR SMASH SINGLE**

**"It's Gonna Take A Lot To Bring Me Back Baby"**

Deluxe 115

**Deluxe 12000**

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**Peer Southern, Popular 5 Deal**

**NEW YORK — Peer Southern will produce Popular 5, a new group, singles and albums for Stax/Volt with the first singles to be cut in Chicago. Peer Southern and Stax/Volt also are engaged in a national campaign on product of January Tyme, on the Enterprise label.**

The deals were completed between Al Bell, executive vice president of Stax/Volt Enterprises, and Jimmy Teener, Peer Southern's director of research and production. A spin-off of this agreement will be the exploitation of three new Peer Southern songs, which will be recorded by several Stax/Volt artists. The Popular 5 and January Tyme material also is published by Peer Southern.
POP

SIR DOUGLAS QUEEN-Together After Five Years. SRI 6710 (5). This is Sir Douglas Queen's second album, here in this collection of blues and country-rock styled rock. The material here moves musically and should also move in sales as this Highway Kind theme song is ...nvironmental, Revolutionary, and Rock-and-Roll. "Put to Sleep in Major S." is another winner.

LORD HAMILTON-Part V. SRI 6720 (5). "The Sleepy Hollow" by Lord Hamilton established his fandom back in 1965 when kids were "into" 'em. In fact, this album, which is a bit of a surprise to anyone who remembers what's going on today as far as getting a song across to the proper market and then getting proper money back. Among them is "I'm a Very, Very Strange Man" and "September Song." (Pete P. 911 (5).)

GREAT GRANT-The Way a Woman Feels. Pete P. 911 (5). Great Grant has an original and emotional voice, and this album is a perfect showcase of the other. The tender treatment of "Yesterday When I Was Young" with the added plus of "61/2 Gentleman," a real vote in a hurry, which should should good sales.

SPECIAL MERIT PICKS

RENAISSANCE-Electric EYES 7605 (5). This inventive British group unbelievably takes rock and rock elements for an album that should show in underground rock but still musically. A must-hear for British oriented fans. (London 65113 (5).)

KOSSEVITSKY-DOUBLE BASS CONCERTO/BLOCK. SYMPHONIA BREVE/A-Cappo. Philips. SRI 6705 (5). This album has everything for it. The program covers a wide range of Kossevitsky's concertos and block symphonies. The performances are top-of-the-line, and the sessions are of the highest quality. (Philips 65113 (5).)

MUSIGNY & SHORS-AMORPHOUS/AMORPHOUS (Antonini/Minneapolis Symphony Orchestra.) Columbia. SRI 6605 (5). This album features the complete Ravel sonata, and the performances are top-notch. The recording is clear and well-balanced, making it a pleasure to listen to. (Columbia 65113 (5).)

PROBABLY 4 STAR PICKS

THE TROJANS-1111 Album. SRI 6730 (5). This album features the complete Ravel sonata, and the performances are top-notch. The recording is clear and well-balanced, making it a pleasure to listen to. (Columbia 65113 (5).)

THE RAVEL COMPLETE X: The complete Ravel sonata, and the performances are top-notch. The recording is clear and well-balanced, making it a pleasure to listen to. (Columbia 65113 (5).)

THE TANDEM OF PROMETHEUS-BALLETT. Münchener Festspiele Berlin. (Menuhin) SRI 6740 (5). This album features the complete Ravel sonata, and the performances are top-notch. The recording is clear and well-balanced, making it a pleasure to listen to. (Columbia 65113 (5).)

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Personal Mgmt.: DON HOSEA

Selling Sounds

- Continued from page 69

MEDIASOUND, New York—755-4700
WEBSITE: DEC. 31
- Bob Chang of Top Flight Entertainment continued his series of programs for commercial air lines. This week it was Henry Mannino.
- M.B.A. recorded radio spots for M & M Menthol cigarettes. Murray Valenstein of Leib, Katz & Particcone was the producer. J. J. Johnson and Andy Marcelli wrote the music.
- R.P.M. Associates in recording "Soft & Dry" for Gillette. Joseph Reim of BBDO was the producer. Don Sadowsky wrote the music.
- Buddy Wood did the music for Ford TV spot. "Four Doors to Performance." Stan Farnier was the audio producer. Howard Epstein was the video producer.
- Both of J. Walter Thompson.
- Beverly Ross wrote the music for a Dr Pepper radio spot. Sue Smillman of Y & R was the producer.

WEEK OF JAN. 3
- Bob Chang of Top Flight Entertainment continues his series of programs for commercial air lines. This week it is "Broadway Greats."
- Scott-Textor recorded for Krueger Pilsner. Needham, Harper & Stevens was the agency. Dana Seymour was the producer.
- Setha Burland of C.Hear Service was in recording "Imola—The King Car." For Chrysler, Bob Sherman of Campbell-Ewald in Detroit was the producer.
- Music Makers recorded for Pontiac. Adams, Doma, Silverstein was the agency. Michael O'Connell was the producer.
- Chuck Goldberg was in recording for Outlet Bank. Phil Beckman of Beckman Associates was the producer.
- Joel Sterling—recorded Medieval and Spanish Moorish music for the 15th Century for his all-new 1970 show.

- Perry Botelho in commercials for Light’s Watt Lister. Lee Burnett Advertising Agency, recorded at TGT Studios.
- Perry Botelho Jr.—Contemporary musical theme for Santa Fe Railroad, Post-Keys-Gardiner, recorded at Sunset Sound.
- Arline Reiter—Radio commercials for the Yellow Pages, recorded at the Record Plant, BBDO Advertising Agency.
- Alan Capaldeal—Contemporary Air Lines—Needham, Harper & Stevens, recorded at TGT Studios.
- Mark Lindsey—Tantalus for Foste, Cone & Belding, recorded at Columbia Records Studio.

GAVIN & WOLOSHIN, Inc., New York—212-PL 1-6020 (Sid Woleshin reporting)
- Pepsi-International: Did four radio spots; 60, 30, 20 and :10. Done for the Mexico market. New music was written by Kevin Gavin and Sid Woleshin. Creative director was Jack Morgan; writer was Ted Thompson; and producer for the J. Walter Thompson Advertising Agency was Jim Honey.
- A.H. Pond Co. (Keepas Diamond Rings): Did 60 radio spot. Music was written by Ellen Stein, lyrics by Jerome. Advertising agency was Coeink Lobs & Beber, Inc., of Syosset, N.Y.

NATIONAL RECORDING STUDIOS, INC., New York—PL 7-6440

MR. BONES PRODUCTIONS, INC., Calif.—(213) 657-8330
- Sylvia A—Producer: Sandy Zevan of Mr. Bones Productions recorded two 60-sec. spots for Young & Rubicam. One "Bones Farm's Apple Wine" and the other for Gallo Pink Chablis called "A Man and a Woman."

M-E, Halcyon Merchandising, Production Tie
NEW YORK—Monmouth-Evergreen has taken over the production and merchandising of the Halcyon label's record and tape product. The agreement goes into effect this week with M-E's McPartland's album, "Interplay."

This is the second distribution agreement for M-E in the past three months. The first being Arlington House's two-rec.

M-E's president, Bill Borden said that additional agreements will be made to augment the label's production schedule. Six L.P.'s are currently under way for February release.

The acquisition of the McPartland label underscores M-E's movement into the jazz field. The label already has under its banner Maxine Sullivan, Bud Freeman, and Rusty Dedrick and the Winds of Chance.

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ADPRO

JANUARY 24, 1970, BILLBOARD
Chopin keeps Classical Chart Lead; Strauss Top Composer

**Performers at Phil Hall Tops**

**NEW YORK** — Abraham Kaplan and the Camerata Singeri gave a spirited Philip- Hall Musician Hall concert Jan. 11, which included a stellar quartet with the violist's "Stabat Mater." The soloist in the Rossini work, who was accompanied solo Martina Arroyo, whose brilliant voice is featured on COLUMBUS Deutsche Grammophon, Westmore, Desto and Angel. Her solo was stunningly performed.

Tenor Enrico Di Giuseppe, who made his Metropolitan Opera debut last Jan. and in Budapest, was also good form. But, it was the chorus, who have recorded with Kap- lan and his Camerata, and the Camer- ata Symphony in the re-creation of "Camin- que de Jean Racine" of Faure. The creditable orchestra also gave a top result. Camer- ata Symphony "No. 1." — FRED KIRBY

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Operators Fighting Royalty Proposal

By EARL PAIGE

CHICAGO—The nation's jukebox operators are being urged to write or contact their senators and representatives in Congress, as well as other Opinion Revision Board (MOA) before the Senate judiciary committee. Music Operators of America (MOA) president Fred Granger said: "I'm afraid operators do not realize how serious this matter is. The 'let George do it' attitude won't work. We wouldn't ask our members to mount a letter-writing campaign if the situation was not serious."

The letter-writing campaign marks the first such effort by an organization similar in concept to the recent hearings on the same subject by the Blue Ribbon committee, which was launched three years ago to oppose a House bill operators considered too cumbersome. The result was a simplified compromise bill which involves no $8 annual fee per jukebox which will go to performing artists. The compromise bill, MOA president A.L. (Loo) Pracek said: "It is the consensus of knowledgeable people in the industry that this is a fair and realistic amount, something operators can live with. The $8 (when it becomes law) would be distrib-

S. C. Assn. in Charity Drive

GAFFNEY, S.C.—In order to help build better public relations, the South Carolina Coin Operators Association is asking its members to donate something to the March of Dimes by contributing one day's revenue from all jukeboxes.

In a letter mailed to every coin operator in South Carolina, Granger said: "I thought I knew something about pool, but I see there is a lot to be learned. The pool operators have been successful. The price of this period is expected to be six weeks."

Jukebox Programming Builds Oldies Demand

AUSTIN, Minn.—The job of getting records on oldies has been no problem for Judge Hazle, who programs jukeboxes for Star Music and Wondi Co. Here: "The majority of oldies that we have on our dial are difficult to get," she said.

Even the problem that faces many jukebox operators, that of worn down oldies, presents little problem for Star Music. "With the worn jukeboxes, the sound isn't too bad when playing badly worn records. The equipment today is better than ever before, and as a result the records sound better, regardless of how old they are," Hazle said.

