

# Billboard

NEWSPAPER

NEWSPAPER

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SEVENTY-SIXTH YEAR

The International  
Music-Record-Tape  
Newsweekly

COIN MACHINE  
PAGES 53 TO 57

## Stores See Sunday As Common 'Cents'

By BOB GLASSENBERG

NEW YORK—Blue laws and religious restrictions notwithstanding, there's a growing trend around the country towards record retailing on Sundays. According to a survey made by Billboard correspondents, the consensus holds that it's a plus business even though some contend that it's a tough job selling records six days a week so why take time on an added selling day instead of using it for resting.

In New York, for example, King Karol's store has always been open on Sundays despite

the law of the city of New York which forbids the Times Square merchants from doing business on Sundays. The store receives its share of police harassment and tickets because of the violation, but Ben Karol, the owner, refuses to close the store on Sundays.

"We provide for those people in the outlying district of the city on Sunday," Karol said. "They come in from all over to buy records here. The fact that our store and several other  
(Continued on page 14)

## Piracy Is Seen Periling Life of Far East Cos.

By MIKE HENNESSEY

LONDON — Piracy — the unauthorized copying of records without payment to authors, producers or talent—is growing to such an extent as to threaten the existence of the legitimate record industry in some areas, according to the International Federation of the Phonographic Industry.

Following a meeting of representatives of national groups of the IFPI in the Asian-Pacific area which was held in Singapore recently, the Federation is taking measures to combat the menace of record piracy worldwide, and particularly in the Asian-Pacific area.

The conference was the second such gathering to be held, the first having been held in Hong Kong in November 1968. The countries represented at the Singapore conference were: China (Taiwan), Hong Kong, India, Japan, Malaysia, New  
(Continued on page 6)

## Videocassette in Systems Battle

By BRUCE WEBER

LOS ANGELES—Standardization headaches are beginning to plague videocassette manufacturers.

With five systems soon to be marketed, incompatibility easily could be the biggest impediment to the growth of the video recorder.

Sony is trying to induce other companies to accept a cassette concept for the video medium. It is working with both North American Philips and Grundig

in terms of standards. (Philips and Grundig are developing systems that are similar to Sony's.)

RCA's SelectaVision and Columbia-Motorola's EVR are different systems. In fact, each of the producers in the videocassette-cartridge squabble is utilizing its own system, none of which is compatible with the other.

Akio Morita, executive vice president of Sony, feels that in-  
(Continued on page 18)

## Cap in Soul Market Drive

By ELIOT TIEGEL

LOS ANGELES — Capitol's campaign to gain a foothold in the soul market has resulted in the building of a black sales force.

There are four black salesmen in major markets. Reggie Lavong, vice president of soul marketing, projects a force of 12.

These 12 men will be located in cities with a strong black

community. "For the first time Capitol has given blacks an opportunity to get involved in sales, honestly and totally," Lavong said.

In the past, Capitol's black field representatives were doing "goodwill work," Lavong said. In the past, the "structure" was not set up properly to give the black sales or promotion  
(Continued on page 74)

## CGC Spreading Overseas

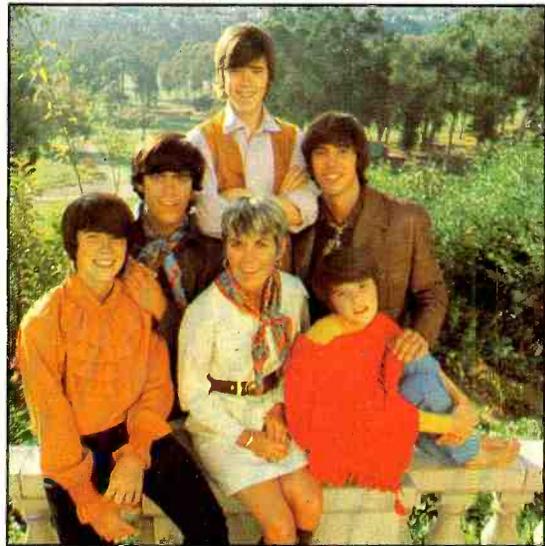
By MIKE GROSS

NEW YORK—CGC Records, the six-month old label which emerged from the Crewe group of companies, is spreading its fledgling wings in the overseas market. Rocco Sacramone, Crewe Group president, and Vito Samela, vice president and general manager of CGC, started the global ball rolling during the MIDEM meet in Cannes several weeks ago and wrapped up licensing deals for the label in virtually every major overseas market.

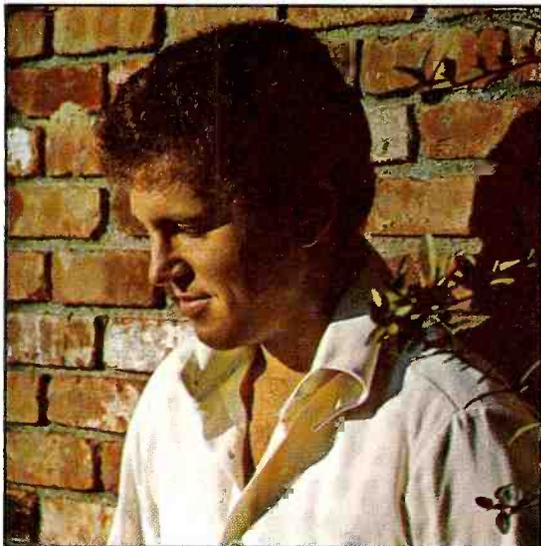
Licensing deals for CGC were

set with Pye in England; Les Compagnies in France; Carosallo in Italy; Ekipo in Spain; Gallo in South Africa; Mico in the Philippines; and RCA for Mexico, Argentina and Brazil. CGC already had licensing deals with Quality in Canada and Festival for Australia and New Zealand.

Also during the MIDEM meet, Sacramone and Samela initiated talks for representation in Germany and Scandinavia. Sacramone said that talks have  
(Continued on page 8)



Following a sensational two weeks at the Flamingo Hotel in Las Vegas, the fabulous Cowsills are moving into high gear on the record scene with a new smash single "II x II" (K-14106). Watch for super chart and sales action when the Cowsill's new "II x II" album (SE-4639) is released in a few weeks on MGM Records. (Advertisement)



Epic's Bobby Vinton, whose new single "My Elusive Dreams" (5-10576) is rapidly climbing the Hot-100 chart, opens tonight at the Copa for a 17-day engagement (February 16-March 4). Bobby's new album, titled after the single, is soon to be released and will follow his recent "Greatest Hits of Love" album (BN 26517), which is currently on the LP chart. (Advertisement)

## Janus Gets Rights to Pye's Product; Label Tie in U.K.

NEW YORK — Janus Records will get exclusive rights to all product from England's Pye Records beginning July 1. In addition, Marvin Schlachter, president of Janus, will tighten

his label's alliance with Pye with the introduction of a new label in the U.K. to be known as Janus-Pye. The new U.K. label will, for the most part, handle the release in England of product introduced on the Janus label here.

## U.S. Eyes Record Clubs on Options

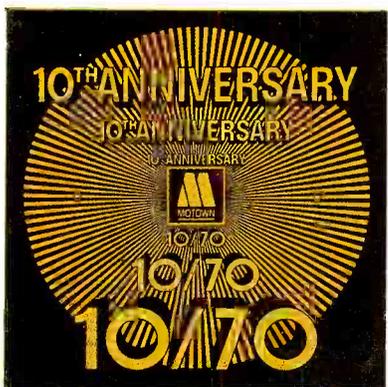
By MILDRED HALL

WASHINGTON — The Federal Trade Commission is taking a look at the so-called "negative option" billing by book and record clubs which makes the contractual member responsible for mailed items unless he  
(Continued on page 73)

The deal with Pye is expected to open new areas for Janus. According to Schlachter, Pye has a wealth of product in the classical and budget fields and he's mapping out programs for Janus' entry into these markets. Meanwhile, Janus is clicking with Pye's contemporary offerings like the Jefferson and the Flying Machine.

The first Janus LP's by the  
(Continued on page 73)

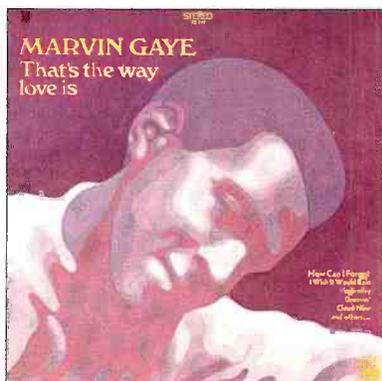
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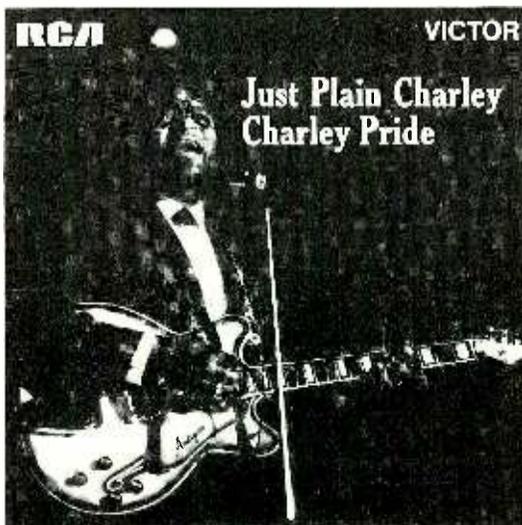


TS299

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**Three Dog Night,  
Creedence Clear-  
water Revival,  
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Led Zeppelin,  
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and Engelbert  
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make room for  
"Just Plain Charley."**

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other top twenty-five selling albums in



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the nation. That's where "The Best  
of Charley Pride" is now. That's  
where his new album is going.

**RCA**  
Records  
and Tapes



THE GLENN WALLICHS FESTIVAL THEATER which was recently dedicated at the University of Redlands, Redlands, Calif.

## U. OF REDLANDS THEATER DEDICATED BY WALLICHS

REDLANDS, Calif.—Glenn Wallichs dedicated the 400-seat theater bearing his name on the University of Redlands campus "to the free expression of emotion and ideas." Wallichs, according to the university, had made "a substantial financial gift to the university which retired the remaining indebtedness on the \$573,000 theater building."

Redlands is located 65 miles east of Los Angeles. The university, including Johnston College, has a student population of 1,600. Wallichs has been on the university's board of trustees since 1963 and now is an honorary trustee.

During the formal dedication ceremonies of the Glenn Wallichs Festival Theater, the man who built Capitol Records from a West Coast independent label into one of the world's leading recording companies said:

"With the unrest and conflict in the world today, especially among young people as shown by various types of unrestrained conduct at many universities, what better way to show our faith in young people, in our educational system and, indeed, in America itself, than in the construction of this building for their use."

Wallichs was presented a certificate of appreciation by Dr. George H. Armacost, university president. Other contributors honored included Mrs. Charles Dant, Mrs. Jeffry Prendergast, and the James Irvine Foundation.

Showbusiness personalities who attended the dedication included Meredith Willson, Frank DeVol, and film producer Sol Lesser.

## Flying Dutchman in Talent, Staff Deals

NEW YORK — Bob Thiele late last week made several important artist and personnel acquisitions for his Flying Dutchman Productions.

The newly signed talent includes folksinger Len Chand-

ler, whose music reflects the contemporary social scene; and two New England rock bands. The latter are Hook, whose members come from Maine, and Dirty John's Hot Dog Stand, led by guitarist Kenny Paulson.

On the operational level, Duke DuBois has been named national promotion director. DuBois has handled similar assignments for United Artists' Bluenote label, ABC and MGM, and has also worked for Portem and Cambridge.

Thiele has also retained Victoria Lucas Associates to handle public relations for Flying Dutchman Productions. The latter is already preparing campaigns on behalf of Lois Wyse, whose "Love Poems for the Very Married" is being released on Thiele's Amsterdam label, with music and arrangements by Tom Scott, and singer Leon Thomas, whose new album is "Spirits Known and Unknown."

Meanwhile, Thiele has released several new packages in-

(Continued on page 10)

## Allied Radio Opens 6th Michigan Store

CHICAGO — Allied Radio Stores, Inc. opened its sixth retail store in Michigan on Feb. 11 in Oak Park. This is the fifth store serving the Detroit area and the 39th store serving the midwest and Texas.

# Live Rock Concerts to Showcase CBS Intl, Col '70s Theme in U.K.

NEW YORK — CBS International and Columbia Records (U. S.) will present the "Sounds of the '70's" at Royal Albert Hall in London April 17-18. The "Sounds of the '70's" will showcase five of Columbia's top contemporary rock artists. Santana, Johnny Winter, Taj Mahal, Flock and It's a Beautiful Day will appear in full-length concerts on two consecutive evenings.

The concept for presenting Columbia's artists in live European concerts was initiated by Columbia's president, Clive J. Davis, and CBS International's president, Harvey L. Schein, during a recent visit to the U.K. This is the first time that Columbia has undertaken such a promotion. It will mark the British debut for the five acts.

In advance of the Royal Albert Hall date, all European companies will participate in a promotional campaign which will center upon the new re-

leases of the five acts. It is expected that press, radio and television representatives from the Continent will fly to London for the concerts. The London appearances will be a stepping stone to the Continent, as they will be followed up by concert appearances of the artists involved, in other European

cities. These engagements will be lined up by their individual agents.

Details for the appearances are being coordinated in the U. S. by Columbia Records together with CBS International and in England by RBS London in conjunction with the Robert Paterson Agency.

## Chappell Changes Its Executive Suite

NEW YORK — Chappell & Co. has redesigned its administrative setup to expedite the flow of material acquired here and from its worldwide offices. J. R. Chabrier, Chappell president, and Norman Weiser, vice president and general manager, have created two posts: director of professional activities, and director of special project sales and exploitation.

Al Altman will take over as director of professional activities, while Stan Stanley, formerly general professional manager at Chappell, will be director of special project sales and exploitation. In another

move, Nick Firth has been named to head Chappell's international desk.

Weiser said that both the director of professional activities and manager of the international desk would be involved in a program to broaden the base of exposure for Chappell copyrights. Altman will be responsible for the operation of all the U.S. professional departments for Chappell, including those in New York, Los Angeles and Nashville. Firth will be liaison for Chappell material to and from overseas, simultaneously working on foreign representation for all Chappell material and representing foreign catalogs in the U.S.

Altman comes to Chappell from Screen Gems Columbia Music where he was general professional manager. Stanley has been with Chappell for the past 30 years. Firth, who joined Chappell last year was general manager of Acuff-Rose Ltd. in London. He'll also be anchor man for the Intersong group of publishing companies in the U.S. since Chappell will now administer both Intersong Music and Belinda Music.

## Compo of Can., Musicor Deal

NEW YORK — The Compo Co. of Canada has been set as the exclusive distributor of Musicor and Dynamo. In addition to records, Compo will distribute the label's 8-track cartridges and cassettes.

The deal was set between Art Talmadge, president of Musicor, and Lee Armstrong, managing director of Compo.

## Mizrahi Forms Production Unit

NEW YORK — A new independent record production unit, to be known as Spartacus Productions, has been formed by Hy Mizrahi, former president of Buddha and Kama Sutra Records.

The company will sign talent and finance its own masters. Separate distribution deals will be made according to talent needs.

Spartacus will be based in Hollywood and will set up branch offices later this year in New York, Nashville, and London.

## BMI OPENS IN SAN FRANCISCO

SAN FRANCISCO — BMI has opened an office here, with Henry Katzman being transferred from New York to run the operation. The office has two field men. Herb Eiseman, BMI's Los Angeles representative, will be making trips to the local facility to work on projects.

BMI formally opens the office March 16. The facility provides the licensing society with a foundation upon which to solidify its relations with the growing number of local musicians and writers.

## NARAS Ratifies Atlanta Charter

ATLANTA — The National Academy of Recording Arts & Sciences (NARAS) ratified the charter of the newly organized Atlanta chapter.

National trustees in Atlanta are Phil Walden and Bill Lowery. Acting officers are Lowery, president; Wade Pepper, Pierce LeFevre and Walden, vice-presidents; Mary Tallent, secretary, and John Barbe, treasurer.

The 3,200-member organization also has chapters in Los Angeles, Chicago, New York and Nashville.

# Fox Agency Attacks Music Box Violators

NEW YORK — The Harry Fox Agency last week directed its attorneys, Abeles and Clark, to initiate mechanical royalty claims against all music box sellers who do not have proper publisher authorization to sell music boxes in the United States containing copyrighted music works. According to Al Berman, American publishers are being deprived of substantial income by the recent flood of music boxes imported primarily from Japan and Switzerland. He pointed out that the music boxes containing movements reproducing copyrighted musical works are being sold and distributed in the United States through major direct mail order gift and novelty suppliers and retailers, established retail gift and toy stores and retail music shops. The prices range from \$3.00 to \$150. Berman added that in no instance is he aware of royalties being paid for the right to sell the movements in the U.S.

In Berman's opinion, the foreign manufacturers of the music boxes may have mistakenly advised the U.S. importers that all necessary mechanical royalties have been paid. Berman cautioned that any mechanical royalties which have been paid to

the proprietors of the foreign copyrights are for the right to manufacture the movements in the foreign countries. Berman

(Continued on page 4)

## Cotillion Acquires Youth Choir Disk

NEW YORK — "God Gave Me a Song," a record by the Interdenominational Youth Choir of Washington, has been purchased by Cotillion Records. The master deal, concluded with John W. Fullard and Myrna Summers of Century Records, Washington, also includes an album called "Save Thyself."

## PHILBIN MC AT CHI GRAMMY

CHICAGO — The local chapter of the National Academy of Recording Arts and Sciences (NARAS) will have Regis Philbin, former announcer on the Joey Bishop Show, as emcee for its 12th annual Grammy Awards banquet March 11 at Guildhall in the Ambassador West Hotel.

## Illinois Sues Jukebox Cos.

CHICAGO — An anti-trust suit has been filed here in circuit court by Illinois Attorney General William Scott seeking \$50,000 fines from each of a large number of jukebox operators, corporate jukebox operating firms and two trade associations. The suit names Recorded Music Service and Commercial Phonograph Survey and asks that the defendants be permanently restrained from participating in any "combination, conspiracy, contract, agreement, understanding or concert of action" in restraint of trade. Also sought is the revocation of the charters of the corporate firms and Recorded Music Service.

For More Late News See Pages 73 & 74

## NARM Names Panels For Florida Conclave

NEW YORK — The all-star panels have been set for 1970 NARM Convention which will be held at the Americana Hotel, Bal Harbour, Fla., March 20-24.