Pierce Recovering

ROBERT LINDELFO, 65, died as a result of a cancer Jan. (9). The Chicago music operator was an active member of Music Operators of America (MOA), the Illinois Coin Machine Operators Association, and the Coin Machine Operators of Northern Illinois. He was particularly enthusiastic about organizing a school for jukebox mechanics and worked with MOA on a mechanics school project. Linde
to was in the music operating business for 40 years and owned General Music, Stocke, Ill. He is survived by his widow, Ruth; son, Charles; (Chuck) Lindefield; two daughters and 14 grandchildren.

New Equipment

Push Pool in Jukebox Spots

CHICAGO—Jukebox operators in many cities around the country will be able to promote coin-operated pool tables through personal appearances by five-time world champion Jimmy Caras and other world-class players who work for Brunswick Corp. Caras appeared here (11) and will appear in 40 markets in each city Caras and Brunswick's other experts will be available for appearances in taverns or other pool table lo-

ters. Brunswick, the oldest and most established name in billiard tables, entered the coin-operated field rather late. Mae McKenny, product manager, hopes to make up for the lost time and add significantly to the estimated 200,000 coin-operated pool tables in operation. (Continued on page 75)

Jukebox Expert Shows How Operators Can Promote Pool

CHICAGO—Experienced jukebox operators here were in-structed yesterday by billboard expert Jimmy Caras' demon-

stration of trick shots and tips of promoting coin-operated pool tables during a promotion tour which opened here (11). Operator Paul Brown watched Caras a few moments and then said: "I operate a lot of pool tables and

urge Operators Plug National Tavern Month

RACINE, Wis.—Jukebox operators can help increase their profits by promoting National Tavern Month in May. Operator interested can contact the National Licensed Beverage As-

sociation (NLABA), 437 Seventh Street, here.

The NLABA said that with the right promotion, tavern owners not only bring in business, but develop better public relations and intertavern cooperation. A Chicago tavern operator reported after last year's promotion his business for the month had increased by over $5,000.

Last year's promotion ideas included in-tavern displays on just about any theme imaginable, sports figures, political caricatures, pop art and movie stars. Also recommended was a wall covered with old newspapers which the patrons could write on. Once a theme is selected, the NLABA recommends putting imprints or slogan printed on staff uniforms.

Entertainment is an integral part of the promotion, and juke- box operators could make an effort to get jukeboxes installed in taverns that do not already have them. Other promotions include having a tavern specialty, such as a special drink, sandwich or meal. Other ideas include having a free piece of popcorn, pretzels and peanuts, serving beer, pretzels and snacks, giving away a free beer or the like on someone's birthday.

Bally—Single Player Flipper Game

Bally's new King Rex is actually a game that jukebox operators can merchandise as a "Three-way" game, add-a-ball, extended play or novelty. Sales manager Paul Calamari described the differences: "The shifting 'special' light shifts between the left side rollover, the right side rollover and the center target as soon as the letters spelling 'B.C.' are lit. The players then choose which of the top rollovers. For the duration of the game, the targets will then score a special if hit while lit. In add-a-ball play, the special indicates one additional ball delivered to the shooter tip. In extended play, an additional ball is shot directly onto the playfield from the out hole. Last year's special was 5,000 points. The new special is three pop corn, pretzels and peanuts, serving beer, pretzels and snacks, giving away a free beer or the like on someone's birthday.

Bally's new King Rex will help also. Urge the taverns to take out newspaper ads, put signs up in their windows. Give out plastic hats, advertise on matchbox covers, bumper stickers and buttons, and hand out lists of "specials" available at the tavern during the month.

New Equipment

Bally's Single Player Flipper Game

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Our New Baby Hardly Requires Any Care

That's right! The Wurlitzer STATESMAN needs little attention except frequent emptying of the coin bag. All you have to do is see it and hear it and you'll know why.

Head For Your Wurlitzer Distributor

WURLITZER STATESMAN

THE WURLITZER COMPANY / NORTH TONAWANDA, N.Y. 14120
114 Years Of Musical Experience
"THE EAGLE HAS LANDED"

Lunar Lander™

The concept of Lunar Lander relates to one of the most exciting events in the history of man—the landing of the Lunar Module on the moon's surface. Now millions of people are given the chance to relive those exciting moments in history through Lunar Lander by Cointronics, Inc.

REALISTIC

For 25¢ the player is given five chances (or ten on 2/25¢ option) to land his Lunar Module in any of five flashing craters on a simulated moon surface. Each attempt is accompanied by flashing lights and actual Apollo communications, including the historic "Tranquility Base here; the Eagle has landed" for each successful landing.

IT'S HERE NOW

Lunar Lander was "Most Meritorious Game" award winner at the recent IAAP Show. It is doubtful that a more timely and more exciting game has ever been designed for the coin-op industry. But see the game yourself at your Cointronics distributor, or write or phone Cointronics.

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(The first of many new games being designed with you in mind.)
Coinmen In The News

The Wurlitzer Co. recently held three sales management meetings simultaneously in three different sections of the country—Portland, Ore.; Oklahoma City, Okla.; and Chicago. Field sales representatives Leonard Hicks, Karel H. Johnson and Robert Harding conducted the schools in Portland, Oklahoma City and Chicago respectively.


Attending the Oklahoma City school were: Charles Iarve of Patterson Vending Co. of Oklahoma City, Brooklyn B. Hamilton of City Vending & Music Co. of Bartlesville, Norman M. Leeds of R&M Music Co. of Tulsa, John G. Miles of End Vending Co. in Enid, Lee Whipple and Lynn Luddington of Northeast Amusement Co. of Woodward; Lyle Stone of Larry's Amusement Co. of Enid, Frank Wasmich of Western Novelties, Inc. of McAlster; Ronnie J. Anderson of Merchants Music Co. of Miami; and Thomas Decker of Lawton Novelty Co. of Lawton.

Attending the all-Chicago school were: Frank Woods of Eastern Music, John W. Strong of South Central Music, Terry Higgins and Charles Miller of Ashen Amusement, John Stani of Melody Music, Paul Folk of Western Automatic, Otto Hammonds and Mike Marks of National Coin Machine Exchange, John Bailey of General Music, Chairman C. Wallick Jr. of McGee Music Co., Frank Ortiz of Velasquez Automatic Music Co. and Salvatore Marrano of A. A. Swingtime.

Coming Events

February 3—New York Bulk Vendors Association, Sheraton Tenney Inn, New York City.
February 6-7—California Automatic Vendors Council Installation meeting, Vacation Village inn, Union Bay, San Diego.
March 4-7—National Vendors Association Convention, Sheraton Hotel, Chicago.
March 20-21—Alabama Automatic Merchandising Council—Mississippi Vending Association joint meeting, Broadwater Bench Hotel, Biloxi, Miss.
April 3-5—National Automatic Merchandising Association Conference, Anaheim Convention Center, Anaheim, Calif.
April 10-11—Wisconsin Automatic Merchandising Council—Mississippi Vending Association joint meeting, Quality Court Motel, Madison, Wis.
April 17-18—Tennessee Automatic Merchandising Council annual meeting, River Terrace Motel, Gallatin, Tenn.
April 17-18—Indiana Vending Council meeting, Holiday Inn, Indianapolis.
April 30—May 1-4— Illinois Automatic Merchandising Council meeting, Lake Lawn Lodge, Delavan, Wis.
May 8-9—Automatic Merchandising Council of New Jersey meeting, Holiday Inn, Atlantic City, N.J.
May 15-16—Ohio Automatic Merchandising Council meeting, site to be announced, Columbus, Ohio.
May 23-26—National Industrial Recreation Association national conference and exhibit, Denver Hilton, Denver.
May 24-27 — National Restaurant-Hotel-Motel Convention, International Amphitheater, Chicago.
June 12-14—North Central Automatic Vending Association and South Carolina Vending Association, Charleston, S.C.,
June 13-14—New York State Automatic Vending Association meeting, Grossinger’s, Grossinger, N.Y.

Executive Turntable

Richard E. Stuke, who has been appointed director of marketing for Fischer Manufacturing Co., Inc., a subsidiary of A.G. Spalding, a subsidiary of A.G. Spalding, a subsidiary of A.G. Spalding, will assist in directing the distribution policies and product development plans for Fischer, in addition to directing the marketing activities of the company.

1. ADD-A-BALL
2. EXTENDED PLAY
3. NOVELTY

King Rex

5-Ball Play

New SHIFTING SPECIAL LIGHT

When REX is hit, special light travels between Left Side Rollover, Right Side Rollover and Center Target, each scoring SPECIAL ** if hit when lit

ONE DOZEN 1000-POINT HITS

KICK-BACK FEATURE

When KICKER light is lit, ball shot into Left Out Lane is KICKED BACK onto playground for continued scoring action

30 WAYS TO BUILD SCORE

King Size COLLECTIONS

Three-way operating flexibility plus 30 exciting ways to score add up to fattest earnings ever seen in the non-replay field. Get your share of king size collections. Get Bally KING REX today.

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.
Brunswick Expert
* Continued from page 73

peat at distributors' showrooms and at operators' locations, showed some of his 150 trick shots and probably offered over 100 tips for running a billiard play.

Carew, who works for the Brunswick Corp., has been on national television programs (most recently the Johnny Carson Show) and has won world titles. He is not modest. Nor is he backward about the products for jukebox operators in the coin-operated and bars, table field. Schools, hospitals, colleges, rest homes, apartment buildings, museums—all are untapped markets for both coin-operated tables or non-automatic units, in Coran's view.

Carew said people should always shoot slow and easy. "Don't try to kill the cue ball. Put chalk on your cue very lightly. Grip the cue stick lightly, too. Has anyone here tonight seen me shoot hard?" he asked the audience at World Varsity.

To drive home his point about shooting, Carew lined up six balls in front of an object ball near a pocket. He then announced that he would knock all six and hit only the object ball. He did. Because after he shot he used his cue stick as a "broom" and swept each of the six balls out of the path of the cue ball. The audience roared its approval.

S. C Charity Drive
* Continued from page 73

Hal J. Shinn, chairman of the program, said that two-thirds of the distributors cooperate with the local March of Dimes chairman and coordinate efforts with the local drive and provide operators with information and displays on the machines.

The local chairman of the March of Dimes campaign is Dr. C. A. Harrison of the community's largest doctors. He is determined not to let the object of the campaign be lost on the floor of the church. The local and national advertising agencies will be used to keep the picture.

people can patronize the bar. This makes the location management very happy.

Operators Fighting Royalty Proposal
* Continued from page 73

change for use of copyrighted music.

Price urges operators to request their senators to push for the Senate adoption of House Bill H R 2512. The music operators object to a proposal by Senator Harrison Williams (calling for another royalty for recording artists and adding $1 to the annual fee), any proposal for a periodic review of statutory royalty rates and a separate sub-committee proposal (calling for a 50 cent per-machine per-year annual registration fee).

Senator will be asked to propose: The so-called "Williams Amendment" to the Copyright Revision Bill, S. 543, 91st Congress, any new provision for periodic revision of the jukebox royalty that is specified in the bill and any additional registration for jukeboxes.

A suggested petition from operators states, in part: "The Wil-
Now you can change your jukebox as often as you change your records.

It's possible with the Rowe Trimount. (Even if it's not entirely practical.)
You see, the Trimount can be fitted with five different front panels. And three different top grills. So, all in all, this jukebox from Rowe can look like fifteen different machines.
Looks are only one reason to buy the Rowe Trimount. Some of the others include exciting features like our new SST amplifying system. The automatic switch that always makes sure your Trimount machine is ready to play after servicing.
And then there's our award winning dry lubricant system—guaranteed for five years. Plus sintered gold points that don't pit, corrode, or tarnish.
Ask your Rowe man about the Trimount, soon. It's the jukebox that's fifteen machines in one.

Rowe international, inc.
A SUBSIDIARY OF TRIMOUNT INDUSTRIES, INC.
75 TROY HILLS RD., WHIPpany, N. J. 07981, TEL. (201) 887-4800, CABLE: ROVENO
NAMM Seminars Will Illuminate Rock Music

CHICAGO—So you think you're tuned in with the rock music currently exploding across the country? If you are, you should be able to identify the instrumentation of the following groups, discounting the rhythm section: Santana, Blood Sweat & Tears, Lighthouse, Chicago, Mothers of Invention, the Who and Young-Holt Unlimited. These and many other questions will be answered at the regional seminar of the National Association of Music Merchants in Dallas Sunday and Monday (18, 19). The questions will be

B&J Bows A New Line

NEW YORK—Biegelstein & Jacobson Inc., national distributor of instruments and sound equipment, unveiled a new line of imported high-price guitars, an organ line, and a new amplifier speaker system here Monday (12). The new line includes Absolute II 600-watt amplifiers with two separate cabinet speaker units, each with two 15-inch speaker units and two compression horns. Retailing at $4,000, it is said to be the most powerful system available.

Sales manager Austin Lempitis handles new line of Kent and Eastman guitars, which are all custom quality line from Spain ranging from Jose Ramirez models priced at $775 to guitars retailing for $1,200. A line of electric organs manufactured in Italy have also been added to the B&J line. This is all part of a move to establish B&J as a full range firm, said Lempit.

14,000 Items In Wexler Catalog

CHICAGO—The 50th anniversary catalog of David Wexler & Co. featuring 14,000 items is now available. Included is a rapid index on the front cover which enables instantaneous location of any item in the catalog. The catalog features over 500 pages of accessories, musical instruments, sheet music, educational features, and a large selection of miscellaneous supplies. There are many new selling ideas and merchandising programs. The book contains complete and detailed descriptions of all items and lavish illustrations. Dealers not attending this year's NAMM show will receive a self-mailing catalog. A complete mailing list may obtain copies of the catalog from Dept. 1A, Wexler Co., 823 S. Wabash Ave., Chicago.

Music In Print

New York—Hanover also has a book titled "A Best of Popular Music," containing some of the finest songs of Jim Weir, Bobbejaan and David, Leonen and McCartney and many others.

Progressive Rock

Big 3 has printed the "Led Zeppelin II" folio containing all of the songs of the newly released LP (12), several color pictures and a biography of each of the group's members.

Hanover's book "Cream Complete" contains all but three or four of the songs recorded by the new defunct group. "Cream" also has "Steppenwolf" and "B.B. King—Why I Sing the Blues" in folio form. It is available in any of the songs written by Simon and Garfunkel and three other songs written by Simon (as Paul Kauk) but not recorded by Simon and Garfunkel. One, "Carlton Dominguez," was recorded by Simon under the name of Paul Kaue on a single released on his own label, Trieste, some years ago. Warner Bros. has a sheet for "The Times They Are A Changin," and other songs (See "Tell It on the Mountain," "Roll," "Go Tell It on the Mountain," "Sh-Boom," "You and Me," "Ruby Baby," "Catskills Mountain Boy," "Poor Hearted Mommy," "Yakety Yak," and "Spanish Harlem." Big Seven has a folio called "82 Most Popular Sing-a-longs," which includes such songs as "Adios," "Dazed and Confused," "Oh, Susie" and many others. The folio is not available in large quantities.

Notes:

Eileen Michael has been the right arm of the Hansen operation for three years. She is one of the few people in the organization who really knows today's music market. Unfortunately for Hansen she will be leaving them to accept a position with Warner Bros. at the beginning of February. It looks as though the entire sales arm of Warner Bros. will now become one of the major forces in the sheet music field at the record company has become one of the tops in its field. Perhaps we will see a Buffalo Springfield or a Neil Young folio after all. Music store owners and racks: drop a line to Billboard for Music in Print and tell us how you like the column. Thought Lattam at Carl Fischer's in California and Maxwell Magnell at Magnell in Miami read it, how about you.

When you go on TV you'll come-face to face with many of America's top sound engineers. Most of them prefer E-V microphones. Find out why at your Electro-Voice dealer's today!


Electro-Voice, Inc. It's the fastest growing name in professional sound equipment. 9300 Chicago Ave., Des Plaines, Ill. 60018. Please send me the Electro-Voice microphone brochure. I'm also interested in E-V musical instrument loudspeakers.

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When you go on TV you'll come-face to face with many of America's top sound engineers. Most of them prefer E-V microphones.

Find out why at your Electro-Voice dealer's today!

Electro-Voice, Inc.

In musical instruments, microphones, high fidelity, musical instrument loudspeakers and reverberation systems.

JANUARY 24, 1970, BILLBOARD

Coming Events


February 15-16—NAMM regional seminar, Regency-Hyatt House, Atlanta.

March 1-2—NAMM regional seminar, Marriott Motor Inn, Philadelphia.

March 6-10—Music Educators National Conference, Conrad Hilton, Chicago.

March 11-13—NAMM regional seminar, Marriott Motor Inn, Chicago.

April 12-14—NAMM Western Seminar, Century Plaza Hotel, Los Angeles.

April 26-29—American Music Dealers Industry Exhibits (AMDIE), Las Vegas Convention Center, Las Vegas.

July 6-9—NAMM annual convention and exhibit, Miami Beach Convention Center, Miami Beach.

June 28-July 1—Consumer Electronics Show, American and New York.
NAMM Seminars Will Illuminate Rock Music

- Continued from page 80

they disbanded) used amplified brass plus various electronic techniques; The Who’s bass player also doubles on French horn; and the Young-Holt Unlimited uses full orchestration on its records.

If you did well on that part, can you identify the following people: Frank Zappa, Joe Zawinul, Larry Coryell, Wayne Shorter, Charles Lloyd, Jean-Luc Ponty, Lew Soloff, Fred Lipsius, Mike Bloomfield, Bobby Colomby, and Paul Butterfield? All of the above have large following among different segments of the youth market.

Other questions the regional seminar will answer include: Can you name three published texts on improvisation; and three on arranging? What is the University of Wisconsin’s decision on its football marching band? What is your local school music department’s attitude toward jazz and rock music? Are you as a dealer doing anything about jazz and rock and the school music program?

What do you know about musical kindergartens? What is a Suzuki system? What is the Carl Orff system? What is a sound modifier? What is a music synthesizer? Is it available for music dealer distribution? At what age can youngsters learn guitar? How many pounds of pressure is generally required to depress strings? Are youth music and serious music incompatible?

Is the Music Educators National Conference (MENC)? Does the MENC advocate the use of the guitar in the classroom? What is the average percentage of students involved in school instrumental music from kindergarten through eighth grade. Ninth through 12th? College and university? What is the national ratio between school musicians and out of school musicians in the same age groups? Do you as a retailer have a youth music board to counsel you on young people’s music?

What is your state music supervisor’s name? How do federally funded programs involve local school and community music activities? What are some schools doing to overcome lack of funds created by decreased tax referrals?

Cassette Tapes 25% of Billings

- Continued from page 18

programming, the mixed program, featuring new artists. “This type of tape sells ten times the average of a tape devoted to a single performer, and runs around 1,500 copies,” Paradio said. “This is maintained by the special automobile environment. Car dealers drove a tape which offers the same variety as a radio program.”

“Classical music cassettes,” continued Paradiso, “constitute a

New Cassette Head

- Continued from page 19

quency response from 50 to 12,000 Hz at 1.875 in. Inductance is up to 300 mh. They will be available in 16 different models. Currently available are the bi-directional ZW41 and ZW21, along with a Model WZ2R for language.

Leonard Kronfeld, chairman of the board of Norronics, said the decision to enter the cassette head market was based on an increasing demand for conventional cassette heads.

far from negligible slice of the market. The demand is, in fact, quite high, during certain months accounting for more than 15-20 percent of the turnover in tapes. And this market is one destined to develop parallel with that of the development of reproducing equipment.”

Phonogram cassettes are sold not only in record shops but also in Essex service stations, the cassette bought from Essex stations cannot be traded in for a new one.

“Esso stations,” said Paradiso, “are sales, not promotional outlets. As of now, our tapes are sold in 340 stations, but we hope to extend them to 300.

“A good Esso distributor chalks up cassette sales equal to those in a good record shop.”

Auto Cassettes Sales

- Continued from page 18

ditionally, the units were 80 percent defective out of the box, and nearly 100 percent defective when parts failed or other problems developed in operation.”

A manufacturer said: “There have been no great auto cassette problems beyond customers not reading instructions and messing something up.”

While auto cassette sales are nothing to brag about, the 8-trackers feel they’re in the driver’s seat, especially with a stereo unit with FM stereo combination under $100.