Panel members on the opening session, "The Challenge of the 70's," are Clive J. Davis (Columbia), Arthur Ripp (Bud-dah), Jerry Wexler (Atlantic), Amos Heilicher (J.L. Marsh/Heilicher Bros.), Cecil Steen

(Transcontinental Music Corp.), James William Guercio (independent producer), Jann Wenner (editor of Rolling Stone) and Del Shields (disk jockey). Joe Smith (Warner Bros.) will serve as moderator.

On the panel devoted to marketing and management will be Robert Lifton Transcontinental Investing Corp., Norman Racusin (RCA), Al Bennett (Liberty/UA), Louis Lavinthal (ABC Records and Tape Sales), William P. Gallagher (Famous Music), Irwin H. Steinberg (Mercury), and Harvey Laner (Rec-co). Stanley M. Gortikov (Capitol Industries) will be the moderator.

Preceding the panel session on the second general business session will be an opening address by Irwin J. Tarr (RCA) and Dr. Laurence J. Peter (author of "The Peter Principle").

Jac Holzman (Elektra) is the convention keynoter. Al Bell (Stax/Volt) has been slated to speak on "Black Is Beautiful . . . Business" and David Rubinson (Fillmore Corp.) will speak on "Youth and Its Place in the Industry."

## Police Commend Lawyer Lerner

NEW YORK — Max K. Lerner, entertainment business attorney, has been awarded the Commendation Bar and a certificate of commendation for saving the life of a youth found bleeding at a subway station. While hundreds passed by the lad, a "bleeder," was hemorrhaging profusely, Lerner applied first aid and had a friend summon an ambulance. Police subsequently informed Lerner that his prompt action had been crucial.

## Certron Music Will Release 1st Record

NASHVILLE — The newly established music division of Certron Corp. will release its first record in approximately two weeks, with Rene & Rene the label's first act. They formerly recorded on Falcon.

"Certron now is totally committed to the music industry," said Aubrey Mayhew, general manager of the company's music division here. He said he has approximately 30 employees now, and expected that number to swell to 250 in the near future.

"All the people involved in this division will be moved here," Mayhew said. He said the company will be involved in records of all sorts, with emphasis on top 40, plus 8-track tape and cassettes, and will be strong in racks and one-stops. A vast distribution complex is being set up, he said.

Mayhew said Certron would be the distributor for Columbia's Spanish line, in addition to its own product.

Staff members, some of whom already have moved here, are coming from New York, Los Angeles and Chicago.

The complex will include divisions for classical music, jazz, country, gospel and Spanish as well as top 40, Mayhew explained. He said a program already had been established which would bring about the production of 18 LP's almost immediately, working entirely with independent producers. No producer will be hired by Certron as such, except that Mayhew may do some production himself. Jack Clement also will do a great deal of the producing, and his new studio will be utilized by the company. Another producer with an agreement with Certron is Dicky Lee,

## Dimebox Pub Set

HOUSTON—Dimebox Publishing Co. has been formed here by Dot Records artist Ray Frushay and his personal manager, Sam Cammarata.



SCULPTURED busts in honor of work done for the Recording Industry Assn. of America are presented to John K. (Mike) Maitland, second from left, and Irving B. Green, second from right, by Jarrell McCracken, left, president of the RIAA, and Henry Brief, RIAA's executive secretary.

## Marlo, BMI Director of Writer Administration, Dies

NEW YORK—George Marlo, director of writer administration for Broadcast Music, Inc. (BMI), died at French Hospital here Feb. 5. He was 86. Marlo's entertainment world experience included vaudeville, early films, management of nightclubs, music publishing, song plugging and, for the past 22 years, counseling hundreds of aspiring songwriters.

Marlo worked in vaudeville in New York after World War I. He became professional manager for the firm of De Sylva, Brown & Henderson and promoted many of that team's Broadway songs.

He founded Marlo Music in 1931 with the song "Home," which was written by Harry and Geoff Clarkson and Peter Van Steeden, orchestra leader. The song was simultaneously introduced on eight different network radio programs on Thanksgiving Eve, 1931.

Marlo left Marlo Music and returned to song plugging and headed the promotional activities of the Chappell firms with Eddie Wolpin. In the late 1930's he was elected president of the Contact Men's Union, the labor organization of songpluggers.

He joined BMI in 1940 as professional manager. He left BMI in 1942, joining Tommy Dorsey in his orchestra and publishing operations. Marlo returned to BMI in 1948 as director of writer administration, the position he held until his death. Among the writers he assisted in this position were Tommy Boyce and Bobby Hart, Richard and Robert Sherman, Cindy Walker, Eddy Arnold, Charles Singleton, Winfield Scott, and Sy Oliver.

## Fox Agency Attacks Music Box Violators

• Continued from page 3

added that the principals of the Fox Agency invariably license their copyrighted musical works to foreign publishers upon the express condition that their uses and licenses be restricted to the foreign territories. Abeles and Clark have advised Berman that even if royalties are paid in foreign countries for the right to manufacture and sell the music box movements, anyone who resells them in the United States separately or assemble without prior payment of United States mechanical royalties, is guilty of infringement under the United States Copyright Act.

To ensure that foreign man-

## Hollybrooke Set Up By Writer Levine

NEW YORK — Hollybrooke International has been formed by Irwin Levine, writer of "Black Pearl," "This Diamond Ring," "Your Husband and My Wife" and other songs. Hollybrooke is involved in record production, and production of TV shows for the fall.

Stephen Matz, a former disk jockey, is vice president in charge of promotion, sales, and development of new ideas. Several groups have signed recording pacts with the new complex. Firm's offices are at 1619 Broadway.

formerly of Memphis, who has moved here.

Mayhew said Certron also plans to purchase a pressing plant within six months in this area. He said the music division payroll in the Nashville area would be \$1,300,000 annually. The overall budget for the months between now and Oct. 31 would be \$3 million, he said.

(Continued on page 8)

## KFON 'World's Only Label-Format Radio'

LOS ANGELES — Call 213-766-4151 if you want to hear the latest in records on KFON, which is being billed as "the world's only label-programmed radio station." KFON/WFON Recording Audition Service, supported by clients such as Capitol Records, Columbia Records, RCA Records, and Discount Record Center Stores, is already receiving more than 90,000 calls a week from people who want

to listen to its music and music news.

J. Orion Brunk, KFON executive, reports that the phone service does not sell commercials. "Our format, which is programmed and produced by a graduate of the Drake school of hard rock, almost never includes a complete cut. We use dual and triple montages of two and three cuts from each album we play. These montages are deejayed just as complete cuts are on established radio."

Besides the programming line, the service also has a request line open around-the-clock. . . 213-766-5772. Through the request line, Brunk said, a producer can expose an entire album and get a very good indication of what his lead single ought to be."

The phone service has been operating about a month. Brunk expects calls to reach more than 150,000 a week. Average call length is 10 minutes.

Other labels involved include Dunhill, Elektra, Metromedia, Uni, and Warner Brothers-7 Arts. Labels are provided a telephone company-verified call count on request. The music news segments covers all notable new albums and single releases, plus interviews with artists.



Simon & Garfunkel picked up a gold album award for their Columbia LP, "Bridge Over Troubled Water." It's their sixth gold LP. "Troubled Water" has already sold more than 1,000,000 copies.

The Band received its first gold record for the Capitol LP titled "The Band."

Sly & The Family Stone received a gold record citation for their Epic single, "Thank You Falettin Me Be Mice Elf Agin."

## Old Nashville Plant Is Sold

NASHVILLE — This city's oldest pressing plant, built to accommodate its earliest hit records, has been sold for a price near \$250,000.

Standard Record Pressing Co., once owned by Jim Bulleit, was purchased by financier Albert Maloney, probably for resale. Maloney has many holdings; he is part owner of the Four Seasons club at Ft. Lauderdale, Fla.

The plant was built after the Second World War to press the songs of the late Francis Craig, whose "Near You" and "Beg Your Pardon" were high on the best-seller lists. Later, when the recording industry went into a brief eclipse here, Bulleit sold the plant for a few thousand dollars to a group headed by James Tyner who has held controlling interest since that time. Renamed Standard, the plant pressed records for as many as 20 separate labels during the peak of its operation.

## Ben E. King, Clark in Deal

NEW YORK—Ben E. King has teamed with Rudy Clark Music for a writing-publishing deal. Under the agreement with Clark, who'll collaborate with King as a songwriter, a firm is to be formed which will be jointly owned, but administered by Rudy Clark Music. The firm's name has not yet been set.

Attorney Jules Kurz will oversee and handle all legal matters for the new enterprise.

ufacturers do not mislead U.S. importers, Berman recently reminded JASRAC and SUSA, the mechanical licensing organizations in Japan and Switzerland, that "royalties are to be paid in the U.S. on the sale of all music box works in the U.S. containing copyrighted musical works controlled by" his principals, and that "we would appreciate your disseminating this information so that there is no misunderstanding on the part of importers when the royalty claim is made." Berman said that in any event he would insist on prompt payment of all royalties due for any U.S. sales of the movements, and that infringement actions would be initiated against any sellers who fail to fulfill their royalty obligations.

## Musicor Acquires 'Josephine' Master

NEW YORK — Musicor Records has acquired the master of "Josephine." The record is by a new group called Polymers Children, four youngsters from Bath, Me. The record has been getting heavy play in the New England area.

Art Talmadge, Musicor president, acquired the master from the two producers who did the date, Bob Herne and Charlie Dryer. Both are from Boston, where the session was recorded.

# Johnny took a classic love affair and made it modern.

CS 9909

JOHNNY MATHIS  
LOVE THEME FROM  
"ROMEO AND JULIET"  
(A TIME FOR US)

INCLUDING:  
AQUARIUS/LET THE SUN SHINE IN  
LOVE ME TONIGHT/DIDN'T WE  
THE WINDMILLS OF YOUR MIND  
I'LL NEVER FALL IN LOVE AGAIN



Nearly 400,000 copies sold  
and still climbing

## Now he has a song of modern love that may just turn out to be a classic.

Now **Johnny Mathis** has got a new single:  
**"Odds and Ends,"** 45-45104 with music and  
lyrics by Burt Bacharach and Hal David.  
A love affair never had so much going for it.

On Columbia Records 

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Cable: BILLBOARD NEWYORK

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### INTERNATIONAL OFFICES

**EUROPEAN DIRECTOR:** Andre de Vekey, 7 Carnaby St., London W.1. Phone: 437-8090  
Cable: Billboard London  
**EUROPEAN EDITOR:** Mike Hennessey, 7 Carnaby St., London W.1. Phone: 437-8090  
Cable: Billboard London  
**UNITED KINGDOM:** Graeme Andrews, 7 Carnaby St., London W.1. Phone: 437-8090  
Cable: Billboard London  
**GERMANY, SCANDINAVIA, FRANCE, BENELUX:** Johan Hoogenhout, Smirnoffstraat 40, s-Hertogenbosch, Holland. Tel: 47688  
**ITALY:** Germano Ruscitto, Billboard Gruppo srl, Piazzale Loreto 9, Milan. Phone: 70.15.15  
**JAPAN:** Kanji Suzuki/Japan, Trade Service Ltd., Ikejiri 3-1-1-1008, Setagaya-ku, Tokyo. Tel: 413-2871  
**MEXICO:** Enrique Ortiz, Nueve Radio Mil Insurgentes Sur 1870, Mexico 20. Phone 24-28-68

### FOREIGN CORRESPONDENTS

**AFRICA:**  
South Africa: Clive Calder, 38 Carisbrook St., Sydenham, Johannesburg, South Africa.  
**AUSTRIA:** Manfred Schreiber, 1180 Wien XVIII, Kreuzgasse 27, Austria. Tel: 43-30-974.  
**BELGIUM:** Rene van der Spotten, Grote Baan 448, Hierdenem (bij Aalst), Belgium. Tel: (053) 29591.  
**CANADA:** Richie Yorke, 32 Spencer Ave., Toronto 3, Canada. Tel: (416) 368-7851, Ext. 455.  
**CZECHOSLOVAKIA:** Dr. Lubomir Doruzka, Vinohradska 2, Praha Vinohrady, Czechoslovakia. Tel: 22-09-57.  
**EIRE:** Ken Stewart, Flat 5, 141, Rathgar Road, Dublin 6, Eire. Tel: 97.14.72.  
**FAR EAST:**  
Japan: Elson Irwin, Entertainment Editor, Stars & Stripes, APO San Francisco, Calif.  
New Zealand: J. P. Monaghan, c/o Box 79, Wellington, New Zealand.  
Philippines: Oskar Salazar, 1032 Matimyas St., Sampaloc, Manila.  
**FINLAND:** Kari Heipolantie, Perttula, Finland. Tel: 27-18-36.  
**FRANCE:** Michael WaY, 61, rue Daguerre, Paris 14, France. Tel: 273.18.59.  
**HOLLAND:** Bas Hageman, Hymnestraat 9, Apeldoorn, Holland. Tel: 19647.  
**HUNGARY:** Paul Gyongy, Derek Utca 6, Budapest, Hungary. Tel: 35-88-90.  
**ISRAEL:** Avner Rosenblum, 8, Gezzer St., Tel Aviv, Israel.

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# Billions for War But Pittance for Arts, Culture Group Tells House

By MILDRED HALL

WASHINGTON — Once again the performing arts pilgrimage has been made to the halls of Congress by leaders in the fields of music, film, dance and drama, to plead for help for the country's cultural Biafra. A special House Education subcommittee has heard testimony on the desperate needs of symphony, opera, ballet, experimental film and public television programming for funds.

It is the administration's kindly intent to prolong the arts and humanities endowment legislation for another three years. The proposal sets the next fiscal pittance at \$20 million for the entire Arts Endowment program of matching funds. For a country of over 200 million souls — this averages out to about 10 cents per person per year.

There was painfully documented testimony that it is no longer possible for opera, symphony, ballet and other cultural performances to raise even half their cost through ticket sales. New York Philharmonic president Amyas Ames, and Izler Solomon, conductor of the Indianapolis Symphony, gave congressmen the hard dollars and cents facts. Symphony orchestras are in the red for \$8.5 million this year — although the nation's 1400 orchestras are drawing an audience of over 20 million people throughout the 50 states. Contributions are helping to hold the line, while only 45 percent of costs are repaid through box office, conductor Solomon testified.

Roger L. Stevens, board chairman of the Kennedy Center for the Performing Arts, and former chairman of the National Endowment for the Arts, came out flatly for a permanent basis for government support of the arts in America. He scolded

the private foundations for the miniscule 4 percent of their funds which they allot to the performing arts. Support of the arts, he said, should rest about equally on private contribution, business, government and private foundations — but the latter two are the laggards in this country.

New York Times drama and dance critic Clive Barnes jolted the committee members with the information that the city of Hamburg gives more in one year to its opera house alone, than the U.S. provides for both arts and humanities combined. (The U.S. would give each \$20 million for the fiscal year.)

Some witnesses bypassed the penny-pinching aspect, and pleaded for recognition of the vital role the arts play in al-

leviating soul hunger and the need for self-expression among the churning black and white youth of the country.

Choreographer Agnes DeMille confronted government with its inexcusable failure to provide the best kind of emotional release and safety valve for a youth which is "turning to the happy pills in an agony of disappointment and distrust," while billions are allotted for weapons and wars, or a trip to Mars.

Robert Shaw, of the Atlanta Symphony, tried to persuade the legislators to see the "absolute essentiality" of the arts to our civilization, if only for their unsurpassed power to open up communication, and convey a sense of kinship among peoples.

## Executive Turntable



BARTER



SHAW



WHITE



BROWN

Christie Barter named national press chief at Capitol Records. Barter, who handled press relations in New York for Capitol until he switched to RCA International several months ago, replaces Jackson Sellers. Barter will be headquartered in the company's Hollywood office.

★ ★ ★

James Shaw appointed manager of single record sales, Command/Probe Records. He will also be in charge of regional promotion. Shaw was previously producer and promotion executive for Jubilee, worked in promotion for Raven Music and Keymen Records and also headed his own label, Shaw Records. As a producer he worked for Roulette, Loma, Argo and Jamal Records. . . . Thomas F. White named financial and administrative vice president, NMC Corp., a national music merchandising company. White is a former head of the entertainment group of Celebrity Systems and also directed business affairs of MGM Records for eight years. . . . Joan Brown promoted to a&r administration manager, MGM Records. She has been with MGM for three years as staff assistant of central controls and previously was with Columbia and Epic Records. At Epic she was a&r administrator.

★ ★ ★

GRT has made four appointments, including Ed Ittner, named product marketing manager of the industrial equipment division; Fred Furfey, named national sales manager, GRT Music Tapes; Marcos Klorman named manager of DiscCount Records & Tapes, Westwood Los Angeles, and Alex Levy, named manager of the Santa Monica, Calif. DiscCount store. . . . Ron Budnik joins Together Records as a producer. He was formerly in record independent record production. . . . Dick Campbell joins Together's Before & After Music. . . . Jerry Brackinridge joins Capitol as Miami district sales manager. . . . Don Zimmerman has been named Chicago division sales manager and C. David Cline Los Angeles district manager at Capitol.

★ ★ ★



EHALT



SIMON



LEIGH

Harrison A. Slaton named personnel director at the EVR cartridge processing laboratory, Rockleigh, New Jersey, part of the CBS EVR division. Slaton was formerly with the Ford Motor plant, N.J., as an industrial relations representative. . . . Greg J. Ehalt named director of operations for the new digital head division, Nortronics Co., Inc., magnetic recording head manufacturer, Golden Valley, Minn. He was previously with the Univac division of Sperry Rand Corp.

★ ★ ★

Jack Kiernan appointed national sales manager, Project 3. He (Continued on page 74)

## Producers' Group Set

NEW YORK — More than 20 independent record producers have been organized by Harvey Cowan, former producer for MGM Records. The organization, called The Producers Group, allows members to perform on a non-exclusive basis, and for whom Cowan will serve as sort of an agent. One of the first deals through the Group places the Tiny Trust on Atlantic Records for a single and an album. The Tiny Trust is produced by Tiny Rosenblum and Jim Starsis.

Among those belonging to the Producers Group are Pete Spargo, Joe Beck, Jerry Corbett, Rick Shorter, and Dave Woods. Cowan intends to line up 40 producers in all. In addition, he produces on his own under Next Door Productions.

## Piracy Peril

• Continued from page 1

Zealand, the Philippines and Singapore.

The conference unanimously adopted resolutions which include appointment of field officers, institution of civil and criminal proceedings and representations to governments for more effective protection.