Motorola Riding High

- Continued from page 19

sold by retailers in the estimated price range of $19 to $24.95. There is also the TRC50 which features a solid-state chassis, a separate 5 1/2-inch external speaker and push button selector controls. Estimated price range is $34 to $37.

Gentryst said that compact size and ease of installation are among top features offered in the FM auto sound series.

THE CORDOVA Concert classic guitar is made from superb timber and has blond curly maple and spruce. The neck is made of three piece mahogany with rosewood fingerboard. Other features include: 19 nickel-silver frets, wood inlay with celluloid outlaying the frets, and white drumhead, and color oval buttons. The guitar is available from David Wexler & Co. of Chicago.

THE CORPORATION Concert classic guitar is made from superb timber and has blond curly maple and spruce. The neck is made of three piece mahogany with rosewood fingerboard. Other features include: 19 nickel-silver frets, wood inlay with celluloid outlaying the frets, and white drumhead, and color oval buttons. The guitar is available from David Wexler & Co. of Chicago.
Cap Drive on Apple Singles
TORONTO—Capitol Records plans to launch a sales drive on all Apple singles beginning Feb. 7. The “Basket of Apples” campaign will be a permanent catalog item for the company and be unique in Canada. The sessions were done in the presence of the president, 4:52 p.m. Apple catalog to date and includes product by the Beatles, Mary Hopkin, James Taylor, Plastic Ono Band and Billy Preston.

For display purposes in the campaign, Capitol has designed a special display basket which holds up to 75 singles.

LENNON BOOK INTO PLAY
TORONTO—John Lennon’s "In His Own Write" will have its Canadian premiere at the Montreal, Thursday, (23). The adaptation of Lennon’s best selling book was first given a performance by Britain’s National Theatre in 1967, then later revised and expanded and added to the National’s repertoire by the theatre by the Montreal English Theatre in association with the Church of the Holy Trinity.

CHUM’S Planned Disk Move Draws Alarm and Attack

By RITCHIE YORKE

CHUM—The announcement by Top 30 station CHUM to enter record production has created concern with record companies.

"It’s a sheer case of conflicting interests,” said one record company spokesman. "The station can’t help but end up using their facilities to promote product that they are putting out together."

The decision to go into both record and record publishing production was announced by Alan Waters, president of CHUM Ltd., who said that the station had acquired the Montreal based Winterly and Sommerville music publishing business from Bob Hahn and Brain Chatte.

Waters said that CHUM’s first record-produced disk under license to a record company as yet to be designated will be announced shortly.

Larry Solway, CHUM’s vice president in charge of creative development, will become executive head of the new operation with Chuter set to become operation manager.

Although a few record companies had hinted rumors of CHUM’s expansion into the record production field, most were taken by surprise with some hesitation to comment on the development until CHUM revealed more details of their new enterprise.

With one million listeners and a station having the second largest radio audience in Canada, CHUM is looked upon as having a heavy programming influence on a number of Top 30 radio stations across the country.

CHUM’s involvement in record production is believed to be unprecedented in this country although some stations in the past have known to put together albums of old hits for either profit or charity.

"This situation is entirely different," said one record company spokesman. "CHUM will be signing his artists and recording their artists for possible airplay on their station.”

From The Music Capitals of the World

TORONTO—Capitol set to release a pop sampler, "One Night of Capitol," Monday (26), backed by 60-second spot on 15 radio stations across the country.

The LP includes selections by Joe South, Tom Jones, Peter, Paul & Mary, Train Robbers, John Stewart, Steve Miller Band, The J. Geils Band, the Hollies, Charly, and others.

Album’s suggested price is $5.00. Capitol hopes that with the busy fall nights and concerts, John Cap will be signed with his open fall tour, "The Last Waltz Tour and Concert," in which he will be supported by his own band and several special guest artists.

London releasing product by Yankee Cowmen, Capitol is touring the country to promote their new single, "I Must Have Been Blind."

"Motherlode’s "What Does It Take" chart stopper at CKRL and CFTY, Kirkland Lake. Guess What, "No Time" in the top spot at CFQX, Montreal.

CHUM—"On the Box" TV special headlines Revolution’s Mo Koffman and Capitol’s Edward Bear, Monday (26). Musical arrangements in the show are by Doug Riley, Rick Williams, and the Nioe.

Several network features Lighthouse in a variety show, "Today Makes Me Nervous," Feb. 8. Alan Small, former CFRD disk jockey and now a radio-TV instructor at Roosevelt Institute, joins Second City at the top spot at the ABC, "I Want My Man" and "We All Love Aleck," now a tour of the country's largest ABC stations.

Appearance of The Band, Jan. 17, 1971, Musery Hall preceded by numerous concerts launched by Capitol in a series of southern Ontario radio stations. Even though "He Ain’t Heavy, He’s My Brother," the song is a hit singles record at Top 10 in most major markets.

Sydney Newman, who left the CBC 11 days ago to head the drama department at ABC, Great Britain’s largest commercial TV station, back in the country as special advisor to Pierre Laporte, the Quebec Television Commission. Tiny Tim and Miss Vicki, a feature in the Hook and Ladder Club Feb. 23, have just been signed to record on ABC radio. Loretta Lynn, who signed with Columbia, back to the Billboard at No. 2, and the Electric Circus, Jan. 7, and signed $10,000 for the Parkinson (Continued on page 85)
Latin Boost

Veteran music publisher Angel I. Fonfrías, general manager and founder of Peer International of Puerto Rico, San Juan, proved very optimistic on the prospects for 1970 in the Latin field.

His office in San Juan, opened in 1950, now covers all of the Caribbean area for Peer. The market of neighboring Dominican Republic (one hour away by jet from San Juan) has proven a bonanza in recent years.

Four tunes by Dominican composers were all winners in 1968 & 1969 Festivals of Song: "Por Amor," "Canta Mundo," "Habla un Mundo Nuevo" and "Por Caridad" and proved a tremendous asset to promoting Latin music around the world.

Fonfrías considers that the most promising phase of music publishing in the Caribbean is the number of young composers, who, as Fonfrías explains, "our mostly musicians in their own groups and combos, that are sales-insurance for 1970 and many years to come."

Caracas—The second International Latin Songfest in Mexico March 10-14

LONDON—Second reading of a bill to amend section eight of the Copyright Act, with reference to gramophone record royalties for composers, will take place in the House of Lords on March 5, an official said in London.

The bill, introduced by Lord Willis Dec. 11, calls for abolition of the present 6½ per cent royalty in favor of a minimum royalty of one and one half per cent of the sale price.

The bill also provides for a review of the royalty rate every five years, and in accordance with the rise or fall in purchasing power of the pound. Willis' concern arose from the June issue of the Songwriters' Guild which, and the December issue appeals to Guild members to lobby both houses of Parliament through private letters to Lords and MPs.

According to the Guild News, "Copyright owners have suffered severely for many years because their royalties have not risen enough to compensate them more adequately for the loss in the value of money during the past 41 years." The royalty rate last was fixed in 1928.

Ertegun in U.K. to Talk on Expansion

LONDON—Atlantic Rec. president Ahmet Ertegun was in London last week to confer with newly appointed U.K. label manager, Phil Carson, and to begin expansion of Atlantic's Guild here—to supervise the company's European operations.

As yet, no names have been named, but new personnel will be added within the next few weeks. One role to be filled is that of promotion man to accompany the company's acts on Continental tours.

"A major factor behind the expansion,” Ertegun said, "is the strong impact British talent has made on the U.S. music scene and on the fortunes of Atlantic Recs."

Of the five numbers one setting albums Atlantic released in the U.S. last year, three were contributed by Led Zeppelin and Blind Faith. And also in 1969, Cream earned two gold records for million dollar sales on "Goodbye" and "Best of Cream."

The addition of company personnel is also aimed at solidifying Atlantic's London office in preparation for the day when the company's contract with Polydor U.K. expires. Nesuhi Ertegun, executive vice-president, is in London this week-end and next month.

(Continued on page 86)
The 2nd Annual International Music Industry Conference

Sponsored by Billboard and Record Retailer
April 26-May 2, 1970
Palma de Mallorca, Spain

CONFERENCE PROGRAM

MONDAY, APRIL 29
9:00 a.m.-9:30 a.m. SESSIONS ON INTERNATIONAL MUSIC INDUSTRY TRENDS
Talk A. The Future of Music Publishing in Japan—The Viewpoints of a French Independent
Talk B. The Future of Rock Publishing in Japan—The Viewpoints of a Cooperative of Music Makers
Talk C. An Examination of Direct Selling to the Consumer: Direct to Home, Newsstand, and Convenience Store

Session 3 TAKING A FRESH LOOK AT METHODS OF MARKETING RECORDS IN EUROPE
Talk A. The Future of Rock Jobbing—The Viewpoints of a French Independent
Talk B. The Future of Rock Jobbing—The Viewpoints of a Cooperative of Manufacturers
Talk C. The Means of Selling Directly to the Consumer: Direct to Home, Newsstand, and Convenience Store

Session 4 JAPAN—THE WORLD'S FASTEST GROWING MUSIC MARKET
Talk A. Understanding the Special Problems for The Music Industry in Japan
Talk B. Programming Report From the Japanese Market
Talk C. Methods of Marketing Music in Japan

Session 5 INTERNATIONAL DEVELOPMENTS IN COPYRIGHTS
Talk A. Implementations of the Proposed Revisions to The International Copyright Convention
Talk B. Proposed Revisions In The U.S. Copyright Laws and Prospects For Their Enactment

TUESDAY, APRIL 30
9:00 a.m.-9:30 a.m. CONCURRENT SESSIONS
Each registrant will select two of the following five sessions to attend.

Session 6 HOW TO MAKE SERIOUS MUSIC profitable
Talk A. Reexamination of Industry Practices For Recording Classic Music
Talk B. Applying Pop Promotion Techniques To Classic Music
Talk C. New Styles In Modern Compositions and Their Sale Potential

Session 7 POTENTIAL OF SPECIALTY MUSIC
Talk A. Opportunities For Country Music
Talk B. Growth Potential of Soul Music
Talk C. Market For Selling Regional Music In Various Territories of the World

Session 8 THE POTENTIAL OF THE AUDIO-VISUAL CARTRIDGE PART I (FOR VIEWPOINT)
Talk A. The Potential Of The Change To Multimedia Distribution
Talk B. Effect On the Industry of Record Companies Owning Retail and Wholesale Enterprises

THURSDAY, APRIL 30
9:00 a.m.-9:30 a.m. CONCURRENT SESSIONS
Each registrant will select two of the following five sessions to attend.