OK... MIAMI, CHICAGO,  
DETROIT, BALTIMORE, WASHINGTON,  
SAN FRANCISCO, LOS ANGELES, NEW YORK,  
PHILADELPHIA, CLEVELAND,  
ST. LOUIS, NASHVILLE, DALLAS...  
HERE IT IS...

# MESSAGE FROM A BLACK MAN

VIP 25054

WRITERS: NORMAN WHITFIELD + BARRETT STRONG  
PRODUCED BY JOHNNY BRISTOL  
RECORDED BY

# THE SPINNERS



A DIVISION OF MOTOWN RECORD CORP.

# WB's Ostin: Exec for All Musical Seasons

LOS ANGELES—Mo Ostin, Warner Bros. Records' new president, spans many musical worlds. Today, the executive is looked upon by young musicians as a friend and ally. Yesterday, Ostin was a major figure in the jazz and standard pop music fields.

For the past two years, Ostin has played a vital role in helping attract important contemporary artists to the Reprise line. This driving desire to keep abreast of new thinking and styles, has taken him to the major creative centers of the U.S.

Ostin has worked hard to diversify Reprise's catalog after the company was purchased by WB in 1963. While Sinatra, Dean Martin and Sammy Davis Jr. remain key figures in the Reprise catalog, Ostin has added names such as Jimi Hendrix, Jethro Tull, David Blue, Fats Domino, Ramblin' Jack Elliott, Family, Kenny Rogers & the First Edition, the Fugs, Arlo Guthrie, Don Ho, Trini Lopez, Miriam Makeba, Joni Mitchell, Frank Zappa, Randy Newman, the Pentangle, Nancy Sinatra, Tiny Tim, Neil Young, Gordon Lightfoot and Ella Fitzgerald.

This latter artist is quite significant since she previously recorded for Verve, the company

with which Ostin got into the record business in 1953 as its secretary.

Ostin's move to the leading position with the Warners record division follows by three years his promotion to vice president and general manager of Reprise. His background in the creative end symbolizes a shift from the trend toward naming business affairs or legal experts to lead record companies.

Ostin's experience is tied to the discovery of acts, the signing of acts, the development of musical expressions. In short, he knows the artist and his temperament, and has the capability to understand the way a musician's mind works and how to apply creativity for the commercial marketplace.

The now challenge seems to spark his energies. But he has also gotten excited over the breaking through of a Frank Sinatra single on a top 40 station, or the breaking of a Dean Martin song in the country market.

Ostin is now handling many of the administrative functions formerly assigned to Mike Maitland, WB's previous president whom he replaced. And he is still determined to continue working with talent and keeping his ear open for new sounds.



WALTER J. HICKEL, left, Secretary of Interior, announces the involvement of Burl Ives in the Interior Department's fight against pollution, at a press conference held last week in Washington.

# Schroeder Spreads Wings Worldwide

NEW YORK—A. Schroeder Music Corp., a music publishing-record production firm, has established wholly-owned companies in all major world markets. These foreign companies, according to Aaron and Abby Schroeder who run the firm, are separate entities which spearhead local activity and are not merely collection and licensing outposts to police royalties originating from the U. S.

The Schroeders are also deeply involved with new recording and writing talent and have geared their operation so that it permits the company time to give full attention to the nurturing and development of long-term relationships with its writing staff. Among its staff writers are Al Kooper, Tony Macaulay, John Macleod, Randy Newman and John Stewart.

In addition to its wholly-owned house firms, January Music Corp. and Sea-Lark Enterprises (BMI), and Arch Music (ASCAP), the Schroeders represent other publishers including Kopper's newly-formed Joans Bones Pub. Ltd., Jimi Hendrix's Bella Godiva Music, Noel Redding's Joint Music, Emm-Jay and Cat Mother.

Other activities in which the firm is involved are artists management, through Mainstay Management; Past, Present and Future Productions, which produces the music for the NBC-TV series "The Banana Splits," and has production arrangements with several major labels, as well as having, as an outlet, its own record company, Aurora International. In addition, the Schroeder organization supplies and/or administers music incorporated in motion pictures and television.

In line with the company's expansion, the Schroeders have added Irving Rubin to its New York staff to handle copyrights and licensing and James Krueger, to coordinate international and interdepartmental activity. In England, the Schroeders have appointed Arthur Crisford as general manager, and Griffith Rigby as copyright manager. A professional man, Ken Boyles, has also been added to the London staff.

# Record Plant a Studio Network

By BOB GLASSENBERG

NEW YORK—To be able to record an LP for today's rock groups, one must be willing to travel and be capable of setting up facilities in the areas where rock groups perform. This is the opinion of Chris Stone, who conceived the philosophy behind The Record Plant, a group of recording studios in Los Angeles and New York. "Groups travel a great deal to make personal appearances. It is very difficult to keep them in one place long enough to record and mix all the tracks for an LP," Stone said. "So I got the idea of setting up identical studios on both coasts to follow the groups who record with us. This way, they can lay down the tracks in Los Angeles, for instance, and if they have to leave to go on tour, we can wait until they get to our studios in New York, where we have the exact same equipment as in Los Angeles, to do the final mix on the record. We don't tie them down, therefore we don't bring them down. They can even get the same engineer

in New York as they had on the Coast."

There are three studios in New York, each having consoles capable of recording at least 24 tracks. On the West Coast there are two studios identical to two of the studios in New York. "We want our artists to feel comfortable in both places. All the equipment is the same in both places. We made or are in the process of making all of our own equipment. This way the engineers and artists will know that no matter where they are, they will get the same sound. Even the carpeting and the physical layout of the studios on both coasts are the same."

The first Record Plant studio was opened in New York in 1968. In June 1969, Stone decided he could not carry out his plans without a great deal of money. Consequently, The Record Plant merged with a CATV complex, Television Communication Corp. Since that time two new studios have been built in New York, and two identical

studios have been built in Los Angeles, with the third West Coast studio slated to be completed by the end of February. All the studios have counterparts on the opposite coast. Stone also plans to have studios in Nashville by the end of the year. "This will really give us the mobility we need."

All the equipment in the new Nashville location will be made by Record Plant engineers, just as the existing equipment is a Record Plant creation. When the Nashville studios open, there will be a total of eight studios for artists to record in. At the moment, the West Coast location is booked into April and the East Coast studio is also fairly well filled with recording dates. Stone's engineers are constantly commuting between the two existing locations. By doing this, the artists have exactly the same conditions on both coasts.

Stone's concept has received notices as far away as Japan, where he was asked to set up a similar operation by a Japanese recording company.

# CAP'S PARLEY IN HONOLULU

LOS ANGELES — Capitol will say "Aloha" to its sales and promotion personnel in Honolulu, June 4-8, during a national sales convention at the Ilikai Hotel.

As an added incentive, salesmen who make a six months quota qualify to have their wives join them on June 8 for a week's stay in the Islands.

Two entertainment shows are scheduled, one for company personnel on June 5 and a second show on June 8, to which the wives will be invited. Artists being lined up will represent the Capitol family, plus Fame and Invictus, two blues lines distributed by Capitol.

# Cap's 'Visual' Disk as Promo

LOS ANGELES — Capitol is using see-through plastic for promotional records. The label has created a promotional run for Patti Drew's new title, "Wild Is Love" which encompasses clear plastic vinyl superimposed over the artist's photo. The regular LP is manufactured and packaged conventionally.

A special visual disk is also being used to promote two blues albums, with eight tracks packaged in a special 3,000 unit run of the promotional disk. Music is by Mississippi Fred McDowell and Guitar Junior.

# CGC Spreads Into Europe

• Continued from page 1

been narrowed to two companies in Germany and that the decision on the Scandinavian company is still open.

Sacramone also noted that Japan is the only major market where exploratory talks have not yet begun. He feels, however, that a Japanese deal will be wrapped up in early April in time for Oliver, CGC's top artist, to extend his Australian tour to Japan.

Samela added that in making the licensing deals, he and Sacramone looked for foreign companies that were young, aggressive and on the ball in distribution and promotion techniques. CGC plans to work hand in hand with its licensees to help get its artists across in each country. Plans are in the works to have each artist record his English disk in several foreign versions. Sacramone cited the reasoning behind the multi-lingual recording practice this way: "If we release the English version of Oliver's 'Jean' in Germany first and then follow a few months later with the release of Oliver singing 'Jean' in German we'll get a ride on two records instead of one."

Sacramone also plans to prepare television promotion films on CGC artists for worldwide use. In this respect, he's now in negotiation with a firm that makes TV commercials so that the maker of his TV promotional films will be under the wing of the Crewe Group of Companies.

# Certron Release

• Continued from page 4

"Certron is an acquisition company," he said, "and will get whatever is needed for our own purposes." He said this included adding additional publishing companies and a staff of writers. The company's two publishing firms are headed by former country and pop booker Jimmy Klein. The companies are Aldrich, BMI, and Certron, ASCAP. Merve Shriner will promote all the country product.

Mayhew also said the company will distribute other labels, and is working on arrangements for this now.

Mayhew, who once headed Little Darlin' Records, said that company ceased to exist last December. He also said his own publishing company, Mayhew Music, would be separated completely from Certron so there would be no conflict of interest, and that it would be headed by Frank Myers.

# COL'S 2 DISKS OF SAME SONG

NEW YORK—In an unusual move, Columbia Records last week issued two singles of the same song. Getting the double coverage was "Come Saturday Morning," the tune featured in the film "The Sterile Cuckoo." The singles are by Peter Nero and Andre Kostelanetz.

Also on the song from Columbia for album release are Tony Bennett and Patti Page. The song, which is published by Famous Music, was written by Fred Karlin and Dore Previn.

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# Market Quotations

As of Closing Thursday, February 12, 1970

NAME	1970		Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
	High	Low					
Admiral	22 1/8	11 1/8	55	12 1/2	11 5/8	11 3/4	- 3/8
ABC	39 1/4	33	195	36 1/2	33 3/8	35 5/8	+ 1 5/8
Amer. Auto Vending	20 3/8	8 1/4	19	8 5/8	8 1/4	8 1/2	+ 1/8
Ampex	49 7/8	32 1/2	607	42 1/4	39 1/2	41 1/4	+ 1 1/2
Automatic Radio	43	18 1/4	355	21	19	19 1/2	+ 1/8
Auto. Ret. Assoc.	122 1/2	97 1/2	252	114 3/4	106 1/2	113 1/2	+ 6
Avnet	36 1/2	10 5/8	438	11 3/4	10 3/4	10 3/4	- 1
Capitol Ind.	56 1/4	29	289	45 1/2	40 1/2	45 1/8	+ 3 3/8
CBS	59 1/2	41 5/8	1647	45 1/2	43 3/8	43 3/4	- 1/4
Columbia Pictures	42	23 3/8	576	24 7/8	21 5/8	22 7/8	- 1
Craig Corp.	24	10	934	12	10	10 1/2	- 1 3/8
Disney, Walt	156	69 7/8	760	156	142 1/2	151	+ 7 1/4
EMI	8 7/8	5	268	6 1/2	6 1/8	6 3/8	+ 1/8
General Electric	98 1/4	69	1681	72 1/4	69	70	+ 1/8
Gulf & Western	50 1/4	16 5/8	629	18 1/4	16 7/8	17	- 1/8
Hammond Corp.	23	11 3/4	163	12 3/4	11 3/4	12	- 1/2
Handleman	45 1/4	29	363	44 1/2	41 1/2	44	+ 2 5/8
Harvey Group	25 1/4	8 1/2	8	9	8 1/2	8 1/2	- 1/2
ITT	60 1/2	46 1/4	2061	57	54 5/8	56 3/4	+ 1 1/8
Interstate United	35	11 1/8	57	13 3/4	13 1/8	13 1/2	+ 1/8
Kinney Services	39 1/2	19	548	29 1/4	27 3/4	29	+ 1 1/4
Macke	29 1/2	14 1/2	216	17 1/4	16 1/2	16 7/8	+ 3/8
MCA	44 1/2	18 3/4	409	23	21 1/4	21 3/4	- 1/4
MGM	44 1/2	21 1/4	85	23	21 1/4	21 1/4	- 2
Metromedia	53 3/4	15 1/2	346	18 7/8	16 7/8	18 3/8	+ 1 3/8
3M (Minn. Mining Mfg.)	118 1/2	94	921	103 1/4	100	103 1/4	+ 2 3/4
Motorola	166	102 3/4	1393	133 1/4	117 3/4	122 1/2	+ 1/2
No. Amer. Phillips	59 3/4	35 1/4	236	43 1/4	40	43 1/4	+ 3 1/8
Pickwick Inter.	55 1/2	32	164	50 3/4	45 1/8	50 1/4	+ 4 5/8
RCA	48 1/2	29 3/8	1801	30 3/8	29 3/8	29 1/2	- 1
Servmat	49 1/2	24 1/2	427	26 1/4	24 1/2	24 5/8	- 7/8
Superscope	54 3/4	17	84	33 1/4	31 3/4	32 3/4	+ 1 1/4
Telex	159 1/2	117 1/4	4457	140 1/2	117 1/4	133 3/4	+ 9 3/4
Tenny Corp.	30 3/4	11 1/2	307	12 7/8	11 1/2	12	- 5/8
Trans American	38 3/4	19 7/8	1217	21 1/2	20 1/8	20 1/2	- 3/4
Transcontinental	27 3/4	13 3/8	955	18	16 1/2	16 5/8	- 7/8
Triangle	37 3/8	14 7/8	16	15 3/4	15 1/4	15 1/2	Unch.
20th Century-Fox	41 3/4	14 7/8	936	16 3/8	15	15 1/2	- 1/4
Vendo	32 3/8	14 1/2	49	15	14 1/2	14 5/8	- 1/8
Viewlex	35 1/2	19 3/4	161	23 1/2	21	22 1/4	+ 1 3/8
Wurlitzer	23 1/2	13	16	13 3/4	13	13 1/4	- 1/2
Zenith	58	29 1/2	571	32	29 1/2	31 3/4	+ 1 5/8

As of Closing Thursday, February 12, 1970

OVER THE COUNTER*	1970		Week's High	Week's Low	Week's Close
	High	Low			
ABKCO Ind.	14	12	13 1/2		
Alltapes, Inc.	9 1/8	8 1/2	8 3/8		
Arts & Leisure Corp.	8 1/2	8	7 1/2		
Audio Fidelity	2 3/4	2 1/4	2 1/4		
Bally Mfg. Corp.	19 1/2	18 3/4	19		
Cameron Musical	2 1/2	2 1/2	2 1/2		
Cassette-Cartridge	15	13 1/4	14 3/4		
Certron	21 1/2	20	22 1/4		
Creative Management	14	13	13 1/2		
Data Packaging	24	22 3/4	23		
Dict-O-Tape, Inc.	4	3 1/4	4		
Faraday, Inc.	10	9 1/2	9		
Fidelitone	4 3/4	4	4 1/2		
GRT Corp.	24	21	22 1/2		
Goody, Sam	12 1/2	11 1/2	12		
ITCC	5 1/4	4 3/4	5 1/4		
Jubilee	9 3/8	8 1/2	9 1/4		

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

## Tri-City Beating 'Backlash'

SAGINAW, Mich. — Although it's still difficult to get soul records on Top 40 stations, black managed and publicly owned Tri-City Recording Co. here is becoming so diversified that the problem is not

acute, according to William McCune, promotion director. "The so-called 'backlash' still exists but we are not affected because our soul product is distinctive and because we're going into other kinds of music—even country music," he said.

Tri-City is headed by Walter (Choker) Campbell. It went public recently with an offering of 100,000 shares, has formed two subsidiary labels, has three other full time promotion men and has lined up distributors in 21 markets across the country. The first release on Ultra-Records is by the Laster-Davis Conspiracy and the first release on the other subsidiary label Moonville U.S.A. is by a six-man act headed by blind musician Ted Robinson.

Although Campbell was with Motown Records for some time, McCune said: "Our soul sound is so different—it's not like any other sound. Stations really have to consider each record on its own merit." He said that in addition to country music the firm will soon be releasing religious records. Tri-City has what McCune describes as one of the most modern recording studios anywhere.

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## CBS Income Rises 24%

NEW YORK — CBS income for 1969, which includes the record division, was up 24 percent. It was reported that all CBS major businesses had record revenues last year. Net income for the year was \$71,944,000 on sales of \$1,158,912,000. In 1968, CBS reported net income of \$58,187,000 on sales of \$991,428,000.

## Infonics' Sales For Yr. Soared

LOS ANGELES — Infonics, manufacturer of cassette duplicating equipment, reported sales of \$1,082,363 for the year ended Dec. 31, 1969, as compared to \$322,479 for the year before net earnings were \$92,472 as compared to \$40,098 for 1968.

Earnings before taxes amounted to \$185,472 compared to \$62,098 for the previous year. Earnings per share increased to 15 cents compared with 8 cents for 1968.

## Koss Electronics 6-Mos Sales Up

MILWAUKEE — Koss Electronics, manufacturers of high fidelity equipment, reported sales for the fiscal six months ended Dec. 31 of \$1,696,683—up 16.5 percent. Income was up 12.4 percent over a similar period a year ago to \$147,878. President John C. Koss plans to move to new quarters in the near future.

## Vibrator Reed Is Bought by MICA

SYOSSET, N.Y. — Musical Instrument Corp. of America (MICA) has acquired the Vibrator Reed Co. of Hanover, Pa., for an undisclosed amount of cash. No change will be made in Vibrator's operation or distribution channels.

## ABKCO Lists \$6.5 Mil Gross, 792G Income

NEW YORK — ABKCO Industries, Inc. reported gross revenues of \$6,538,192 and \$792,149 in net income for the fiscal year ended Sept. 30, 1969. The net income includes extraordinary items of \$476,628.

The earnings represent net income of 71 cents a share, including 43 cents applicable to the extraordinary items, which consisted of a net gain of \$171,573 on the purchase of a long-term liability; a loss of \$139,945 on the sale of marketable securities; and a reduction of federal income taxes of \$445,000 arising from a carry forward of prior year losses.

The operations of ABKCO include the operations of Allen Klein & Co., Inc., whose acquisition was completed Nov. 7, 1968. ABKCO, for the 15-month period ended Sept. 30, 1968, on a pooling of interests basis with Klein Co., on gross revenues of \$7,794,916, had earnings of \$467,713, including an extraordinary gain of \$280,688, applicable to the sale of a real estate contract. These earnings represented net income of 42 cents a share, including 25 cents applicable to the extraordinary item.

For the three-month period ended Dec. 31, 1969, the company, on an unaudited basis, reported net income of \$793,505 on gross revenues of \$3,136,888, including an extraordinary gain of \$344,663 for a reduction of federal income taxes arising from a carry forward of prior year losses. This represents earnings of 71 cents a share.