Session 9 DEVELOPMENTS OF MUTUAL CONCERN FOR COPYRIGHT OWNER AND RECORD COMPANY
Talk A. What Is The Impact of Key Provisions in New Copyright Law Between Copyright Owners and Record Companies in Europe
Talk B. How and When To Pursue International Litigation on Plagiarism
Talk C. Collecting On Unclaimed Copyright Fees in Other Territories

Session 10 THE IMPACT OF THE YOUTH REVOLUTION ON ENTERTAINMENT
Talk A. The Impact of The New Main Festivals—Woodstock, Isle of Wight
Talk B. What Does Youth Respect In Films
Talk C. Creating A Controlled Environment For Performance of Contemporary Music

WEDNESDAY, APRIL 28
9:00 a.m.-9:30 a.m. CONCURRENT SESSIONS
Each registrant will select two of the following five sessions to attend.

Session 11 TRENDS OF GROWING CONCERN TO THE MUSIC INDUSTRY
Talk A. What Can Be Done About Commercial Counterfeiting, and Counterfeiting of Recordings
Talk B. How To Deal With the Problem of Home Dubbing
Talk C. What Should the Industry Do About Obsolescence in Lyric, Packaging, or Advertising

Session 12 HOW TO GET BETTER RESULTS IN WORKING WITH EUROPEAN, RADIO AND TV PROGRAMMING—PART II
Talk A. As Viewed By ORTF
Talk B. As Viewed By British Radio

Session 13 THE POTENTIAL OF THE AUDIO-VISUAL CARTRIDGE PART II—FOR VIEWPOINT
Talk A. The Marketing Approach To Be Taken By Companies Whose System Will Be Pre-Recorded Programs
Talk B. As Viewed By ORTF
Talk C. As Viewed By British Radio

Session 14 COPYRIGHTS AND LEGISLATION Affecting the Music Industry—PART II
Talk A. In Indonesia, Australia, and New Zealand
Talk B. In Continental Europe
Talk C. What Are the Worldwide Trends In the Establishment of Neighboring Rights

Session 15 CHANGING DISTRIBUTION PATTERNS FOR RECORDS IN THE U.S.
Talk A. Effect On the Industry of Record Companies Owning Retail and Wholesale Enterprises

Session 16 SELLING TAPE SYSTEMS IN EUROPE
Talk A. The Forecast of the Future
Talk B. Sale of Cartridge—A Forecast of the Future
Talk C. Developing Consumer Acceptance and Sales For Tape Distribution

Session 17 THE GROWTH AND IMPORTANCE OF THE INDEPENDENT PRODUCER
Talk A. The Changing Function of the Independent Producer
Talk B. As Viewed By An Independent Producer

Optional Afternoon Programs—Market Information Seminars
On Monday, Tuesday afternoons from 3:00 p.m. – 5:00 p.m. and Thursday afternoon from 2:30 p.m. – 3:30 p.m., there will be historical and informal meetings. In various rooms at the Palace of Congress on a specific schedule for the three days, there will be authorities from each major market in the world. There will be no speeches. Prepared with extensive facts, they will be available for questions from any registrant about opportunities, sales, market conditions, restrictions in their particular area. Over twenty-five countries from every part of the world will be represented. Each registrant can select the country or countries in which his company is interested and, in one afternoon, get a thorough orientation on the sales potential in and approaches to entering a particular market.
From The Music Publishers of the World

**International News Reports**

**Holidays Offered in Philips’ Sales Drive**

LONDON—In an imaginative sales campaign, Philips is offering dealers free holidays at centers of their own choice as the incentive for bulk orders of catalog material during January and February. Alternatively dealers can opt for special discounts, dependent on the level of stock ordered.

The offer runs from Jan. 5 to Feb. 28 and applies to catalog material released up to Dec. 31, 1969, cassettes and accessories. It does not include singles or releases from companies distributed through Philips.

Qualification for the scheme will be a minimum order of $240 excluding freight charge. This will mean receiving holiday vouchers at the rate of $3.40 for each $24 of product purchased. Subsequent orders at a minimum value of $200 will qualify for vouchers at the same rate.

As an example of what the scheme offers, a $168 order will bring a weekend in Paris, plus cover 50 percent of a week’s holiday in Spain, or 30 percent of a holiday in Italy. The holidays will be booked through Philips’ Century Travel Agency, and vouchers will remain valid until Oct. 31.

Sales manager Geoff Hunington said: “We believe that this is the most ambitious scheme so far understood in the record industry and Philips will be examining the results closely to decide whether there should be further schemes on similar lines.”

In Hunington’s opinion the Philips scheme scores over offers made by other companies in that dealers are not restricted to selecting a pre-determined range of releases or taking a predetermined package.

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MANILA

The editors of new offices of the Filipino Society of Authors, Composers and Publishers (FILSAP), now in its third week, have announced that the society will hold an open contest for a new head of the publication organization. The contest was established to fill the position of head of the creative services department, which replaced the late Los Cocks, who is moving over to the new Manila office as a producer. Prior to his time at MCA Prince, he was promotion manager of MGM in London. Prince is alsoMMG’s new head of promotion.

(Continued on Page 86)

**Lib/UA Accord With Clearwater**

LONDON—Agreement has been reached, although not formally signed, between Liberty/UA Records in the U.K. and Clearwater Productions, the management agency outfit for folk artist Joni Mitchell. September, which gives the record firm first option on groups handled by Clearwater.

Clearwater Productions directed by John glasses Smith, Max Taylor, Wayne Bardell and Richard Thomas formed the management and agency firm. Groups handled by Clearwater include High Tide, which already has a Liberty LP, "Sea Shanties" released; Trees and Skin Alley, both signed to CBS; and Hawkwind and Cochrane, first singles in the new deal with Liberty.

The deal also involves the formation of Clearwater Music, a new publishing concern affiliated to United Artists Publishing. This will be open to groups not yet signed to other publishers.

**First of RCA’s New Series Out**

LONDON—First releases in RCA’s Stereo Action series of album material in the recently acquired Audio Fidelity catalog will be available Friday (30).

The five albums, which include the series, are Dick Scary’s Percussion Pops Orchestra, The Ray Martin Orchestra, and the Orchestra of the Royal Hambledon Big Band and a Stereophonics Demonstration and Sound Effects record. Retail price is $2.39.

(Continued from Page 82)

Disease Association. Kenny Harris recently moved to Vancouver, Canada, to work on the production and music publishing aspects of several nightclub acts including Gene & Pinky Steele who headlined Orillia’s Grand Hotel to sell-out crowds from Jan. 31 to Feb. 15. He recently produced the recording of "Let Me Love You" for the London-based back-up singer, Rani Thrubmore, and has scheduled engagements at the Bonaventure in Montreal during Feb. 23 to Moody Blues, "2 oz. To Our Children’s Children” LP the first product of the recently formed RITCHIE YORKE.

**Hamburg**

Metronome is tying in with the Raccal’s European tour by releasing an album by the group.

Drafi Deutscher’s single "Wurten garten" was included on the LP and copies are getting strong airplay. "R.B. Greave’s "Take a Letter Maria" is being promoted as a spiritual reissue tape by Metronome. A German cover of the NBC hit "Black Jack" was accepted by the music magazine as a "Top 10." Metronome has issued another low-price, (5 Mark) classical album in the "Golden Voices" series featuring Frank Voetler, Peter Anderson, Sigrid Orecch, Kees Plaggen- stud, Helge Runowskine and Mar- cett Winkler. Metronome has also released 20 more musiccassettes in the "Musik der Welt" series, the total of titles is 118.

The Hamburg Opera House, and opera house in Florence is managed by Metronome. John Loder, the London star, has booked "Our Man in Havana," directed by Edward D. Downes as his premiere at the Majorstude theater Dec. 31.

For its 20th anniversary the South West German Chamber Orchestra will present a competition contest with a prize of $12,000.

Decca, Deutsche Grammophon invited the press to attend the archiving of the first complete recording of the cantata Endimione e Cintia by Alessandro Scarlatti. The意图 saw two arias recorded by Grete and Tatiana Troyanos, Teldeeva gave a press reception for the magnificent impressionists, and Stefani, who was elected as the best Singer of the group.

Richard Leopold, the French pianist, has recorded "Le Sacre du Printemps" by Igor Stravinsky for the label.

Ravi Shankar, the Indian sitar player, has recorded several LPs for the label, and has recently performed in the U.K. at the Royal Festival Hall. Shankar has recorded several LPs for the label, and has recently performed in the U.K. at the Royal Festival Hall.

**European Executive Turntable**

Oskar Drechsler, formerly head of production for Polydor, West Germany, has been named general director of Deutsche Grammophon.

After leaving Polydor, Drechsler, who worked with EMG in Ireland, Hary Christmas has been transferred to South Africa to become managing director of EMI Industries there, the first head of EMI in the country. As of Feb. 1 Roy Feuerstein has been appointed Managing Director in London. He has been theLondon post as manager of pop repertory and subsidiary operations.

On the company’s 3rd year, the company has a workforce of 13, where once there were 8.

John Hiseman will be the new promotion manager, to be assisted by Colin Buro, at present the promotion manager at Manchester Square. At the same time, John Howson will be the new promotion manager for London.

**JANUARY 24, 1970, BILLBOARD**
S&S Mounts Drive
Of Europa-Somerset

ZURICH — The S&S Rec-
ord Service, which took over
Swiss music rights from the Ger-
man Europa-Somerset catalog in
December, has been mounting a
major promotion campaign for the
repertoire with advertisements in the major Swiss
newspapers.

S&S has the rights to more
than 300 low-priced albums and
40 cassettes in the catalog of
European record companies such as
Miller International which in
turn, is owned by MCA.

Retail prices range from $1.50
to $2 and sales manager J.
P. Sollberger says: "Europea-
Somerset at $2.4 million is our
label in Germany, Holland and
Austria. Within a relatively short
period more than 15 million

records have been sold in these
countries.