ABKCO, Apple Corp., Ltd., and Apple Records, Inc., have reached an agreement whereby ABKCO would receive certain royalties under agreements recently negotiated by ABKCO with Capitol Records on behalf of Apple Records and with EMI

on behalf of Apple Corp. ABKCO will continue as the exclusive business manager of Apple, the Beatles, and the Beagle group of companies.

## Bally Holders OK 3 for 2 Stock Split

CHICAGO — Bally Manufacturing Corp. (OTC) stockholders approved a three for two stock split and William T. O'Donnell, president of the coin-operated amusement games firm, said 1969 earnings are expected to be substantially higher than last year. Net earnings in 1968 were \$1.06 per share and sales were nearly \$20 million. O'Donnell expects 1969 sales to be approximately \$27 million.

## Palmer Back in Disk Business

NEW YORK — Palmer Records, the Detroit-based subsidiary of Handleman Co., has been reactivated. Under the new setup, Joey Welz is acting as artists & repertoire topper.

Welz is also featured on Palmer's first two albums, "Vintage Ballads" and "Rock Revival." Palmer has already lined up 17 distributors around the country to handle its new action.

## Flying Dutchman

• Continued from page 3

cluding Duke Ellington's "My People," "Paint Your Wagon," a jazz rock excursion by the Tom Scott Quartet, and Oliver Nelson's "Black, Brown and Beautiful," all on Flying Dutchman; and Eddie (Cleanhead) Vinson package on BluesTime and a package of songs by Marcel Valentino on Amsterdam.

## Manufacturers' Chart Predictions

Listed below are the new single records (those not yet on any chart) selected by their manufacturers as having the greatest potential for chart activity in the coming weeks. These singles have been submitted by the labels as a programming and buying guide for new product.

### A&M

COME ON BABY, LOVE ME—Fab, A&M 1149  
COME INTO MY LIFE—Jimmy Cliff, A&M 1167

### ADVANCE

THE HIGH AND THE MIGHTY—Herb Miller, Advance 1111  
MY LADDER OF DREAMS—Cara Stewart, Advance 1115  
IF I HURT ALL OVER—Dick Castle, Advance 1116

### AMARET

TAKE CARE OF MY BROTHER b/w TOGETHER—Browning, Amaret 45-118  
WALK OUT—Raintree, Amaret 45-117  
ALL ABOARD—New Life, Amaret 45-115

### BOSS CITY

NO LIES—Rogues, Boss City BC-160  
BYE BYE BABY—Davy & the Dolphins, Boss City BC-162

### BRITE-STAR

SANDY CASTLES—Clouds, Northland 2042  
I'LL COME RUNNING—Brenda Burns, Jaly'n 334  
APPLE BLOSSOM—Brownie Green, Dell 376

### CAPITOL

GOODBYE JOE—Cashman, Pistilli & West, Capitol 2747  
INSTANT KARMA—John Ono Lennon, Apple 1818

### CHANSON

I WANNA BE HAPPY—Unlimited Four, Chanson 1178

### DECCA

RUN SALLY RUN—Cuff Links, Decca 32639  
RHYMES AND REASONS—Irish Rovers, Decca 732616  
EASY TO BE FREE—Rick Nelson, Decca 732635

### FLYING DUTCHMAN

HE DON'T APPRECIATE IT—Esther Marrow, Flying Dutchman FD 26004  
GOT MY MOJO WORKING—Otis Spann, Blues Time BT 45003  
SHE DOES—Plastic Penny, Amsterdam AM 85006

### FORD

ANYONE CAN MOVE A MOUNTAIN—Don Anthony, Ford 159

### HAPPY TIGER

MUSIC TO MY HEART—Obsessions, Happy Tiger 531

### JENGES

WOMAN'S MAN—Harry Moon & the Fide, Sin 4553  
SINCE YOU LEFT ME—Dream Merchants, Jenges 5003

### JEWEL/PAULA

I FEEL A CHILL—Ted Taylor, Ronn 40  
NIGHT OWL—Bad Habits, Paula 327  
DADDY NEVER BUILT A PLANE—John B. Noble, Paula 1221

### MUSICOR

ALL THE YOUNG WOMEN—Gene Pitney, Musicor 1394  
GINGERSNAP—Jamie, Musicor 1388

### ORACLE

MAGNIFICENT SANCTUARY BAND—Jimmy Helms, Oracle 1005

### RCA

THEME FROM "Z"—Henry Mancini, RCA 74-0315  
SOUL DEEP—Eddy Arnold, RCA Victor 47-9801  
THE CHANT—Lighthouse, RCA Victor 47-9808

### SCEPTER

I A.M.—Wheatstraw, Wand 11216  
WAN-TU-WAH-ZUREE—George Tindley, Wand 11215

### SWAMPFIRE

PATRICIA—Les Elgart, Swampfire SF 233

### SOUL-PO-TION RECORDS

I GOT TO LOVE YOU—Jesse Boone & the Astros, Soul-po-tion S1-P 226

### T.A.

SEE MY LIFE—Seals and Crofts, T.A. 191  
TO LOVE YOU—Country Store, T.A. 189

### WARNER BROS.-SEVEN ARTS

JUST ABOUT THE SAME—Association, Warner Bros.-Seven Arts 7372

Announcing the smash  
follow-up to the Tokens' first  
commercial hit single in 9 years:  
Their first non-commercial  
hit single in 9 years.

If you've been wondering what the Tokens  
have been doing since their hit, "The Lion Sleeps Tonight,"  
this will interest you.

They've been making commercials. Successful,  
lucrative commercials, like, "Pan Am makes the going great ...",  
the Chesterfield 101's "Silly Millimeter" commercial, "Great Shakes,"  
Clairol's "She Lets Her Hair Down ...", and others.

If "She Lets Her Hair Down" sounds familiar,  
it's because that's the name of the Tokens' hit single,  
taken more or less straight from the commercial.

Their latest hit, "Don't Worry Baby" (BDA 159),  
does not come from a commercial.

If it sounds familiar, it's because it's an old  
Brian Wilson tune, done in a style that the Tokens originated  
some 9 years ago.

To Buddah it sounds terribly commercial.

Soon to be released,  
the Tokens' new album,  
"Both Sides Now" (BDS 5059).



Manufactured by Buddah Records.

# **YOKO ONO LENNON**

**WHO HAS SEEN THE WIND?**

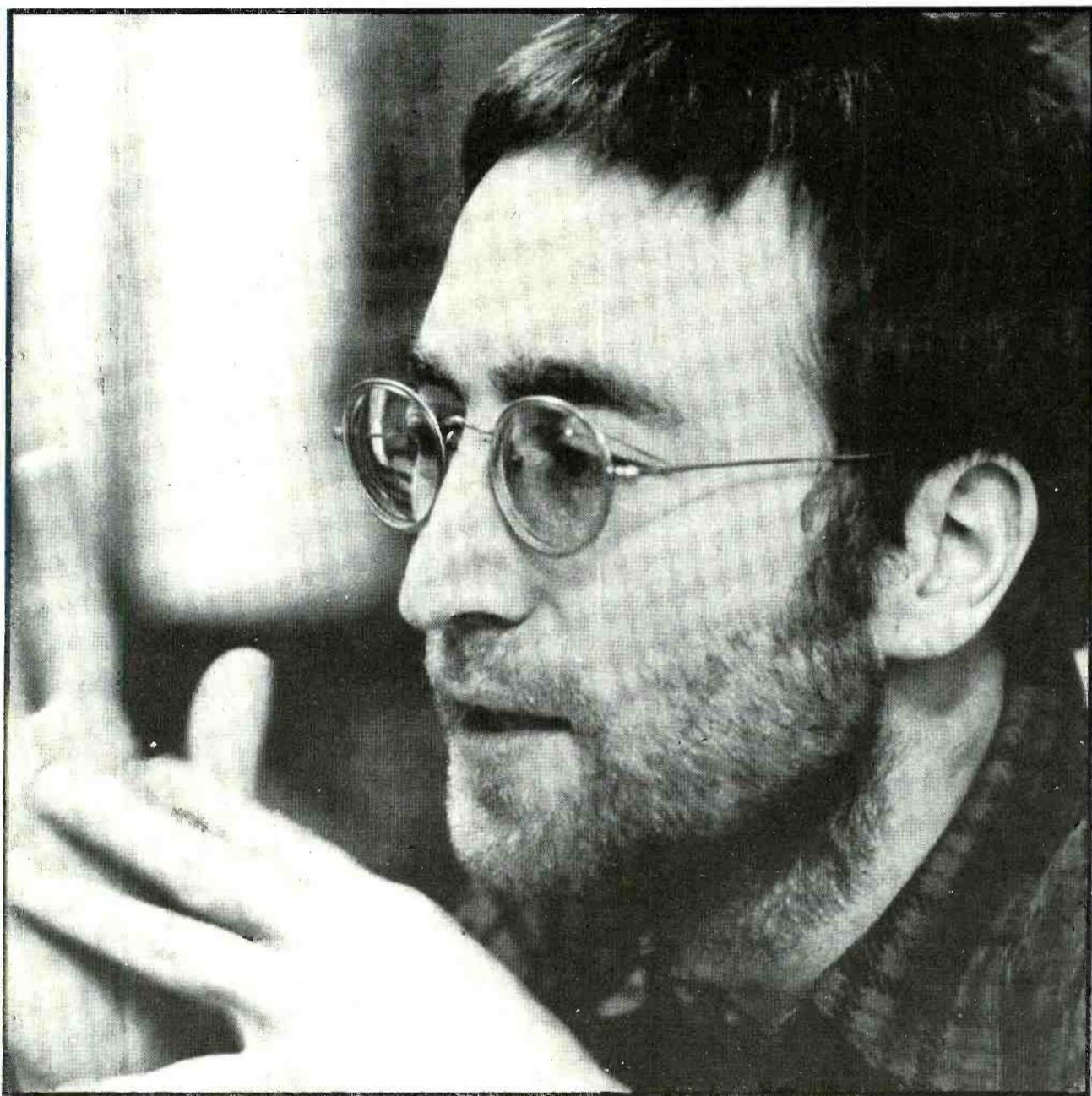


PRODUCED BY  
**JOHN LENNON**

APPLE RECORDS 1818

# JOHN ONO LENNON INSTANT KARMA!

(WE ALL SHINE ON)



PRODUCED BY  
**PHIL SPECTOR**

APPLE RECORDS 1818

# California Takes Sunday Selling As a Matter of Common 'Cents'

By ELIOT TIEGEL

LOS ANGELES — The national trend toward Sunday selling is no big deal in California. This state has been among the first states—if not the first—to allow complete freedom for businesses to service the public on Sunday.

So the move by Sears during the recent holiday buying period to open on Sundays did not cause a stir.

The small number of record shops who have been open on Sunday have done fair to good sales volume. The impact of the Sears move, which forced several other department store chains to open on Sundays, can be seen in the number of small record shops which are now

either experimenting with Sunday openings or are bemoaning the fact that they will have to open to compete for the "day of rest" bonus dollar.

## Melody Record Shop

Don Harkness, who has operated the Melody Record Shop in Sherman Oaks for five years, said he will have to open on Sunday when he moves to a new community, Westlake Village. Harkness is opening a good-sized record and book store in a new shopping Plaza in Westlake Village, north of the San Fernando Valley, around March 1.

In the Southern California area, the Music City chain has

been a traditional Sunday store as has the 11-store Discount Record Center chain. The three-store House of Sight & Sound has also been open on Sundays. In all instances, the years advantage these chains have had over the newcomers, has produced a customer familiarity situation. People around Los Angeles know that these chains are fully cataloged in records and tape and are the places to go when music comes to mind.

The other mass merchandisers open Sundays are Sears, Broadway, May Co., Montgomery Ward, Fedco, Jemco and White Front.

In shopping centers where  
*(Continued on page 73)*

# Competition the Word in Chicago

By EARL PAIGE and GEORGE KNEMEYER

CHICAGO—Most record and tape retail outlets in this area that are open Sundays follow the practice for competitive reasons. Few can state significantly increased sales as a result of adding an additional selling day. One barometer of Sunday sales activity here is the recent decision by Sears, Roebuck & Co. to continue Sunday hours at 18 of its 40 outlets here (nationally, the firm experimented with Sunday hours at 175 outlets but trimmed this to 100). Store hours on Sunday are usually noon to 5 or 6 p.m.

"All of our record depart-

ments do well on Sundays," said John Covasac, record buyer for all 14 Polk Bros. department stores in Chicago and suburbs. "We have always been open and wouldn't continue if business wasn't good."

"Sundays are just holding their own with us," said Herb Levin, president, Stereo City. The chain of tape cartridge free standing outlets consists of stores in Suburban Morton Grove, Lincolnwood, Melrose Park, Riverdale, 79th & Kedzie, and will shortly number three others—all mainly in the suburbs. "Sunday is always our slowest day but we stay open because we operate at a profit. We have always been open Sunday (since 1962) and most businesses catering to automobile owners like to be open on Sunday."

"Forget it," said Wally Bush, Bush TV & Records in suburban Glenview. "I'm putting in enough hours as it is."

## Rose Discount

"We would never consider opening on Sundays on a full-time basis," said Merrill Rose, Rose Discount Records in the Loop. "We were open the three Sundays before Christmas this year (as has been the custom  
*(Continued on page 73)*

# Law, Bad Business Keeps Phila. Dark

By MAURIE H. ORODENKER

PHILADELPHIA—"Business is bad enough on six days of the week—we don't need a seventh." That comment by a center-city record chain store manager sums up the sentiments of a half dozen record retailers in the city. Besides, Pennsylvania state laws do not permit retail establishments to operate except for sale of food and drugs.

Even in retail shopping districts like South Street and S. 52nd St., where the law looks the other way by tradition and custom with all clothing and furniture establishments doing a landoffice business the record and music shops remain closed on Sundays. Record merchants in those areas do not feel that there's a mood for buying records on a Sunday.

Moreover, even if they tried to promote Sunday sales, the extra cost for keeping open on Sunday, particularly the time-and-a-half or double pay for help would hardly be compensated by sales on that day.

The negative attitude toward Sunday sales is not without justification, according to local retailers. All they have to do is

point to the situation across the river in New Jersey where Sunday sales are legal and where large discount centers and merchandise marts—including stores like Korvette's and Two Guys—do a landoffice business on the Sabbath.

While Sunday is a big day for appliance, furniture and other forms of merchandise, record sales have never been more than a ripple if anything at all. No effort has ever been made to develop Sunday sales nor is there any interest in such sales promotions. All effort on Sunday, both in advertising and promotion, is concentrated on the big dollar sale by New Jersey merchants. Even giant stores like Dee's on the Jersey side, in advertising their Sunday specials, look for the big dollar from a color TV set or a refrigerator, rather than from the sale of a record album or a few singles.

The general feeling is that if there is a hit record in sales demand, they can sell enough in six days. For the others, even if they remained open 24 hours a day for seven days a week, it wouldn't mean a thing.

# Volume Outlets Give Law The Business in San Antonio

By GLADYS CANDY

SAN ANTONIO—San Antonio is one of the few Texas cities where volume outlets have been open on Sunday for the sale of items, such as records, albums and tapes although they are operating contrary to the Texas Blue Laws prohibiting the sale of certain merchandise on Saturday and Sunday.

None of the prime retailers of records, albums and tapes are open on Sunday in San Antonio. They report that business is good now without even thinking of being open for business on Sunday.

Vivian Bossom, manager of the San Antonio Music Co. record department, said that Sunday is the one day on which employees may enjoy being with their families. They are not open on Sunday and do not plan on opening on Sundays.

At Joske's of Texas, Ken Fisher, manager of the Record department said that "it was just a waste of time to open on

Sundays." There are three outlets of Joske's in the city and were open to meet competition during Christmas. The two suburban stores have been open on Sunday.

Gene Wright, manager of the record department at the Silvey Music Co. store in North Star Mall, said that it was "not necessary to open on Sundays as the store does enough volume of business without needing to open on Sunday." Silvey has two stores in the city.

One cut-rate store is going out of business and offering reduced prices on singles, albums and tapes. Included is Spanish language artists and music as the store, Barkers is located in the Spanish language retail area.

Several other local outlets have in recent weeks offered records and albums and reduced prices. These are strictly record and tape outlets so there are no increased traffic to other departments of the store.

# San Francisco May Open Its Sunday Gate Wider

By GEOFFREY LINK

SAN FRANCISCO — Music Box, with 14 outlets in the Bay Area, is not open on Sunday, but is considering the move. "There's nothing on the boards yet, but we are probably going to start thinking about it this year," said Paul Lafayette, general manager. "We are generally located in small shopping centers, and as the big department stores start staying open, the smaller commodity stores will too."

Tower Records has been doing business seven days a week since it opened in San Francisco 20 months ago, a policy, owner Russ Solomon has had in force for 28 years at his music stores in other cities. Sunday is an uncommonly good day for Tower, but an open-Sunday policy works only "if there's action" in the vicinity, Solomon said. Tower is just short blocks from Fishermen's Wharf so it gets much more foot traffic than a non-tourist area like downtown would.

"Records are leisure time items," Solomon said. "They are listened to and bought on Sunday. What's so new about staying open on Sunday?"

The big discount chain, White Front, is open on Sunday, but Sears, which has 10 large and 19 smaller stores in the Bay Area, last November started opening Sundays only at suburban sites.

"Shoppers dictate what the businessman will do," said Ken

Marley, a Sears spokesman. "Shopping patterns indicate that people want stores to stay open on Sundays—at least in suburban shopping centers." San Francisco and Oakland stores will remain closed Sunday until it "becomes almost mandatory" to open.

# Ohio Blue Laws Give Dealers Sales Blues

By JANE SCOTT

CLEVELAND — Ohio's blue laws, banning all but essential sales on Sunday, still have a heavy effect upon record-tape sales. Practically the only Sunday sellers are discount stores with a longtime policy of Sunday sales.

The Cuyahoga County Mayors and City Managers have set up a Sunday Closing Task Force to study the situation. A total of 32 store managers were fined in Lyndhurst Municipal Court for violating the blue laws. Seven managers in Mayfield Heights, another Cleveland suburb, were fined.

Recordland, 7755 W. Ridgewood Road, Parma, a Cleveland suburb, was open during the Christmas holidays and shortly after, but is closed on Sundays now. It won't open on Sundays again.

"Business? Pretty good until

Mayor John Petruska decided to enforce the blue laws, on Jan. 6. Now it's out of our hands," said assistant manager Tom Cooper.

## Giant Tiger

Giant Tiger, 6880 Pearl Rd., Middleburg Heights, will continue to sell on Sunday. This has been a company policy for 18 years. This particular store has been open on Sunday for nine years.

"We're open from 11 to 7 on Sundays. It's successful. I'd say we do about 20 percent of our weekly business on Sunday," said manager Joseph Hilson.

"Look at it this way, Sunday is the only day that husbands and wives can shop together so it's nice for them that we're open. The kids that buy a lot of the records have something to do on Sunday."

Record Rendezvous, 142 Euclid Ave., in downtown Cleveland, has never been open on Sundays and doesn't intend to start.

"We're right down in the heart of the city and it would be meaningless to be open Sundays. People don't shop downtown and wouldn't come down just for records. There aren't any competitors open around us. In the suburbs? Well, that's a little different."

Record Rendezvous in suburban Richmond Mall doesn't want to open Sundays, according to manager Stuart Mintz. "You put in more hours, give out more pay and don't take in enough to make it work."

## Zayres

Zayres, a discount store in Mayfield Heights, 1345 SOM Center Rd., was open six weeks during the holidays and were fined by the city. They are  
*(Continued on page 73)*

# King Karol Open Sunday

• Continued from page 1

stores are open on Sundays is not an affront to anyone's religion. I feel that we are encouraging people to come to the city and to shop and enjoy themselves. These people have no other time to come here and see us. The law is archaic and should be changed so we don't have to run a risk while satisfying good customers."

This is also the opinion of other record stores in the city which are also open on Sundays. They all feel the law is unfair, especially since there are other shops in the city, notably on the lower East Side, which are open Sundays but do not appear to be bothered by the police for this activity.

At Gaiety Music Store, which is also located in the Broadway area, the situation is generally the same. "We have been open on Sunday for as long as the store has been in existence," one saleslady said. "This is an attraction to 'Fun City' on Sundays. People like the leisure and the fact that there are smaller crowds on Sundays. We bring the city more sales tax and act as a drawing card to the city. I do not understand why we should have to be penalized by having to go to court to pay a fine for doing the city a service." Colony Record and Radio Center concur. They stay open Sundays. Like the other two stores, their business on Sunday is about the same as any other day of the week:



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HOT FROM RCA

## BOMAN ADDS 2 PORTABLES

LOS ANGELES—California Auto Radio's Boman astrosonix division is planning to add two stereo portables—one cassette, one 8-track—to its line in June.

The company recently introduced an 8-track stereo portable (BM-1500) at \$99.50. The two new portables will be priced below \$100.

Beside the BM-1500, CAR also markets a monaural 8-track portable (BM-500) at \$30.

## PicATape in Major Move for Outlets in the West and South

By ELIOT TIEGEL

LOS ANGELES—PicATape International Stereo Centers is making a major move to line up outlets in the West and South this year.

The Oklahoma - headquartered firm already operates six locations in Oklahoma, Kansas and Texas. Two stores are in the Oklahoma City area, with single outlets in Lawton and Norman, Okla., and Hayes, Kan., and Ft. Worth, Tex.

Gordon Borlaug, the national franchise director, claims the firm plans operating 25 company-owned stores this year in the Oklahoma, Kansas and Texas areas. "We are also looking at the South as a virgin territory for tape business," he added.

The PicATape chain is operated by Communications Electronics Inc., an Oklahoma City-based wholesaler of tapes and tape players. Communications Electronics Inc. is in turn owned by Rainbow Photo Color, Inc., an over-the-counter company.

Communications Electronics Inc. acts as the central billing office for PicATape stores. It also services 450 retail accounts in Oklahoma, Kansas, Texas and Nebraska.

Stores in the two-year-old chain order directly from the manufacturer, but gain a reported 20 percent discount because of the linkup with Communications Electronics, according to Borlaug.

In seeking to open new stores or convert existing tape stores into franchises, PicATape has a financial program to assist applicants, Borlaug points out.

Franchise operators pay PicATape between 4 to 7 percent of their gross, depending on

## Ampex of Canada Budget Series

TORONTO — Ampex of Canada Ltd. has introduced a new 8-track budget series on the London label. Initial product, which is all French, includes "Chansons Nouvelles Signees Paul Brunelle," "Chant et Joue" by Levis Bouliane, and "A Son Meilleur" by Ti Blanc Richard. Suggested list price of the new tape line is \$5.95.

Ampex also recently announced that the company will distribute Colossus 8-track and cassette product on a non-exclusive basis in Canada. Quality Records also distributes Colossus tapes here.

# Tape CARtridge

## Cartridge Music at Retail Spanning Price Spectrum

By ELIOT TIEGEL

LOS ANGELES — Where is the retail price of cartridge music going?

Answer: Everywhere. Up and down. Discounted and budgeted. Full priced and fancy free.

The false economy of an industry standard of \$6.98 is being shattered all the time around the country.

"Tapes are being used like albums," commented one record company executive. "Only the situation isn't as bad, yet."

Cassettes and 8-track tapes are being offered in a variety of price levels around the country. Cutout merchandise is very much evident, playing havoc with a thinking man's idea of just what tape releases are all about.

Stores are offering repertoire which is today dated and which wasn't salable yesterdays ago. The Akron chain, for example, set a record for offering 8-track tapes at the year's low recently: \$1.69.

The Chambers Record Corp. of Manhattan has been offering 8-track tapes at 20 to 30 percent off. Korvette has advertised 8-track and cassettes for \$4.94 and \$5.84.

The Record Hunter in New York put a \$5.49 price value on Segovia 8-track and cassettes two weeks ago.

The Discount Record Center in Beverly Hills has gone to \$5.49 for its \$6.98 8-tracks.

So whatever happened to \$6.98?

Answer: It appears to be hard to find at the retail counter.

Retailers have gone to price cutting on tapes as their answer to the age old battle of competition. Consequently, any industry hope of a stabilizing retail price is one giant myth.

White Front, with 28 stores in Washington and California (and 15 planned during the next two years in these two states plus Oregon), generally cuts its price \$1 off the list. The chain watches what K-Mart, a major discount competitor does. K-Mart is about 30 cents below the White Front price.

White Front's "bottom" price depends on the competition in each area. East Coast discounters have been aggressive in their policies on tape, one White Front executive claims.

One Los Angeles tape buyer adds that discounting of tapes "hasn't run into a big problem" — yet.

The big problem, one observer concedes, is the potpourri of material in budget, economy and new release categories.

Budget tapes are being sold for \$3.98 and \$4.98. Ampex and Liberty/UA offer four-tune tapes at \$1.98. Regular repertoire runs the gamut between \$4 and \$7.

Stores which use records and tapes as loss leaders won't be doing it for long, theorizes Charlie Simms, White Front's music buyer, once they take a look at their profit structure.

With the present tight money situation, stores are very sensitive to maintaining profit margins. There is no more big deal about a department store running a \$2.99 or \$3.77 sale on a hot album, Simms feels, adding: "People take it as a matter of course to have the lowest price in town."

The word "low" sometimes can have the wrong connotation. When Bell & Howell decided to launch its own line of pre-recorded classical cassettes, it set a \$4.95 price on the music. "We are building an economy line, not a budget Sasch Rubinstein, manager of the recorded products div. said in January.

B&H's \$5 price was also meant to appeal to the classical buff, not the impulse buyer involved today and disenchanted tomorrow.

Four-track tape in Southern California are being peddled for between \$1.00 and \$5. White Front, for example, runs cutouts while trying to maintain a 200-title inventory. The amount of new releases in 4-track has been greatly reduced. The 4-track business is "very condensative but it's worthwhile," notes Charlie Simms. The chain's 4-track price is \$4.98.

Pricewise, the tape business is confusing.

their size. For that fee they receive store signs, a two-week training program, operational manuals plus PicATape designed browsable glass display cases.

These patented browsable cases are hooked into a system of electronic locks. The customer can "feel" the 8-track or cassette tapes through holes in the glass. When he wants to withdraw a tape, he presses a button near the glass. A clerk at a central counter presses a switch which opens the lock on the case. Overhead tilted mirrors allow the clerk to observe the movements of the customer.

Borlaug claims this display system virtually eliminates pilferage; reduces a store's employment force by 30 percent and increases business by 17 percent.

Borlaug spent four months

preparing the operational manuals based on research done at the first PicATape stores.

Since cassettes can be withdrawn through holes in the display, the company has designed its own die cast plastic case which enlarges the case's dimensions. This larger cassette cannot be removed from the bin.

Thus far cassette music only accounts for 5 percent of the chain's business. "It's strange, but the cassette business is just barely getting started in the Oklahoma area," Borlaug said.

Thus far the chain sells 8-track hardware by Craig, Automatic Radio, California Radio and Belair. But as video tape recorders become more feasible price-wise, the chain plans to become centers for that form of entertainment.

## TV Cassette 2 Years Away: Cap's Beucler

LOS ANGELES — Home entertainment on video cassettes is two years away, believes Oris Beucler, Capitol's special markets department vice president. Beucler is part of the team which will guide Capitol into the hardware side of home video playback entertainment.

He will offer technological advice and counsel as to which system best meets the demands for any home video playback market. Michael Donohew, recently hired away from CBS-TV to head up Capitol's new audio/visual department, has the responsibility for creating the programming which could be sold to home viewers.

Beucler says Capitol has not made any commitments to any one of the varied videocording systems which have been unveiled in the U. S. like RCA's SelectaVision or CBS' Electronic Video Recording.

He has been looking at prototypes of systems in Japan, but feels it is too early to make a definite commitment on any kind of playback unit for sale by the company.

EMI, Capitol's parent firm, is presently investing money in research and development of a videocording system as an adjunct to Capitol's own research into the spawning new entertainment medium.

Beucler feels that within two years the dust will have settled

and some form of compatible home system will be available. The company's audio/visual department, while working on the more immediate challenge of developing programs and specials for television, could very easily be laying the foundation for developing programming for home ownership later on.

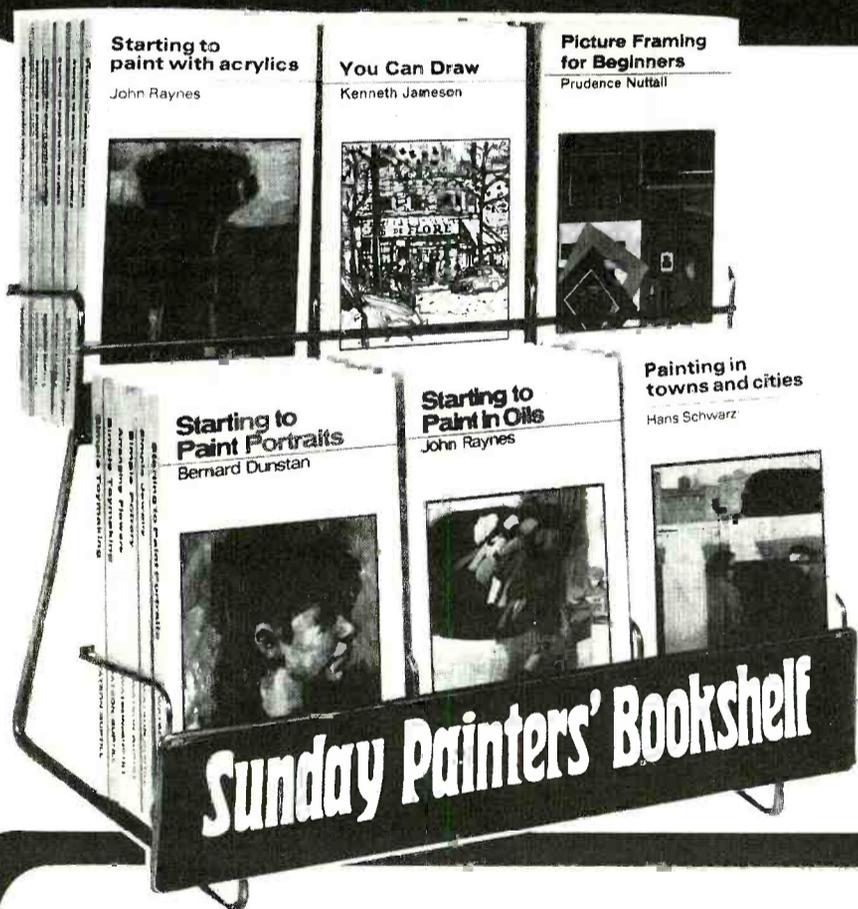
If Capitol does indeed get involved in selling video playback equipment, it will put the company in the high ticket electronics equipment field. Capitol's own distribution wing (CRDC) would be used to sell the equipment, just as it sells tape cassette machines. But there would have to be additional sales assistance required for this kind of specialty item.

Beucler envisions a color playback machine in the \$300 range for mass concentration. The cost of tape for a half hour to 45-minute show is around \$20. In a comparison of costs between videotape and Super 8mm home movies, Beucler claims the cost for the same amount of 8mm color film is between \$95 and \$130.

At present, none of the video systems demonstrated in the U. S. are compatible, but Beucler believes companies like Sony, North American Philips and Matsushita will work out the compatibility problem.

Capitol will play the waiting game and then jump in when the seas are calm.

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# Standardization Problem Hits Videocassette Manufacturers

• Continued from page 1

compatibility will be very serious as the industry grows. "We would like to eliminate a serious problem before it continues too far," he said. "That is why we're working with Philips in the development of video recording technology to meet worldwide standards."

## Confusion Seen

The existence of so many formats are bound to cause confusion at the retail, production and duplication levels. Look at the confusion between cassette and stereo-8, says one retailer, and multiply that when we have five different video systems.

"We believe the company that produces the best machine (system) will generate a standardization," feels Morita.

Most manufacturers, however, are going their own way.

Sony's unit uses a cassette (8x5x1 1/4) which slips into a playback unit like most cassette models. The player, to retail around \$350, is a two-headed helical-scan system that operates at a speed of 3 ips.

The cassette itself contains 900-feet of 3/4-inch tape which

provides 90-minutes of program repertoire. Sony would like to market the videocassettes simultaneously with its playback equipment.

RCA's SelectaVision uses a new tape and hardware that utilizes holography and lasers. The CBS-Motorola unit uses photographic tape.

Although the Sony, Matsushita and Avco systems are based on standard video recording technology, each system is different in terms of operating and cartridge size. Again, it's standardization.

## Can Be Connected

The Sony unit can be connected to any standard color

TV set or black-and-white model. Ultimately, Sony will offer a simple adapter for the unit to permit recording TV programs from the air into videocassette form.

The company plans to use dubbing stations (across the U.S.), where consumers can take blank videocassette to be duplicated with a movie, play, music, etc. "Because the video cassette contains two channels of sound information," explains Morita, "a program could have stereo sound. Or, in the case of foreign films, one track could accommodate the foreign soundtrack and the other an English version."

# Muntz Compatible Recorder/Player

LOS ANGELES — Muntz Stereo-Pak has developed its first compatible 4 and 8-track home unit with a record feature. Jim Muntz, a company official, reports 700 back orders for the unit which will retail for \$300.

The compatible recorder/player (model 512) is the highest priced cartridge unit in the company's history. The younger Muntz acknowledges that this compatible recorder can serve two masters; a person interested in duplicating 4 track tapes or someone with an eye for 8-track material.

Also scheduled for domestic unveiling is a compatible deck with a record feature, the MR5 selling in the \$99 to \$109 range.

The 512 has integrated circuitry and boasts 100 watts per channel, according to Muntz. It, and a previously released home playback unit, the model 150, are Muntz's first two units with integrated circuits. All previous models have come

through with printed circuits.

Also scheduled for release shortly is the Apollo 12, a portable compatible (\$99) with built-in AC converter and self-contained speakers. Already in the Muntz line of compatibles are three car units and four home models, with the 512 the first unit combining record capability for two of the three major cartridge configurations.

The 512 upgrades the company's first 4-track record/player, the model 300, which made its debut in early 1965.

To cover the 8-track field, Muntz is readying a straight 8-track car unit the 800MPX with built-in FM multiplex and a \$99 price.

There are two cassette units, one automotive, one portable, which have not been selling well, according to Muntz, but which will be retained in the catalog.

Muntz claims price dumping in the Los Angeles area has affected movement of his cassette equipment. "Prices have kicked the hell out of the equipment," he said. Many chain stores have been using low priced dumped cassette units as loss leaders.

Muntz's car unit, the 9200, sells for \$99 and can record on one channel. The portable CAW1 (\$29.95) is a mono playback/recorder. Both of the cassette units are made for Muntz by Maruwa, one of the company's prime equipment suppliers.

The company has discontinued selling players to its own Muntz dealers with the Audio/Stereo brand and it has halted plans for getting into the franchise business.

The Audio/Stereo line was merely splitting the company's advertising effectiveness, Muntz said, so the emphasis is now on the Muntz line. The company continues private labeling equipment for stores, but it is no longer supplying its own dealers with its own two brands of players.

Muntz has stepped up its sale of blank 4-track tapes. Jim Muntz estimates the company's blank business this year will exceed its business in prerecorded music last year.

"People claim music is not available in 4-track, so they're going to their neighborhood du-

(Continued on page 59)

# Double Sixteen Looks to Better Cassette Number

WHEATON, Ill. — Sometime this year, Double Sixteen Co. here probably will be offering blank cassettes to consumers. But right now Tom Canon, co-manager, thinks that it's not the kind of ball game he wants to be in. He is instead moving in another direction, including manufacturing a product for Ampex.

"Everybody is experiencing problems with their cassettes, and people are too price conscious. Until people have had experience with cassettes they continue to buy on price alone. Some of the product being offered right now has a 100 percent failure factor. Some of the companies manufacturing cassettes shouldn't even be in the business," he said.

Canon and his brother, Jim, organized Double Sixteen in 1956 as an audio-visual and commercial photography company. It has carved out a niche in the religious field, where it markets blank cassettes to 2,000 book stores through Standard Publishing Co., of Cincinnati. The firm manufactures 30, 60 and 90-minute cassettes and is researching the possibility of a better quality 120-minute package.

"Anybody who thinks their 120-minute cassette works will find me seriously questioning them. Even 90-minute cassettes are a problem. With 120-minute cassettes there are several problems yet to be worked out. The tape is so thin it runs up onto the capstan, there's a friction build-up problem and humidity problems," he contends. "There's just too much volume of tape in the 120-minute package. I think, however, that I will have a jam-proof 120-minute cassette by the end of the year."

Canon is also working on an entirely new approach to the cassette—"It may not even be a plastic cassette," he explains.

As for tape product entering the religious field, Canon says his firm is the only one telling the consumer what to do when something goes wrong. "We have literature in each package giving hints on problems such as spilling, cleaning and sticking."