"We are aiming to achieve
important sales in Switzerland and
our first promotional step was
the release of the album "Stereof Perfet," which
went straight to No. 3 in the Swiss album
charts.

"Sales over Christmas have
proved that there is a great
tendency in the market for a low-
priced product. The albums have
been released in a special
polyethylene wrapper and the ex-
cellence of the appearance of the product means that there are
great possibilities for selling al-
bums through rack jobbing out-
lets.

"Rack jobbing has never been
attempted in Switzerland but we
plan to enter this field very seri-
ously. We have done some test
marketing in the area and with
the great variety of material of-
tered by the Europa-Somerset catalog — embracing beat, pop,
classical, jazz and dance mu-
sic — we are confident that the results will be highly satisfactory."

Polish Drive to Expand Mart

WARSAW—ZAKR, the Po-
lish association of pop music
composers and lyricists, is
launching a campaign to open
foreign markets to Polish songs,
said its head, Renee de San-
ter, who represents the manager of
composer Marek SartZ.

Szteczkow has established a
special office in New York to
contact American, English and
French publishers.

ZAKR is also seeking changes
in the policy of manufacture
and distribution of Polish rec-
ords to help them reach a wider

audience.

Polish Award To Rodowicz

WARSAW — Marias Rodo-
wicz, who scored at the last
Opolie Song Festival with the
song "I Never Woke Up," which
has been acquired by Southern Mu-
sic, was voted Artist of the Year
television show. The award is
owed to the Polish Radio.

The annual poll is based on the
monthly ballot of Polish Radio, in
which disc jockeys of all 17
radio stations and hun-
dreds of listeners participate.

Voted group of the year was
Skalsje, which also won the
title last year.

Opole Songfest June 25 to 28

WARSAW — The Eighth
Opole Song Festival will be held June 25-28 in Opole, a
big folk music show and feature
music top Polish artists and
groups.

The third day of the festival
will feature an evening of clas-
sical songs and poetry and there
will also be a host of foreign
country music groups featuring top artists like
Niemen and Jerzy Poloniski.

These bands are con-
tinually marketplace for Pol-
ish songwriting and singing tal-
cents and is expected to be at-
tended by a number of foreign music indus-
try executives.

Spanish Industry Leaders See
Seventies as Evolution Decade

By RAFAEL REVERTE

MADRID — A continuing
expansion of the Spanish in-
dustry, a massive growth in the pre-
taped tape market and a sig-
nificant improvement in the quality of Spanish product —
these were some of the predic-
tions made by industry leaders
to look ahead to 1971.

"The Spanish market," said
Mariano de Zuniga, manager
of Fonogram, the leading distri-
butor, there will be a tremen-
dous development in the mu-
iscassettes field, due, on the
hand, to massive sales of play-
back equipment and, on the other
hand, a constant increase in the
quality of pre-recorded music
catering for all possible tastes.

De Zuniga predicted that recorded music will expand with LP's taking a larger share of the market, singles holding their own market share, becoming less and less important.

Better Product

He thought that Spanish product would have an increas-
ingly big impact in the future because of new tec-
niques, the development of more and more experienced na-
sional Spanish artists and the activity of a new generation of Spanish producers who are important for the tastes of young people.

De Zuniga added that the pre-
dicted expansion will prob-
sibly involve higher expenses for record companies because of the increased quality and a degree of quality in all stages of production. In this, in turn, will require a strictly
controlled financial policy," he
said.

Enrique Martin Garen, art-
tistic manager of Columbia Es-
paola, also predicted an ex-
ploration of Spanish music through the development of
the Seventies, "because Spanish art-
ist and writers are improving in each new generation.

He saw underground music becoming more popular as executions become more ex-
erienced and he thought there would be more American rhythms, spearheaded by
Brazilian music.

But the biggest stand will play a part," he said. "Particularly in our music, it is long too forgotten and ignored. And certaintly there will be exciting developments in electronic music.

Technological advances and a higher standard of living all round were cited as reasons why the Seventies would see contin-
uing expansion in the music in-
dustry. But said the artistic man-
er of Bertel Reber.

All music carriers — records,
First Gold for Polish Singer

WARSAW — Polish singer
Irena Slawińska, who celebrates her 10th year in show business, has broken an all time record for the album "Old Hits."

This is only the sixth gold record received in the Polish
industry, the others went to Ni-
emen, the group Go, Red Gu-
turis and Janeta Stępowski.

Gold record status in Poland is achieved by 25,000
Miss Slawińska's album has so far
sold 250,000.

From the Music Capitals of the World

Continued from page 85

English Subodho. Among them
are "The World We Live In,"
"L'Espoir" by Pierre de Castelnau,
"Fireman" and "People in Motion.
"The LP is getting clearance from
Pioneer Record Service, which
GMG as main distributor, for pos-
sible release in the Philippines.

The Philippine Bras Band
marketed in the Philippines by
Wilder's label. It's Wilder's first
venture in instrumental music. The
LP is dedicated to the "Philippine
National Anthems." Distributors
orders for "Pfad der Liebe," a work of San-
disse Budo, have mounted. In no
time it is expected to break to record
set by Swam artist Eddie Peregrina.

Wilder records has signed
new songwriters: Robert Medini,
who is now writing for the
Wilder's artists Edgar World and
Esperanza Fabio. "The organ music
fad is fast catching fire all through the country. The LP's of CBS artist Sergio Peres, where he paid for organ music albums using native musicians and
musicians from the Philippines or
Fonogram's organ player Kelly
Colonna. Colonna has recorded for
10th album for the label. "It is an
LP, "Music to Watch Girls By,"
and has been sold 60,000 copies.

Pioneer Record Service, in
recently released a special pro-
duction, using another Filipino or-
gan player, where he is still
wholesaling inlaces records after
the release of "The Filipino Music.
Later in December showed decrease as
in the sales of Decem-
ber. When the "Prayer of the
Rafael Garcia," and to the "national and municip-
lar" administration, starting this
year.

The Reader's Digest Rec-
ord Club has started a campaign for
as "Popular Music Hits" period,
which contains nine LP's recorded
by RCA and manufactured by

MAM's Profits Seen $48.4 M
For Period

LONDON — Management
Agency and Music group pro-
fits being processed are forecast by
chairman Gordon Mills as being
"not less than two million pounds" ($4.8 million) for the period to
the end of July 1970.

In his annual report, Mills
praised the "magnificent 1969" and
declared an annual dividend of 100
percent.

The profit growth of MAM has
been exceptional, bearing in
mind that MAM is basing its
result almost entirely on the
profitability of Tom Jones and Engelsberg Humphreys, re-
cently signed for a further six years.

Shares which went on the
market originally at $1.62 have now become worth more than
twice that amount and at the
der end of last week were valued
at $9.06 having put on an addition 50 following publica-
tion of Mills' report.

On paper, this puts a $43,-
200 price tag on MAM, by con-
tact has sold his share to
sured value of Jones and Hun-
phreys at $2.4 million a piece
seems to understate their
worth to the company.

Talk of Expansion

Continued from page 83

solidated a recording deal for Airforce with the Robert Stig-
wood companies. The proposed
Alpert Holand concert Jan. 15
is to be recorded, attended con-
ter according to David Zeppelin and Crosby, Stills
Nash and Young and hosted a reception at the Dorchester Hot-
el for some of Atlantic's Brit-
ish roster of present and produ-
ent producers and the press.

Rey Hotel Date

Continued from page 83

He added that a U.S. college
tour was also being considered.
D'Herger ran his own television
production company in Puerto Rico but has sold his share to
concentrate on Rey's manage-
ment.

International News Reports

Filipinos, the licensee in the Philip-
pine R.C.A. line, has released the sec-
ond LP of Filipino organist Rolly
callos Garcia "Rolly's Circle of
Girls By." It contains adaptations from the following albums and release includes selections from the music soundtracks for "The April Fool," "A Volcanic Romance," "Frome and Juliet," also on Columbia.

Soon to be committed to by Wilder Records is the film star Esperanza Fabon and Raul Aroguez.

OSKAR SALAZAR

PARIS

Festival has signed a second French-Chinese singer, Claude
Cheng, known as "Yoko," for a series of promotional concerts and television appearances.

Parize-Moore is giving special recognition to includes a spe-
cially imported John Coltrane rec-
ording on Columbia — "Impres-
sions," "A Love Supreme" and A World of Sound. Actor - singer
Serge Reggiani will have a new
Pablo album released later this month.

Jeanne Morisse is to receive a
Gold Medal from Georges Mouton for Polydor.

Tyler Gledson from Los
Angeles film will press an LP for
Deco RCA Vega. Chap-
ing Vidal is published by
D'Ay Co and is due to head his new pop music
record company, which will
be directed by Peter and
Mary and his group. The Pegac
has signed actress-singer-dancer
Fabiola Reis, who will record her LPs at the Michel Du-DOAZ. First release will be an
album recorded at the Casno de
Dow, that includes a prize songs
and a new LP of his prize songs
from 10 years ago a commen-
ment by Henri Chasins, author
of "Mariano SartZ.

MICHAEL WAY

WARSAW

U.K. group the Manauade play
four concerts in Warsaw Feb. 9
(Continued on page 86)
From Spain to the world:

JULIO IGLESIAS

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... In the RIGHT STATIONS

PROGRAM TYPES:

Pop.-Stand. (Popular-Standard music) ... emphasis on current hits excluding rock-n-roll with some standards.
Stand.-Pop. (Standard music) ... emphasis on standards with some current hits excluding rock-n-roll.
Stand. (Standard music) ... current or stock versions of standards.
Contemp. (Contemporary music) ... mostly rock-n-roll.
R & B (Rhythm and blues music) ... mostly Negro-oriented "Soul" music.
Contemp.-Pop. (Contemporary-Popular music) ... Rock-n-Roll and other current hits, emphasis rock-n-roll.
Pop.-Contemp. (Popular-Contemporary music) ... approximately equal mixture of rock-n-roll and other current hits.
Album ... mostly music of a subdued nature, lush orchestral and instrumental.
Show & Movie Music
Jazz Music
Classical Music
Country & Western Music (Modern usually indicated as Modern Country Music).
Ethnic ... usually identified by ethnic type.
Talk-Int.-Disc. (Interview and/or discussion program).
Talk-Tel.-Part. (Telephone participation by audience).
Talk-Serv. (A service program such as farming program, swap shop, health or beauty, exercise, etc.)
Talk-Info. (Other than news, sports or above categories).
Religious
Drama

The format, of course, affords the stations opportunity to further define their program types through explanation or through examples of musical selections.