Recently, Double Sixteen offered to the manufacturers a new tape splicer. It measures 3 3/8 inches by 5 7/8 inches and includes a dispenser for standard 1/2 inches splicing tape. Leaders and splicing tape are cut uniformly and with a single motion. It costs \$189.50 and can be used in conjunction with most winders now on the market, Canon said.

Canon's firm went from photography and audio/visual into developing its first consumer product in 1966—50 Bible stories for General Electric's Show and Tell television like entertainment device. GE has 100 such audio/visual programs it's offering. Canon expects to continue in the audio/visual field, but prefers not to reveal the extent of his involvement or just what kind of product he will be manufacturing for Ampex.

"The cassette configuration will definitely be the concept of the future," he feels. "Do you know what I think about when I think about 8-track? I think about wire recording. After all, with 8-track, you can't edit. You have no beginning, no end, no alpha, no omega. When Detroit say's cassette will be EOM that's the day when 8-track will have reached its peak. There are just too

(Continued on page 74)

# \$30-45 Cassette Unit 'Hotter Than Pistol'

LOS ANGELES — While it's all hot, retailers say cassette models in the \$30-\$45 price range are blistering.

While problems continue to harass home electronics retailers in nearly all other product categories, they report cassette sales at record levels through January.

And although they say there is little trouble selling any of the brand names, selected models are pacing the activity.

At the \$30 level, retailers say units from every manufacturer in the field are moving well, but they point to the following models as particularly hot:

Magnavox (IK 8868) at \$29.90; Panasonic (RQ 204) at \$29.95, and General Electric (M-8400) at \$29.99.

The \$35 to \$40 price bracket is where cassette sales center, and sales are brisk in this category. Cited as better than average sellers, however, are the following: Panasonic (RQ 209) at \$39.95; Webcor (TC146) at \$39.99, and GE (8320) at \$39.95.

In the \$40 to \$50 range, sales are slightly off from those in the \$34 to \$40 bracket but continue to move well. Best sellers in this range are:

Craig (2603) at \$44.95; GE

(8300) at \$49.95; Norelco (150) at \$49.95; Sharp (RD 403) at \$49.95, and Bell & Howell (2394) at \$49.95.

Bell & Howell (294K) at \$59.95 was also mentioned frequently as a good seller, along with Hitachi (220) at \$59.95, and Magnavox (159031) at \$59.

Above this level, buyers and retailers say volume begins to taper off somewhat, but continues to grow each month. And within this range there were some slow moving brand names.

Singled out as best sellers in this area (all at \$69.95) are:

Concord (F98), Toshiba (KT-20P), Sylvania (110) and Hitachi (KCT 1200).

Moving into the \$80 level, even fewer models were picked out as hot sellers, with two, both with AM/FM radio, cited most frequently: Panasonic (232) at \$79 and \$79.95 and Sharp (RD404) at \$78.88 and \$79.95.

At the \$100 level, the following models and prices were most often mentioned:

Panasonic (7270) at \$99, Sony (TC110) at \$99.50 and \$99.88, Bell & Howell (326) at \$99.95 and Magnavox (V9024) at \$99.90.

Only mild action was reported above \$100 price level and only one model, Sony (TC125) at \$109.50, was cited with frequency.

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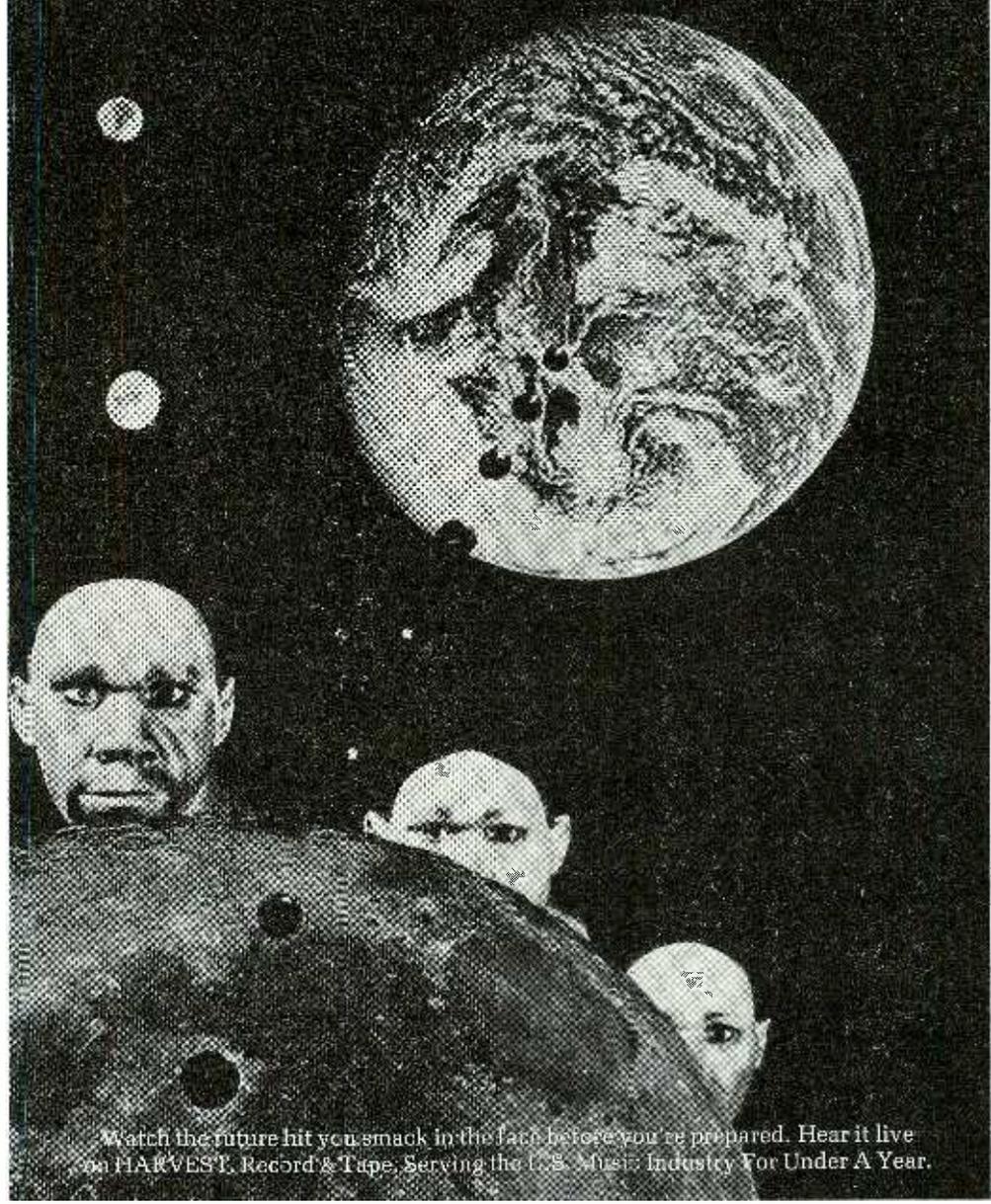
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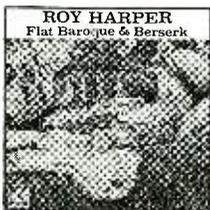
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# Future Shock



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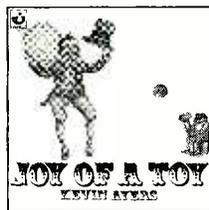
1. **ROY HARPER**, c. timeless. Big & Bawdy Raver, Poet-Singer. Filler of the Albert Hall. Beguiler of women. Whimsical. Master of parody. Enormously popular in England. Imminent tour of the U.S. Equipped with guitar and strange wit. About records in general he says: "This generation's got a problem on its hands in this society — how to waste our time. Some of us really kill it." About amplification: "Ego. It's never right. It's never geared to people who've got something to say. It's geared to the people who've got a lot of noise to make." Roy Harper has something to say. . . . **FLAT BAROQUE AND BERSERK**.



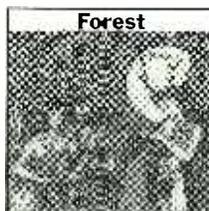
2. **FOURTH WAY**, c. 1975. Roots going back and forth. **CHANGES** called Fourth Way a "REAL super group." They're devoted musicians. Between them, they've played with John Handy, Roland Kirk, Charles Lloyd, Maynard Ferguson, Herbie Mann, Buddy Rich, Stan Getz, Gary Burton. Drummer Eddie Marshall has been called a "magician." Mike White, violinist, was Downbeat New Jazz Star, 1967. The music is not jazz or rock, but somewhere in between. Or beyond. Bob Palmer, reviewer for **CHANGES**: "one super superlative will do: in these times of glut in the record industry, this is the rarest bird of all."



3. **CHRIS SPEDDING'S BATTERED ORNAMENTS**, c. 1975. Originally fronted by Pete Brown, who wrote most of the Cream's hits. He's also responsible for much of the material on this album. The group now belongs to Chris Spedding, veteran 21 year-old sessionman and guitarist on Jack Bruce's "Songs For A Tailor." Voted most likely to succeed Clapton as super-hero-cult-figure. Battered Ornaments have been called the most unlikely band since Bill Haley and the Comets. Sure, but the sound lies somewhere ahead of us.



4. **KEVIN AYERS**, born 16 August, 1944, Herne Bay in Kent, early morning. "German flying bomb exploded in neighboring field ensuring a certain deafness, which I am fortunate enough to possess to this day." We haven't noticed. Kevin was former lead singer with **SOFT MACHINE** (who provided some impressive arrangements on this album). Nonetheless, the album is Ayers. Oboe, piccolo, flute, trombone, electronics, cello, numerous guitars, and kazoo. One English reviewer said: "What Ayers does is find the essence of all 'pop' music and polish it to a high degree at the centre."



5. **FOREST**, post-renaissance. Three prolific musicians. Martin Welham plays 12-string guitar, organ, harmonium, piano, pipes, percussion; Derek Allenby plays mandolin, harmonica, pipes, harmonium, percussion; Hadrian Welham plays guitar, harmonica, pipes, cello, electric harpsichord, harmonium, percussion, organ and mandolin. All 12 tracks composed by members of the group. Something like Incredible String Band. Not like them at all. These are modern musicians, combining contemporary harmonics and medieval polyphonics. Ah, magical. Without parallel in the U.S.



ALSO: **PINK FLOYD**, **EDGAR BROUGHTON BAND**, **THIRD EAR BAND**, **PANAMA LIMITED JUG BAND**, **SHIRLEY & DOLLY COLLINS**.  
COMING SOON: **RICHARD BRAUTIGAN**.

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## New Tape CARtridge Releases

### GRT

#### Blue Thumb

SAM LAY'S BLUESBAND—Sam Lay in Blues-land; (8) 8075-14M  
 Very Best CLIFTON CHENIER; (8) 8075-15M  
 AYNLEY DUNBAR RETALIATION—To Mum, From Aynsley; (8) 8075-16M, 5075-16M

#### Cadet

RAMSEY LEWIS—The Piano Player; (8) 8035-8836M, (C) 5053-836M  
 THE DELLS—Like It Is, Like It Was; (8) 8035-8837M, (C) 5035-837M

#### Crewe

MITCH RYDER—Heavy Hits; (8) 8087-1335M, (C) 5087-1335M

#### Dunhill

JAMME; (8) 8023-50072M, (C) 5023-50072M  
 MAMAS & PAPAS—A Gathering of Flowers—Mamas & Papas Anthology; (8) 8023-50073J, (C) 5023-50073J  
 RICHARD HARRIS—Love Album; (8) 8023-50074M, (C) 5023-50074M  
 STEPPENWOLF Live; (8) 8023-50075M, (C) 5023-50075M  
 A Record of Love and Pleasure; (8) 8023-50076M, (C) 5023-50076M  
 JOHN PHILLIPS; (8) 8023-50077M, (C) 5023-50077M  
 THREE DOG NIGHT—Wizard of Orange; (8) 8023-50078M, (C) 5023-50078M  
 COLLOSEUM—The Grass Is Greener; (8) 8023-50079M, (C) 5023-50079M

# Low-End Closeouts Seen Hurting Trade

By BRUCE WEBER

LOS ANGELES—It is only 10 a.m. on a Saturday, but already people are crowding the

doors of the J.C. Penney store in the San Fernando Valley.

The reason?

The nationwide department store chain was "dumping" a monaural cassette playback-only unit for \$13.88. Listed as a "closeout," the unit previously sold for \$19.95.

A few miles away, at Akron, a discount chain, a crowd of young people gathered around a counter fully stocked with tapes.

The attraction?

The store was offering 8-track tapes for \$1.69. Although advertised as major "name" artists, product offered included "cutouts" and budget-oriented repertoire.

Both stores attracted business all right, but many industry spokesmen see danger in exploiting low-end products. "There are inherent dangers for retailers, including pitfalls brought about by a rash of low-end equipment," said one spokesman.

While Japanese manufacturers remain quiet on "dumping" product, the result of an inventory backlog is clear to most American companies. A great deal of product is likely to be dumped on the American market — most of it will be low-end.

But the end may be near for Japanese produced cheapies. Japanese manufacturers, always skilled in mass producing low-end products, have been aiming higher priced lines at the U.S. market.

Now, many Japanese companies are shipping low-end orders to Taiwan, Hong Kong, Korea, among others, for production. Japan, too, is turning to videotape recorder equipment and componentry.

Craig Corp., for instance, sees it this way:

Lauren Davies, general sales manager, sees a large market in low-cost cassette playback units, but prefers to take the "high-ground" and concentrate the bulk of Craig's line in the \$30-\$40 range, leaving the under \$30 equipment to others.

"Young buyers today are too sophisticated to purchase cheap equipment," he said. "They want stereo sound, good equipment, combination units and better quality."

A retail problem also can emerge from Japanese producers shuttling its low-end work to other nations in the Far East and Asia.

Factories in those countries are not equipped to produce sophisticated players, and their manpower lacks skills generally found at major Japanese plants.

Inexpensive equipment, especially players priced below \$30, is giving life to budget tapes, priced at or below \$4.95. While retailers are expecting a "dump" of low-priced hardware, software producers can be expected to benefit from the increasing appearance of "cheap" equipment.

"There's a great surge of consumer interest in budget tape, both cassette and 8-track, since low-end equipment became more readily available," said Harry Kelly, tape sales director of Mercury Records.

In addition, budget tapes

(Continued on page 21)



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# Audio Magnetics to Hold First Meetings

LOS ANGELES — Audio Magnetics, cassette and reel-to-reel tape manufacturer, is holding its first annual sales meeting and convention here and in Palm Springs, beginning Tuesday (17).

The company is planning product orientations and technical sessions at its manufacturing complex in Gardena, Calif.

More than 30 manufacturers representatives from across the U.S. will headquarter at the Century Plaza Hotel and the Riviera Hotel in Palm Springs for the weeklong meetings.

Seminars will be held on equipment and techniques, joint ventures, credit, advertising-public relations, tape manufacturing, sales, research and development, quality control, among others. Tours of the manufacturing facility will be conducted.

The technical and marketing meetings will be conducted by Audio management personnel, including Irving Katz, president; George Johnson, senior vice president, Ray Allen, sales vice president, Georges Abitboul, senior vice president-engineering and president of Audio Magnetics Internationale, Inc.; Elliott Basch, vice president-finance and Robert Harris, director of special products.

The tour will include the blank tape facility, plastics, marketing, packaging and assembly.

The itinerary includes a cocktail party Tuesday (17) at the Century Plaza Hotel, product orientation and technical ses-

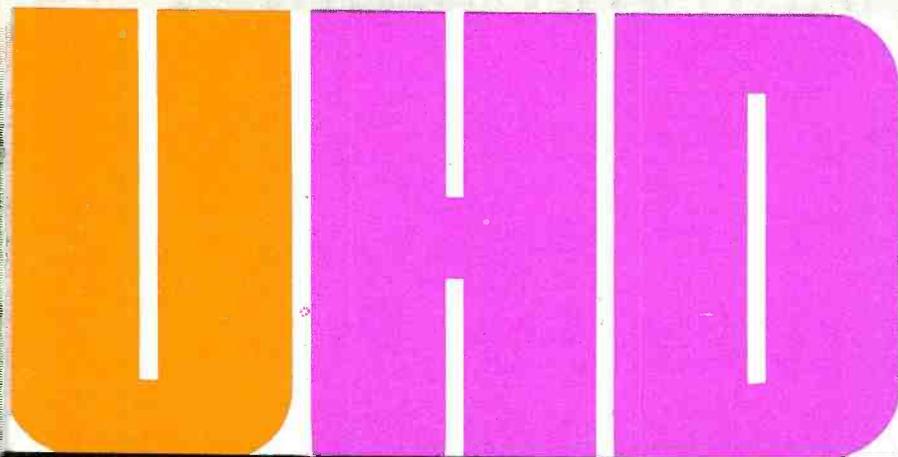
sions at Audio Magnetics Wednesday (18) and Thursday (19) and a golf tournament and awards dinner Saturday (21) in Palm Springs.

## Tape Happenings

Walco-Linck Corp.'s electronics division, Clifton, N.J., is introducing a cassette carry case at \$4.98. The case stores 24 tapes. . . . **Ero Electronics**, a subsidiary of Ero Industries, Chicago, is offering a stereo cassette tape

deck for \$99.95 and a hi-fi AM-FM multiplex stereo with cassette playback and recording system for \$259.95. . . . **Athur Fulmer Stereo**, Memphis, is offering an 8-track stereo player. . . . **California Auto Radio**, Downey, is introducing an

8-track stereo portable (model BM-1500) under its Boman Astronix division. . . . Fred Rice, national merchandising development manager of Capitol Records, is speaking on packaging at an International Institute for Packaging Education seminar in New York, Monday (16)-Friday (20). Rice's talk is "How to Reach the Youth Market."



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# Frankford in Mail Test

DETROIT — Jack Frankford, president of Michigan Mobile Radio, Inc., which has just opened its third installation and retail CARtridge sales center here, is test-marketing a new mail order operation. 10,000 copies of an 80-page custom catalog are now in the mail. Frankford, who buys the catalog for 20 cents each, feels that he can achieve a 5 percent result on the catalogs "and I can make money at that level." Each catalog features six pages of pictures of hardware. The catalog is full of articles on artists and lists of product.

Frankford is also exploring possibilities of franchising a series of stereo tape cartridge installation houses. In addition, two new MMR outlets are planned for 1971.

# Low-End Closeouts

Continued from page 20

should also spur equipment sales.

Since a flood of low-end players have been appearing on the market, several record manufacturers and tape duplicators / marketers are making more budget tapes available.