PERSONNEL ABBREVIATIONS:

Pr — President
EVP — Executive Vice President
VP — Vice President
GM — General Manager
SM — Station Manager
AGM — Assistant General Manager
SM — Sales Manager
GSM — General Sales Manager
NSM — National Sales Manager
OpM — Operations Manager
OpC — Operations Coordinator
ND — News Director
PD — Program Director
PM — Program Manager
PC — Program Coordinator
WM — Women's Manager
MuM — Music Manager
PD — Promotion Director
PM — Promotion Manager
PdM — Production Manager
MG — Merchandising Manager
BuM — Business Manager
Tm — Traffic Manager

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New York, N.Y. 10036

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OVERALL FORMAT

COVERAGE of all areas of information. Experienced as a afternoon drive drive 3:00-6:00 PM. Written and/or created by editors with experience in radio programming. Covers key areas such as: Live Music, News, Talk, Sports, Traffic, Weather, Contests, Engineering, Programming, Sales, and more.

OVERALL FORMAT

Radio News Radio is the leading source of information for radio stations and programmers. It is the only magazine dedicated to radio programming.

With Program Formats by TIME SEGMENT

Programs by format, including News, Talk, Sports, Traffic, Weather, Music, and more. Each format is broken down into segments, providing a detailed overview of programming.

Overall Format

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CREEDENCE CLEARWATER REVIVAL—WHO'LL STOP THE RAIN/TRAVELIN' BAND

(PROD. JOHN FOGERTY (WRITER: FOGERTY) (SONATA, BMG-3) Two more blockbusters side by side from the consistent chart winners. With equal sales and chart potential for both sides, the first side has the best and feel of their trio, while the flip is a wild blue cheese that could take over! **Fantasy 637**)

STEVIE WONDER—NEVER HAD A DREAM COME TRUE

(PROD. HERB HENDERSON (Writers: WONDER/COLBY) (JABOHE, BMG-Wonder follows up his smash "SYNERGY," Vмесным гранью, with an equallyTDING and raucous country flip. The TMF workout! Flip has potential plus! Flip: "Somebody Knows, Somebody Cares" (JABOHE, BMG) TAN 34 911)

**BOBBY VINTON—ELUSIVE DREAMS**

(PROD. ANDY ANDY (Writers: VINTON/ANDY) (BMG-Mix first for the year, Vinton has all the ingredients for a big one in this com- pending, countrified ballad. One of his top performances, it will hit hard and fast. Flip: "Here and Now" (STILLMAN, BMG) EAGLE 16754)

ANDY KIM—A FRIEND IN THE CITY

(PROD. JULIE KIM (Writers: KIM/JULIE) (BMG) Kim kicks off the new year with a sun-filer flip for his "I'm So Good Together." Canny lyric line behind the rhythm ballad and a strong performance. Flip: "You (What's Happening)" (JAPAN, BMG) STEDMAN 233)

THE CLIQUE—SPARKLE AND SHINE

(Writers: McCARTNY, WALTER, BARRY, GEDDE-BARBER, BRIAN, BMG—Following up her "Make Your Own Kind of Magic," Mame Cole has a hit on her hand in this timely disco-ball rock ballad with meaningful cue. Will prove a big one! Flip: "Blow Me a Kiss" (ROBBIN, BMG) ROLL 4235)

**MAMA CASS ELLIOT—NEW WORLD COMING**

(PROD. STEVE BARTEL & JIM BELL (Writers: BARTEL-MILLER) (SUNO DATE,COLUMBIA, BMG—Following up her "Make Your Own Kind of Magic," Mame Cole has a hit on her hand in this timely disco-ball rock ballad with meaningful cue. Will prove a big one! Flip: "Blow Me a Kiss" (ROBBIN, BMG) ROLL 4235)

COME AND GET IT

(Writers: Mc Cormack, WALTER, BARBER-FARINGER AIMEE 1983 THE MAGIC CHRISTOPHES (PROD. GARY WRIGHT) (Columbia) U.S. - Two blockbuster hits of the year followed by no campaign for the forthcoming flip, "The Magic Christophs," starring Peter Sellers and Ricky St. The Barons-Faringer-Columbia British chart. Both are powerful with equal sales potential for the U.S.

**OH MY HEART—CALLER'S HERO**

(PROD. STEVE BARTEL & JIM BELL (Writers: BARTEL-MILLER) (SUNO DATE,COLUMBIA, BMG—Following up her "Make Your Own Kind of Magic," Mame Cole has a hit on her hand in this timely disco-ball rock ballad with meaningful cue. Will prove a big one! Flip: "Blow Me a Kiss" (ROBBIN, BMG) ROLL 4235)

DON'T WORRY BE HAPPY

(Writers: BARR, HARRISON, GILBERT, BMG—Another big one expected! This flip will take over. Rap: "Somebody Knows, Somebody Cares" (JABOHE, BMG) TAN 34 911)

**MIKE DOUGLAS—That's A Woman**

(PROD. PETER DA GIULIO) (Writers: PETER/DA GIULIO) (BMG-APRIL) The TV talk show host has a winning performance on a smoother piece of material. The rhythm is slick in fashion 113 per minute! Much potential here. Flippin 111)

**THE CHARLES RANDOLPH CREME SO-FAR**

(PROD. CHARLES K. KRAMER) (Writers: BACH/MARSHALL, (BMG-APRIL) This flip will take over. Rap: "Somebody Knows, Somebody Cares" (JABOHE, BMG) TAN 34 911)

**THE COUNTRY'S ON THE BALL**

(PROD. TEDDY ROLAND) (Writers: ROLAND/CAMERON, BMG-APRIL) A solid flip. Rap: "Somebody Knows, Somebody Cares" (JABOHE, BMG) TAN 34 911)
Introducing... London's sounds of the 70s

LONDON

THE DIARY OF A BAND
JOHN MAYALL

PS-570

from New Orleans to Chicago
CHAMPION DURRE

PS-553

THE BATTLE OF NORTHWEST SIX REEF
HARTLEY BAND

DES-18035

DERAM

the music of Erik Satie
THE VELVET GENTLEMAN
Carnival Contemporary Chamber Group

DES-18036

LONDON PHASE 4 STEREO

PARROT

Paris for Lovers
MAURICE LARANCIA

SP-44133

LOVE SCULPTURE
JENNIFER

SPC-21032

PAS-71034

THE JACQUES TOUTSIER TRIO

SPC-21044

STOCKWICH

PAS-71035

JACQUES LOUTSIER

PARROT RECORDS
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<thead>
<tr>
<th>NO.</th>
<th>Title</th>
<th>Artist/Group</th>
<th>Week Ended</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>She'll Have Her Hair Down</td>
<td>Jay &amp; The Americans</td>
<td>77</td>
</tr>
<tr>
<td>2</td>
<td>Ain't No Woman Like a Woman</td>
<td>The Drifters</td>
<td>77</td>
</tr>
<tr>
<td>3</td>
<td>Make Mine a Mint Julep</td>
<td>The Rascals</td>
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<td>4</td>
<td>I Can Help You</td>
<td>Johnny Tillotson</td>
<td>77</td>
</tr>
<tr>
<td>5</td>
<td>The Hot湞-Beans</td>
<td>The Hi-Numbers</td>
<td>77</td>
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<tr>
<td>6</td>
<td>Take the Atrain</td>
<td>The Classics</td>
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</tr>
<tr>
<td>7</td>
<td>Georgia On My Mind</td>
<td>The Drifters</td>
<td>77</td>
</tr>
<tr>
<td>8</td>
<td>Just a Closer To You</td>
<td>The Orioles</td>
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<td>9</td>
<td>The Twist</td>
<td>The Ventures</td>
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</tr>
<tr>
<td>10</td>
<td>The Thrill Is Gone</td>
<td>The Drifters</td>
<td>77</td>
</tr>
<tr>
<td>11</td>
<td>It Caint Hurt Nobody</td>
<td>The Hi-Numbers</td>
<td>77</td>
</tr>
<tr>
<td>12</td>
<td>One Fine Day</td>
<td>The Beach Boys</td>
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</tr>
<tr>
<td>13</td>
<td>I Guess I'll Have To Change the Lights</td>
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<tr>
<td>14</td>
<td>Tennessee Waltz</td>
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<td>15</td>
<td>Gravel Road</td>
<td>The Stylistics</td>
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<td>16</td>
<td>What's Your Name</td>
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<td>Show Me the Way</td>
<td>The Modos</td>
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<tr>
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<td>Rockin' Chair</td>
<td>The Skyliners</td>
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</tr>
<tr>
<td>19</td>
<td>Let's Dance</td>
<td>The Starliters</td>
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</tr>
<tr>
<td>20</td>
<td>The Spirit of '45</td>
<td>The Ventures</td>
<td>77</td>
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**HOT 100—A TO Z (Publisher-Licensee)**

Compiled from national retail sales and radio station display by the Music Popularity Dept. of Record Market Research, Billboard

**BUBBLING UNDER THE HOT 100**

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<thead>
<tr>
<th>Title</th>
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<th>Week Ended</th>
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<tbody>
<tr>
<td>SHE'S HAVING HER HAIR DOWN</td>
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<td>77</td>
</tr>
<tr>
<td>CAN'T HELP MYSELF</td>
<td>The Hi-Numbers</td>
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</tr>
<tr>
<td>MY HEART’S ON FIRE</td>
<td>The Drifters</td>
<td>77</td>
</tr>
<tr>
<td>IT CAIN'T HURT NOBODY</td>
<td>The Hi-Numbers</td>
<td>77</td>
</tr>
<tr>
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<td>The Skyliners</td>
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<td>TENNESSEE WALTZ</td>
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<td>77</td>
</tr>
<tr>
<td>RAGTIME ROSE</td>
<td>The Enchanters</td>
<td>77</td>
</tr>
<tr>
<td>ROCKIN' CHAIR</td>
<td>The Skyliners</td>
<td>77</td>
</tr>
<tr>
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<td>The Starliters</td>
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<tr>
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<td>The Ventures</td>
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**RECORD INDUSTRY ASSOCIATION OF AMERICA SEAL OF CERTIFICATION AS MILLION SELLING SINGLES**

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<tr>
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<td>The Ventures</td>
<td>77</td>
</tr>
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</table>
THERE'S ONLY ONE "CONVERSATIONS" WORTH LISTENING TO!