Why not. There's a big market for cheap product.

One manufacturer, however, urges the industry to remember Playtape. One day it was selling between \$12-\$15, and the next they couldn't give it away in the toy department at Sears, Roebuck for \$4.


## The technology and characteristics of UHD Gamma-Oriented recording tape

### WHAT IS UHD?

UHD (Ultra High Density) fulfills the need for a high performance magnetic recording tape to match the high performance of today's and tomorrow's "state-of-the-art" high-fidelity audio systems. It is the result of a unique gamma ferric oxide coating process developed by the research laboratories of Bell & Howell. Advanced technology had led to the ability to deliver an ultra-high-density (UHD) of ferric oxide particles—every one encapsulated within an ultra-thin insulating shield—to each square centimeter of tape—more dense than in any conventional audio tape.



UHD TAPE CONVENTIONAL TAPE

### WHAT IS GAMMA ORIENTATION?

Once the super-fine ferric oxide particles have been applied to the tape base, a critical gamma orientation process is executed under exacting conditions to precisely align each particle in the same direction. This vital step assures maximum consistency and density; and, therefore, makes certain that UHD tape will demonstrate "hotter" and more consistent signal characteristics in both recording and playback.

A less dense, less precisely-oriented tape leaves oxide "holes" in the coating—and in your recordings as well. The illustration below shows how UHD compares with conventional tape.



GAMMA ORIENTED TAPE CONVENTIONAL TAPE

### WHAT CAN UHD DO FOR YOU?

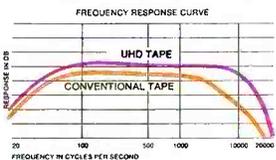
The combination of ultra-high-density and gamma orientation give UHD the characteristics you need to create the finest-quality recordings. UHD delivers higher output, extended frequency response (see chart), broader dynamic range, and a better signal-

to-noise ratio than has ever been possible with conventional recording tape. Furthermore, it produces a "hotter" signal, permitting you to avoid distortion by recording at lower input levels. The dense, gamma-oriented particles assure that recordings made at 3 1/2 ips will sound as good as those made at 7 1/2 ips on conventional tape.

Every reel of UHD recording tape is supplied with color-coded leader and trailer. It also has an all new, integral lifetime lubricant that increases tape life and reduces head wear.

Because of the advanced formulation and coating techniques, UHD performs superbly on all tape recorders, regardless of factory bias setting.

Welcome, therefore, to UHD gamma-oriented magnetic recording tape. Made possible by the advanced technology of the audio laboratories of Bell & Howell.



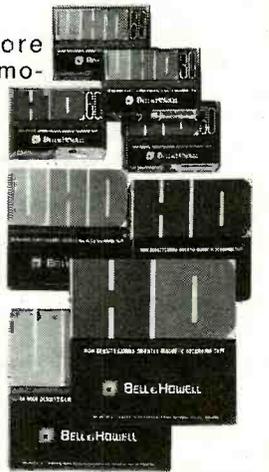
RECORDING TIME (EACH TRACK)	IPS			
	1/4	1/2	3/4	7/8
600'	120 MIN.	60 MIN.	20 MIN.	15 MIN.
1200'	180 MIN.	90 MIN.	30 MIN.	22 1/2 MIN.
1800'	240 MIN.	120 MIN.	40 MIN.	30 MIN.
2400'	300 MIN.	150 MIN.	50 MIN.	40 MIN.
3000'	360 MIN.	180 MIN.	60 MIN.	50 MIN.
3600'	420 MIN.	210 MIN.	70 MIN.	60 MIN.
4200'	480 MIN.	240 MIN.	80 MIN.	70 MIN.
4800'	540 MIN.	270 MIN.	90 MIN.	80 MIN.

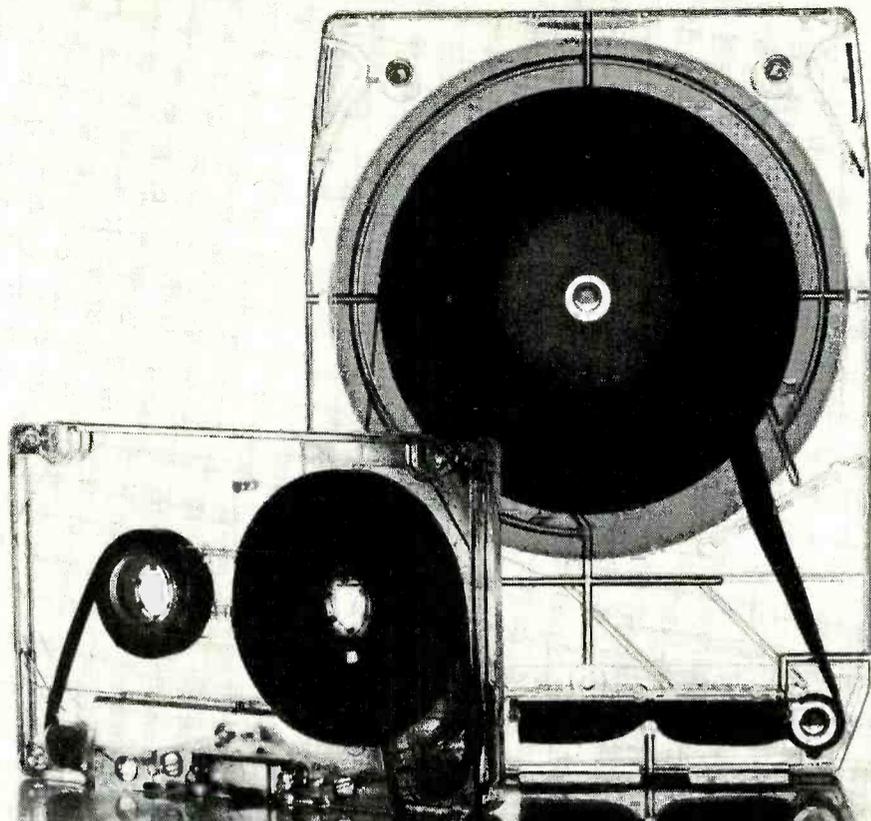


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He told her the music was groovy,  
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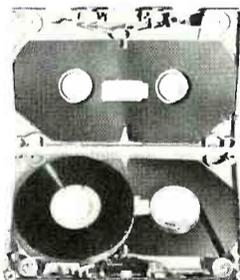
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Tape CARtridge

## GRT Releases Its First Budget Tape Brochure

LOS ANGELES — GRT is releasing its first budget tape catalog for distributors-rack merchandisers to use as an order form.

The brochure will have more than 250 cassette and 8-track titles listed, including classical, jazz, pop, soul, country and children's product.

The catalog also can be used as an inventory sheet, according to Larry Finn, GRT national sales promotion manager. Titles

are listed alphabetically by record manufacturer. All GRT budget titles are \$4.98, with children's repertoire selling at \$3.98.

Finn said the catalog easily can be utilized as a checklist for inventory purposes by retailers, rack merchandisers, distributors and GRT sales personnel.

GRT, which has been releasing budget tapes for some time, (Continued on page 59)

## BEST SELLING Billboard Tape Cartridges

### 8-TRACK

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

This Week	Last Week	TITLE—Artist, Label & Number	Weeks on Chart
1	1	LED ZEPPELIN II Atlantic TP 8236 & Ampex 88236	14
2	2	ABBEY ROAD Beatles, Apple 8XT 383	18
3	4	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 88397 (Ampex)	9
4	3	CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill 850068—Ampex 850068 & GRT 8023-50068	9
5	7	TOM JONES LIVE IN LAS VEGAS Parrot M79831 (Ampex)	13
6	6	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco TP 33-250 & Ampex 8250	39
7	5	BLOOD, SWEAT & TEARS Columbia 1810 0552	39
8	8	LET IT BLEED Rolling Stones, London M72167 (Ampex)	8
9	9	SANTANA Columbia 1810 0692	17
10	11	JOHNNY CASH AT SAN QUENTIN Columbia 1810 0674	29
11	14	EASY RIDER Soundtrack, Reprise 8RM 2026	11
12	13	CROSBY, STILLS & NASH Atlantic TP 8229 & Ampex 88229	39
13	10	GREEN RIVER Creedence Clearwater Revival, Fantasy 88393 (Ampex)	23
14	12	MONSTER Steppenwolf, Dunhill—Ampex 850066 & GRT 8023-50066	9
15	15	SUITABLE FOR FRAMING Three Dog Night, Dunhill 85058	2
16	16	THE BAND Capitol 8XT 132	4
17	19	PUZZLE PEOPLE Temptations, Gordy G8 1949	10
18	18	BEST OF TOMMY JAMES & THE SHONDELLS Roulette 8440040 (GRT)	3
19	—	JOE COCKER! A&M 8T 4224	3
20	20	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic TP 1537	2

### CASSETTE

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

This Week	Last Week	TITLE—Artist, Label & Number	Weeks on Chart
1	2	ABBEY ROAD Beatles, Apple 4XT 383	17
2	1	LED ZEPPELIN II Atlantic CS 8236 & Ampex 58236	11
3	4	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 58397 (Ampex)	8
4	6	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco CS 33-250 & Ampex 5250	38
5	5	BLOOD, SWEAT & TEARS Columbia 1610 0052	24
6	3	TOM JONES LIVE IN LAS VEGAS Parrot M79631 (Ampex)	8
7	7	CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill—Ampex 550068 & GRT 5023-50068	6
8	8	JOHNNY CASH AT SAN QUENTIN Columbia 1610 0674	22
9	11	ENGELBERT HUMPERDINCK Parrot X 79626	2
10	9	LET IT BLEED Rolling Stones, London M57167 (Ampex)	4
11	—	MONSTER Steppenwolf, Dunhill—Ampex 550066 & GRT 5023-50066	1
12	12	SANTANA Columbia 1610 0692	11
13	14	JOE COCKER! A&M CS 4224	8
14	—	STAND Sly & the Family Stone, Epic N 16 10186	1
15	10	WARM SHADE OF IVORY Henry Mancini, RCA PK 1441	6

Billboard SPECIAL SURVEY For Week Ending 2/21/70

# IKE & TINA TURNER & THE IKETTES

## "Come Together" #32087

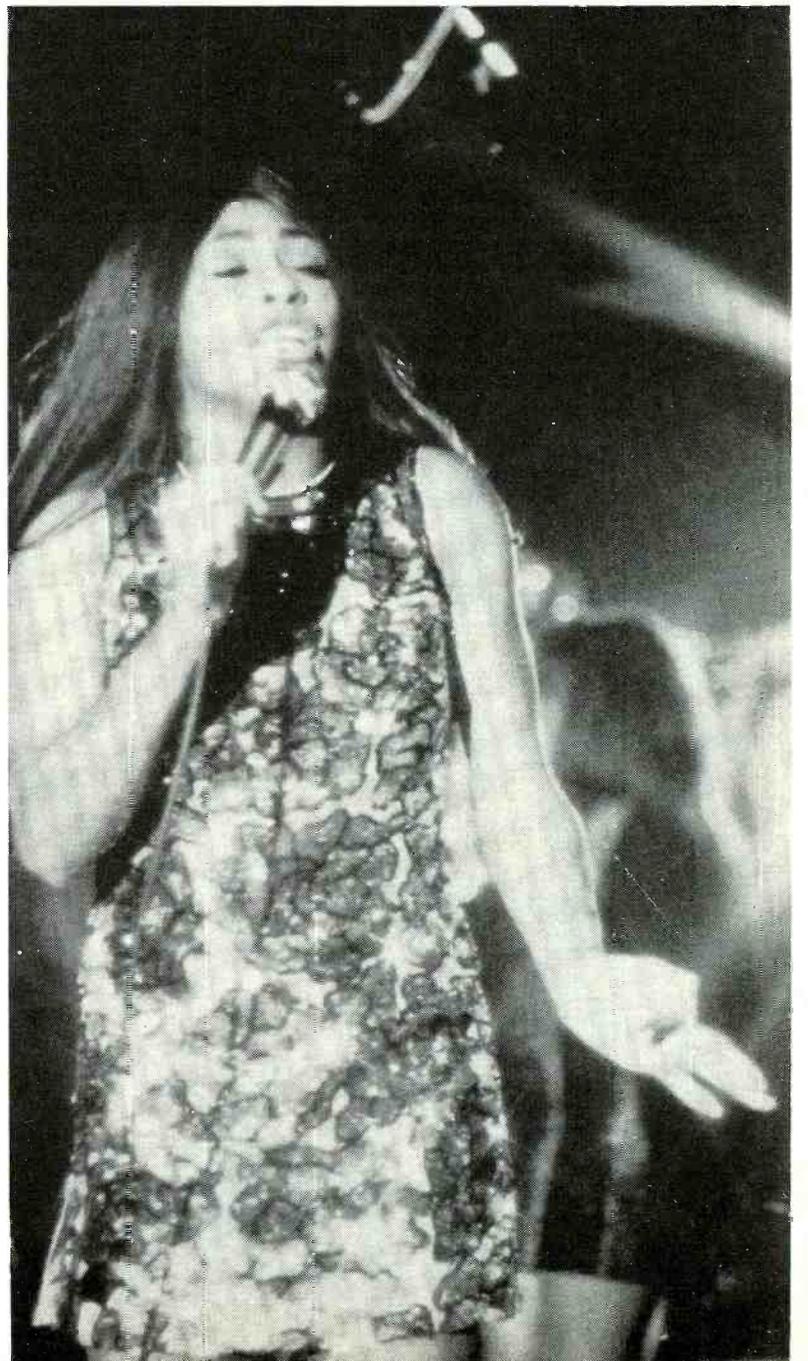
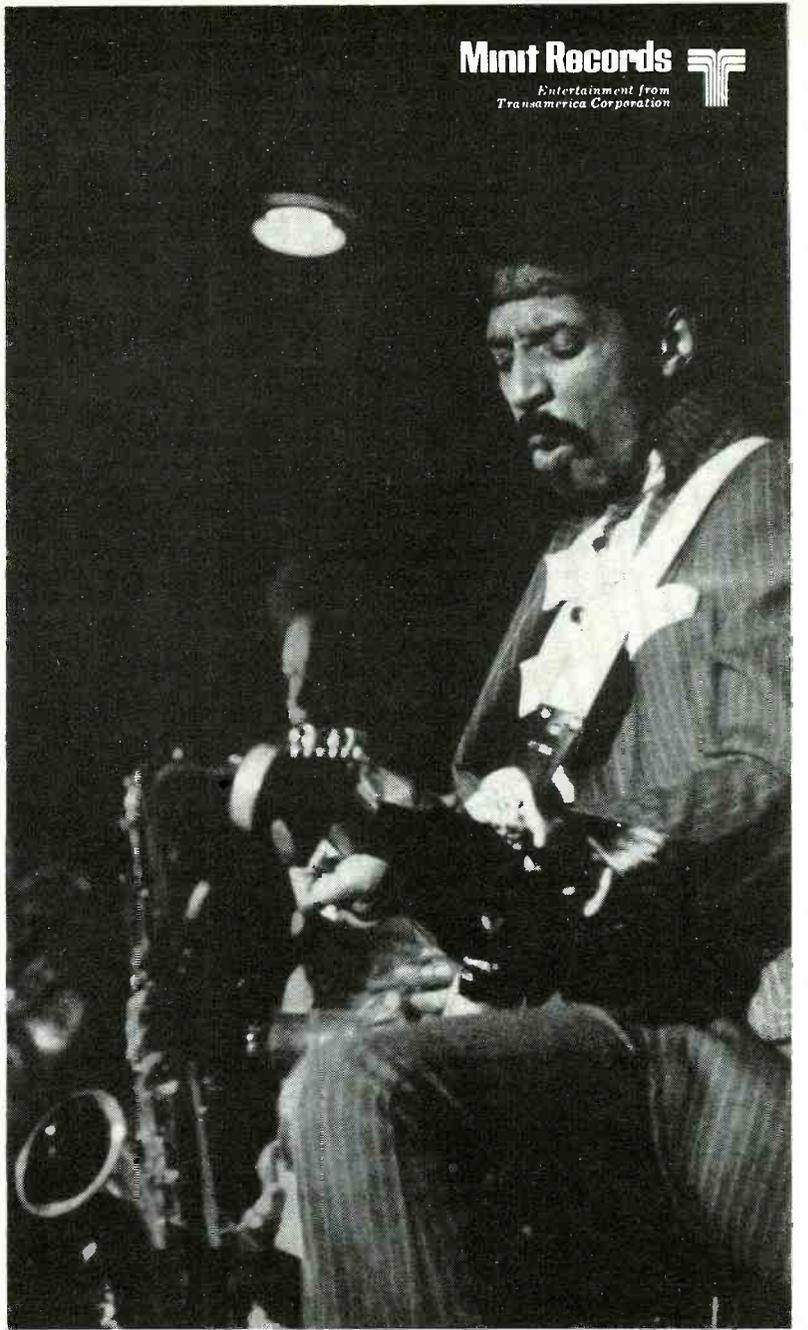
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on the charts today.

Produced & Arranged by Ike Turner



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this record  
and keep  
together,  
you're out of it,  
baby!

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## Personal Involvement With Talent Stressed by New Dawn

By MIKE GROSS

NEW YORK — Zack Glickman, who recently took over New Dawn Artists Management, will key his operation to personal involvement with the talent. "Management is like marriage," he said, "the relationship between the management office and the artist must be highly personal and there must be mutual love and respect."

A belief in the artist's work is also important, Glickman added, and it sometimes leads to subsidization until the talent clicks and earns enough to carry himself. "It's not the dollar thing," he said, "as much as it is the involvement between artist and manager in doing their thing."



ZACK GLICKMAN

Glickman, who is 24 years old, began running New Dawn alone several weeks ago when he bought out Neil Reshen's interests. Glickman and Reshen had launched the New Dawn firm about a year ago. Glickman now has Dion, Golden Earrings, the Times Square Two, Dick Holler, who recently signed with Atlantic Records, and disk producer Phil Gerhard in his stable. He's currently scouting for more talent to build up the New Dawn roster and for managerial personnel to help steer the office.

One of the mainstays of Glickman's New Dawn operation is its deal with Red Bullet, a Dutch production firm. Glickman has first refusal on U.S. management and music publishing of acts and product emanating from Red Bullet. Golden Earrings came to New Dawn through Glickman's tie with Red Bullet, as did the publishing rights to "Venus," the click song recorded by Shocking Blue on the Colossus label.

Glickman's publishing firms are Fat Zach Music (BMI) and Skinny Zach Music (ASCAP).