"CONVERSATIONS"

FLORENCE HENDERSON

Produced by: John Walsh
Published by: Maribus Music, Inc.

INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS
<table>
<thead>
<tr>
<th>Week</th>
<th>Chart</th>
<th>Artist</th>
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<th>Label &amp; Number</th>
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<td>HAYLLE</td>
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<td>3</td>
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<td>8</td>
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<td>Live</td>
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<td>Any Day</td>
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<td>4</td>
<td>8</td>
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<td>Arista SP 3040</td>
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<tr>
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<td>7</td>
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<td>20</td>
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<td>16</td>
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<td>14</td>
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<td>Arista SP 3040</td>
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<td>23</td>
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<td>Arista SP 3040</td>
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<td>13</td>
<td>14</td>
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<td>19</td>
<td>19</td>
<td>JEFFERSON AIRPLANE</td>
<td>Dodge</td>
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<td>52</td>
<td>18</td>
<td>PETE &amp; PADDY</td>
<td>Music From</td>
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<td>The Reunion</td>
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<td>22</td>
<td>FRANK PRESLEY</td>
<td>From Memphis To Vegas/To Las Vegas</td>
<td>Arista SP 3040</td>
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<td>31</td>
<td>16</td>
<td>CRISP/SULL/The MASH</td>
<td>All in the Family</td>
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<td>5</td>
<td>PLASTIC ONSIDE</td>
<td>Band in Boston 1969</td>
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<td>Arista SP 3040</td>
<td>NA, NA</td>
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</tbody>
</table>

**NOTE:** This is a representative sample of the data from the document. The full table contains more entries and details. The specific columns for each row include Artist, Title, Label & Number, and Notes.
ONLY ONE VOGUES SINGLE DID NOT APPEAR ON "THE VOGUES' GREATEST HITS" ALBUM.

THEIR NEXT ONE: "GOD ONLY KNOWS"

Reprise Single #0887
Produced by Dick Glasser.
On Better Radio Stations Everywhere.
Compiled from National Retail Stores by the Media规律性 Chart Department and the Record Market Research Department of Billboard.
Tammy's records are always number one.

She hasn't missed yet. And now she's in the wings with another one.
And since each song is a little masterpiece, since nobody can sing them like Tammy can, since it's all solid hit material, it's another number one record.
Now that's the way to begin the year.

EPIC RECORDS
Morning DJs Spur Sales

**Morning DJs Spur Sales**

*Continued from page 1*

include Bob Steele of WTIC in Hartford, and J.P. McCarthy on WJR in Detroit. These personalities are the mainstays of their markets. Gambling, which figured prominently in the program in 1959 from which the last hour was dropped, now fills the void at WJR with its largest single audience in radio — 1,677,000 in the third quarter hour. He plays only between four and five records per hour, however, a reduction required by the guidelines of general radio programming. In addition, Gambling is on the air for five hours during key morning hours, giving him an enormous impact in adult music, according to Smith, who describes him as the top-rated personality in New York.

**Impact on Sales**

Bob Van Camp has a strong impact on all record sales in Atlanta. As music director, he's responsible for all records played by the station. General manager Elmo Ellis said that Van Camp is the type of personality who has been able to adjust as radio changed over the years.

"In the early days, you didn't have the news reports of today, the traffic reports. The music that Van Camp played was largely a poppier of what was coming in. As radio changed, what he played was what the audiences wanted and he introduced and broken quite a few records.

"But a key to the show is the information of the songs. It's also presented to the public; it's a most dramatic personality, and Van Camp's one of the few personalities who has been able to do this. At the same time, he's reached an estimated 80 percent of the audience — more than any other radio or TV station in the city during that period." Van Camp plays 12-14 records an hour and is on the air 6-9 a.m.

**Steele Style**

Bob Steele at WTIC is a legend in the market, and general manager Smith feels from his power is "hard to explain. Mostly, his style is away from anything anyone does. He's natural, believable and doesn't put on airs."

Steele started on WTIC in 1936 and took over the morning show during World War II. Today, station officials say that the audience even gets close to his share of the audience; a recent ARB show showed that 54 percent of the audience was listening to Steel. Steele's keys his show on humor and he plays the music he likes. Running from rinky-dink piano to today's rock and roll records. In Hartford, he's known for his sports picks, which are always wrong. He also has two kids call up to ask him not to play the Stones. Steele's shows has been a waiting list of advertisers.

"Steele is a Johnny come lately" compared to the others. He joined WJR in 1956, left to go to KGO in Seattle in 1963 and then returned to WJR in 1965. But he rules Detroit in the morning. Program director Jim Quirk feels the secret to Steele's success is in establishing a good rapport with the audience. Like other morning gian, he provides news and sports and even reads messages for listeners. He plays principally easy listen.

25-60 ages. He picks his own music and played at the music under broad guidelines of the network.

Many markets have their radio giants. Bill Bailey was such a personality in the conservative network policy of wait and see regarding the detector. He was a key element in the "use of the synthesizer more in line with the instrument's ability to do. The music will be more serious, less gimmicks."

**Writer Words**

**Writer Words Is Dead at 73**

PHOENIX — Harry Woods, composer and musician, has died at the age of 73. Woods composed such songs as "Try a Little Tenderness," "Lost in the Fog," and "I'll Remember Pearl." His best-known song is "When the Sun Comes Up." He is survived by his widow and three sons.

**Gold Records in '69**

*Continued from page 6*

Sceptor gained a third with Mel & Tim on the Bamboo label, while Uni also had three, two for Neil Diamond and one for the Foundations. Mercury hit twice, one with Jerry Butler and one with The Jesters on the Fontana label. Gaining one gold record each were Lark (Don), Elektra (Dioby), Sundi (Meric), Crewe (Oliver), Dot's Steel, and to the LP's Congress (Flying Machine).

**LILLIES ON JUMBO JET**

**LILLIES ON JUMBO JET**

NEW YORK — Chappell Music has reached an agreement with National Musicus Company to produce a television special of songs from the musical "Lilies on the Jumbos" for Pan American Airlines. The special is scheduled for broadcast on Wednesday (21). The score for the musical was written by Julie Styne and Sammy Cahn. The show will open on Broadway March 23.

**West Leaves Pams**

DALLAS — James R. West, president and general manager of Pams Productions, 4141 Office Parkway, has ended his association with the company after being long one of the country's leading music production houses. He has no plans for his future activities other than his personal interests. West's company had announced no future plans.

**Jamal Counsel in Europe on Setting A Distrib Net**

NEW YORK — Michael Jamal, new general counsel of Ahmad Jamal Production Co.'s record company, went to Europe last week to negotiate with representatives of foreign distributors. Jamal, who is in charge of the distribution of AJP's firms, Jamal AJP Records, has just been named to fill the void left since the departure of Bob Land. Jamal was brought in as part of the interest in the firm's distribution division.

Once the affiliations have been worked out, the company will make a personal tour of his own to meet the officers of the companies involved. Jamal has announced no future plans.

**Blue Thumb Sets Up European Distrib Net**

LOS ANGELES — Blue Thumb is setting up European licenses, and publishing representation for its Roccoco Music label. President Bob Krasno was on the Continent prior to MIDEM to establish a distribution network in Germany, Italy, Spain, France, the Benelux nations and England.

During Blue Thumb's first year in operation, the company has released product in England on the basis of direct relationships. Interest in the Roccoco catalog has improved to the point that the company will enter the market later this year.

In the Roccoco catalog were the successes of "Bald Soul Sister," Ike & Tina Turner's chart-charging single "Kangaroo" and Ike Turner wrote the selection.

Establishing a European distribution network is important to the company now because of its upcoming product releases. Just released domestically are four albums, with two others slated for March. Released this week are albums by the Sam Lay band, blues accordionist Clifton Chenier, "(Clifton Chenier, the Zydeco D'Waltz)" and an artist sampler.

Additionally, the label will shortly issue the debut LP by First, Bossa Rio LP produced by Sergio Mendes, at that time. Blue Thumb will present the LP to the industry figures on Feb. 2 when the act opens at Donnie's in North Hollywood.

Schedules for release within the next two weeks is the second single to Southwind, the label's country rock band.

For March the label will bow an all-acoustic guitar LP featuring Chicago blues expert ending performing with Junior Wells, and Jim Maceo, Philadelphia disk jockey Mici Cusano of WKNP brought the idea to Krasno, who set up a production budget for the project.

Further, former Radio singer Dave Toler of the Blue Thumb several albums is presently working with Ll-P, but is billed for his debut 1LP also slated for March release. First musician signed for the LP is bassist Jim Capaldi.

**Mirasong Signs 16-Track Engineer**

NEW YORK — George Schenk, who was first engineer to use 16 tracks for recording, has signed a long-term contract with Mirasong. Schenk has designed new equipment, which has been installed in the Mirason studio.

**Watermark Forms Co. for Non-Music Concept LP's**

LOS ANGELES — Increase Records has been formed by Watermark, Inc., to produce non-music concept LP's and other special items projects. First project is a seven-LP series derived from the recent history of rock 'n' roll, which aired over RKO General stations. GRT will distribute the seven LP's being developed by Ron Jacobs, Pete Johnson and Ellen Pelissero the same team which put together the rock music history.

**Jere Brian, a&d director for Increase, plans six LP's for this year, including "A Child's Garden of Grass," the book by Jack Margolin and Richard Cloeren.

Watermark has opened Mitchel Fisher Associates for personal management. Fisher, with Ron Jacobs, will produce commercials and TV dramas. Blackwell, who records for RKO, is also producing for this division. The label is also expanding into feature films with one project, "Knots," to be made by Alan Hasselby which has already finished for National General Corp. The firm's Hawaii concert division, Arena Associates, is scheduling a full roster of dates for both Honolulu and Los Angeles.

January 24, 1970, Billboard
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