## Mann Chapter Three Set For Their 1st Tour of U.S.

NEW YORK — Manfred Mann Chapter Three will make their first American tour in April

### Signings

Tommy Makem has signed with GWP Records. The Irish folk singer begins a 20-city concert tour Friday (27). . . . The Royal Teens have signed with Bill & Steve Jerome Associates. Their first album will be on Musicor.

Robin Grean, daughter of Charles Randolph Grean, has signed with Ranwood, where her first single will be "Call Me Down to Chelsea." . . . Jimmy Velvet, who's recording an album for Buddha in Nashville, joined International Management Combine. . . . The Secret to ABC. . . . Donna Theodore to Jubilee. . . . Michael Chain to Wednesday's Child Productions for disk management. . . . Tony Booth, formerly with Uni, signed with MGM, where his initial pressing is "Erma Jackson."

The Orbits to the SSS label of Shelby Singleton Corp. Their debut disk is "House Without a Roof" and "Good Natured Emma." . . . Barry Gordon, Austin and Smokey Roberds to Capitol. . . . Black Oak Arkansas to Enterprise. . . . Anjoan's first ABC single is "Equal Time"

The tour was set by Herb Spar, president of the Millard Agency. David Joseph, the band's English manager, has appointed Bill Fields and Sid Bernstein to handle the American management.

and May. The band's first album, "Manfred Mann Chapter Three" has been released in the U.S. on the Polydor label.

The tour starts at Fillmore West in San Francisco, April 2-5. Then, the band plays Whisky A Go Go in Los Angeles, April 8-12, Chicago's Kinetic Playground, April 17-18 and the Boston Tea Party, April 23-25. After a two-day engagement at Fillmore East, May 1-2, the tour winds up at the Electric Factory in Philadelphia, May 8-9.

The current Manfred Mann band is comprised of nine pieces with a strong jazz influence. Mann and Mike Higg, an original member of the Mann group, visited New York, Los Angeles and San Francisco recently to do advance publicity and promotion for their tour. They are touring England and preparing another album for Polydor.

## New U.S. Tour For Zeppelin

NEW YORK — Led Zeppelin, Atlantic's two-platinum disk winners, have been set for a new tour of the U.S. The group will open its spring tour March 23 with a concert at the Portland (Ore.) Memorial Coliseum. Subsequent dates are Denver (March 25), Salt Lake City (March 26), Pittsburgh (March 30), Philadelphia (March 31), Dayton (April 3), Indianapolis (April 4), Baltimore (April 5), Charlotte, N.C. (April 7), Raleigh, N.C. (April 8), Tampa, Fla. (April 9), Miami Beach (April 10), St. Louis (April 11), Evansville, Ind. (April 16), and Memphis (April 17).

Led Zeppelin is currently riding the U.S. charts with "Whole Lotta Love."



RUSS REGAN, left, Uni Records vice president and general manager, presents a gold record to Neil Diamond, center, for his single, "Holly Holy," with an assist from Glen Campbell.

## Cuff Links Off on Tour of England

NEW YORK — Decca Records' Cuff Links leave Friday (20) for a three-week tour of England where their current MCA Records release, "Tracy," is riding high on the U.K. charts.

The group's latest Decca single, "Run Sally Run," has just been released in the U.S.



The SIGN of great reading

## Talent In Action

### IRISH ROVERS

Bitter End, New York

The Irish Rovers provided a rousing caper at the Bitter End, Feb. 5, resulting from both warm affection toward their material and cohesive energy in performance.

Between asides to each other and the audience, they depicted the Irish "troubles" in "The Orange and Green" and "The Molly Maguires," with Jim Ferguson doing lead vocals, backed by Joe Millar on bass guitar, Will Millar on banjo, George Millar on guitar and Wilcil McDowell on accordion; the memorable peak of their set, however, was the group's current single on Decca Records, "Rhymes and Reasons," written for them by John Denver and gracefully sung by George Millar. With a bow to Lonnie Donegan, the Rovers plunged into the "Does Your Chewing Gum Lose Its Flavor," and closed on that note of Epic hilarity.

Also accompanying them on the double bill was Paul Segal, Elektra Records artist and Janus-headed observer of scenes effectively etched by his abrasive voice in "Miss Cherry Lane," "Photographs" and "Nervous" with capable assistance from his four-man group.

ROBIN LOGGIE

### TONY BENNETT

Copacabana New York

Opening night at the Copacabana on Feb. 5 was a minichronicle of Tony Bennett's greatest achievement in pop music, from "Rags to Riches" to "I Left My Heart in San Francisco"; from "Because of You" to "For Once in My Life."

Bennett also introduced some numbers from his current Columbia LP, "Tony Sings the Great Hits of Today." "MacArthur Park," "Little Green Apples," and two Beatles songs, "Something," and "Here, There and Everywhere," proving that although musical styles and tastes change, his art of interpretation excites an audience. He has sold and should continue to sell a lot of records, but it is the live experience of his performance that is most rewarding.

His performance was a paradox of razor sharp musical intuition combined with a naivete of lyric interpretation that made even his most often performed songs seem new and fresh.

IRA TRACHTER

### GRATEFUL DEAD, LOVE, ALLMAN BROTHERS

Fillmore East, New York

Love, with only Arthur Lee still around from the original group, were strong in the second show at Fillmore East, Feb. 11. The West Coast group, in its first Fillmore East appearance, was sandwiched between two acts returning after brief absences, Atco Records' Allman Brothers, who opened, and Warner Bros. Records' Grateful Dead, who headlined.

The Dead, one of the pillars of the underground, were in good, untheatrical form, while the Allman Brothers, stressing instrumental over vocal material, also were good. The Wednesday shows were added to the regular Friday-Saturday schedule because of the next day's Lincoln's Birthday observance.

Lee's distinctive voice is Love's key, whether singing in blues style or high folk style. Lee also played a strong rhythm guitar. Lead guitarist Gary Rowles also shown, while bass guitarist Frank Fayad and drummer George Surinach contributed importantly to the Blue Thumbs Records' quartet's sound.

FRED KIRBY

### LESLIE UGGAMS

Royal Box, New York

Les Uggams is more at home in the world of cover charges (night-

clubs) than the world of Nielsen ratings (television). The flop of her CBS-TV series left no scars and she's as pert and bright-eyed as ever, driving home a songalong pegged for a nitery crowd that can dig a rock 'n' roll treatment of "Rock a Bye Baby" and a song dedicated to income tax payments, "Come Back to Me." She opened at the Royal Box Feb. 10.

The act, "conceived and produced" by Martin Charnin, is billed as "a musical look at what the '70's are going to be about." Miss Uggams, who records for Atlantic, and Charnin better take another look, though. The songs and the style are more of a throwback to the past than a projection into the future. But there's nothing wrong with the past as far as the people who go to night clubs are concerned and Miss Uggams makes the reminiscences even sweeter.

MIKE GROSS

### CHUBBY CHECKER SHIP

Ungano's, New York

Chubby Checker, now svelte, is developing a new, more contemporary bag, which was on display for three nights at Ungano's as the Chubby Checker Ship. The four talented musicians of the Ship open with two soulful numbers.

Then Checker came on with a combination of blues and contemporary rock, completely shying away from the twist material that scored so well for him a few years back. One number, "He Died," was gospel in nature and message. "How Does It Feel" was a big number for Checker whose voice still carried the day. The act, still in its formative stages, has every prospect of making it once Chubby Checker is completely into his new image.

FRED KIRBY

### GRAND FUNK RAILROAD

Chicago Civic Opera House

Grand Funk Railroad steamed into Chicago Feb. 7, picked up the audience, and took them for a ride they'll never forget, even if they'd like to.

The group, Capitol Records artists, seemingly played at one speed (fast) and at one pitch (deafening) for the entire concert. Grand Funk, composed of Mike Schacher on bass, Don Brewer on drums, and Mark Farner on guitar and harmonica, are louder than the now defunct Cream, although the Funk has little of Cream's talent.

The audience, however, moved with the Railroad, who assaulted the ears with numbers from its two albums, and ended the concert with "T.N.U.C." containing the near-mandatory drum solo.

GEORGE KNEMEYER

### SURFERS

Latitude 20, Torrance, Calif.

Combining beautiful harmonies with uproarious visual comedy antics, the Surfers have returned to this Los Angeles suburban club after three years.

The group, which headquarters in Honolulu, has been expanded to a quintet with the addition of Richard Nalvai, whose two brothers, Cal Clayton and Allen, are the featured voices. Allen is the comedy expert specializing in breakup material revolving around changing facial expressions and "romancing" men at ringside.

He has a fine voice also, which is showcased nicely on "More." Together, Allen, Clayton, Pat Sylva (on piano and trombone) and Joe Stevens (on drums), offer the traditionally warm, romantic harmonies indigenous to the Islands.

The act, which is free from an old Decca contract, is excellent nightclub material, offering fine musical skills and comedy by Allen which is completely adult.

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arranged by Don Tweedy

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WFIL, WIBG, WPEN & WIP**

# Delaney & Bonnie, Clapton at Fillmore

NEW YORK — Not even a lot of help from their Friends could make lead singers out of Delaney & Bonnie, rock's better background artists, whose re-nascent rock band with the brilliant Eric Clapton dressed up Fillmore East, Feb. 6-7, along with "Mr. Kansas City" Wilbert Harrison and TA Records' Seals & Crofts, a contemporary pop-folk duo.

Delaney & Bonnie feature the soulful harmony between the "country" in Delaney, and the

high and mighty "gospel" in Bonnie Bramlett who, at the top of her voice, is as stirring as a Sunday sermon in a Baptist church. Yet both Delaney and Bonnie fail to deliver what live rock demands, and their thin, small voices fail to distinguish them up front and apart from the band, who compete for the lead by their sheer excellence, togetherness and the musical excitement that comes from the inspired merging of the two.

Motivated by Clapton, the best "friend" a rock musician could possibly have, the band—Jim Gordon (drums), Carl Radle (bass), Bobby Whitlock (keyboard, vocals), Jim Price and Bob Keys (horns)—played to capacity, everything wide-open and nothing held back. The result was a magnificent assortment of rock rhythms, energized by Clapton's impeccably tasteful guitar work and driven to the point where sitting down vs. listening or dancing in the aisles becomes a serious issue. Both the band and Delaney & Bonnie hit the evening's highs on "Where There's a Will, There's a Way" and Clapton's own "I Don't Know Why." The group's first album for Atco is called "On Tour," and features songs recorded live on a recent European tour.

Wilbert Harrison, a one-man rhythm and blues machine, came to play Fillmore on the strength

(Continued on page 44)

## Cobrite Formed —Coast PR Co.

BEVERLY HILLS, Calif.—Paul Cooper and Dolly Bright have formed Cobrite Corp., which will handle public relations for the entertainment and industrial areas. Cobrite will operate from its newly purchased building at 8660 Wilshire Blvd. here.

Cooper formerly was public relations director for Herb Alpert & the Tijuana Brass and for A&M Records. He also is a former account executive of McFadden, Strauss, Eddy & Irwin Public Relations.

Mrs. Bright, a member of the board of directors of the Pasadena Art Museum, also is a member of the International Art Council and the Fellows Committee of the Pasadena Art Museum.

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## From The Music Capitals of the World

(DOMESTIC)

### CINCINNATI

The Julian (Cannonball) Adderley Quintet and Len Mink, WCPO-TV vocalist, appeared at Music Hall Sunday (15) as special guests with the Cincinnati Symphony Orchestra, under the direction of Erich Kunzel. Members of the present Adderley Quintet are Joe Zawinu, piano; Walter Booker, bass; Rod McCurdy, drums; Cannonball, sax, trumpet, clarinet and flute, and featuring Nat Adderley on cornet. . . . Local country station WZIP is framing a bus trip to Nashville for its listeners for March 7. The package includes round-trip fare, admission to the "Grand Ole Opry," and breakfast with "Opry" artists—all for the sum of \$33. WZIP P.D. Wes Howard is handling the details. . . .

Jerry D Allan, record promotion man and head of his own label, Allan Records, is still under a doctor's care for injuries sustained when the car he was driving was struck by another here early in January.

Chuck Chellman, who formerly worked on country promotion for Decca, Monument and Kapp, was a hurry-up visitor here last weekend en route back to Music City from a business jaunt to Indianapolis. Chellman now operates his own promotion firm in Nashville and serves four accounts on both pop and country in the South and Southeast. . . . Opus 65 Productions of Dayton, Ohio, cut a session for 20th Century at Rusty York's Jewel Recording Co. here last week. Others who put in their licks at the Jewel studio last week included jazz guitarist Cal Collins, who completed an album for Airtown; Larry Kinley, formerly with the Vivienne Della Chiesa TV-er on WLW-TV, who cut a session produced by Dominick Palazollo; Evangelist Jerry Arthur and Perry Duet, both of whom completed gospel albums.

The Heywoods, who have toured with the Rascals, Paul Revere and the Raiders and Herman's Hermits, leave here Feb. 22 for Hollywood to audition for a movie and TV pilot for Gene Autry. The lads, who do Top 40, are adding pop-country for the Coast session. The Autry audition was set up by Bea Donaldson and Jan Pits, of Bea-Jan Productions here. In the Heywoods' lineup are Bo Donaldson, organ and trumpet; Mike Gibbons, trumpet and trombone; Corky Pickering, bass and trumpet; Max Million, trombone and vocals; Dale Lewis, guitar, trumpet and flute; Gary Sockwell, drums; Dave Anderson, sax, flute and piano, and Denny Schressler, trumpet and piano.

The Glen Campbell Show stops off for a one-nighter at Cincinnati Gardens Saturday (28), promoted by the Magnificent 7 (meaning the staff members) at Station WUBE here. The troupe is in at a \$6 top.

Jack E. Jellison, 56, who served for 23 years on the music staff of WLW here, many years as the leader, died at Christ Hospital here Feb. 9 after a brief illness. In more recent years he headed up his own insurance firm. . . . Station WCLU, local country

(Continued on page 28)

## Jazz Festival

BERKELEY, Calif. — The fourth annual University of California Jazz Festival has been scheduled for April 24-25, with the "Black and Blues." Three concerts will be held in the outdoor Greek Theatre, with concerts, lectures and films being shown during jazz week, April 19-25.



LIZA MINELLI, center, celebrates her opening at New York's Waldorf-Astoria Hotel with, left to right, Jerry Love, New York a&r man for A&M Records; Don Owens, Billboard's director of reviews; Harold Childs, A&M's director of East Coast operations; and Jerry Sharell, A&M's national promotion director.

## Aznavour Creates His Own New Wave

NEW YORK—If it's possible for an artist to surpass his already formidable stature, than that's exactly what happened at

Charles Aznavour's opening of a three-week engagement at the Music Box Theater, Feb. 4. His program was not only a tidal wave of past showstopping songs in French and English, but evoked his special incandescence in the breathtaking "We'll Drift Away," a new sinuous rhythm and metaphysical image for the artist, culled from his latest Monument album.

Other notable projections of  
(Continued on page 28)

## JUERGENS BUSTS RECORDS IN 222-CONCERT TOUR

MUNICH — Udo Juergens, the 35-year-old Austrian-born singer/songwriter, is breaking all records as he works his way steadily through the most massive touring schedule ever organized for an artist in West Germany.

Juergens began the tour in September and when he finishes in June he will have played 222 concerts in Germany, Austria and Switzerland, and have traveled 36,000 miles.

Juergens, who is commanding an unprecedented (for Germany) \$5,000 a night for his two-hour one-man show in the major centers, is playing to capacity audiences everywhere and since the tour started his record company, Ariola, reports 300,000 sales of his albums.

Montana, the company which manages Juergens and publishes his songs, has done massive promotion for the tour, tying in Radio Luxembourg advertising spots, a lavishly produced press kit, several Juergens competitions in daily papers and extensive coverage in the magazines of the Burda publishing group which is sponsoring the tour.

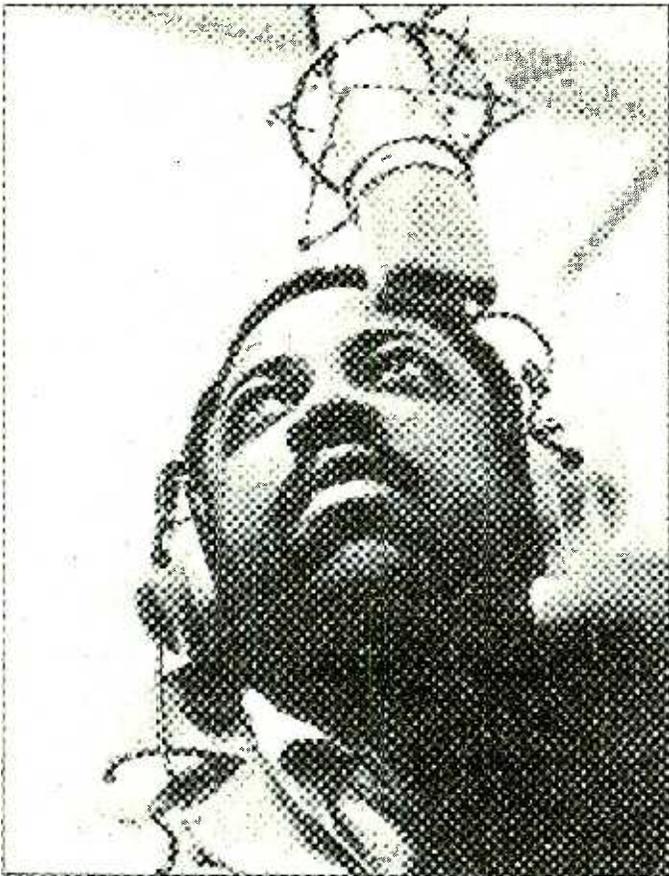
The entire publicity budget, which includes banners trailed by planes, is \$250,000, of which Ariola's share is \$75,000.

Juergens will complete his marathon tour in the Waldbuehne in Berlin before 25,000.

## Fields, Bernstein In London Talks

NEW YORK — Billy Fields and Sid Bernstein, producers and personal managers are stopping off in London to meet with the Harold Davidson office on behalf of Rhinoceros and Ten Wheel Drive to line up personal appearances in London and tours of the Continent for both rock groups.

Fields and Bernstein will first be in Amsterdam to inspect the final site for the upcoming World Peace and Music Festival in Holland which Bernstein will produce.



Liberty Records is pleased to announce the signing of one of the Record Industry's all-time great talents. DEE CLARK "Where Did All The Good Times Go." Produced by Buddy Buie & Robert Nix; arranged by Emory Gordy, Jr.; a B.B.C. production. Liberty single #56152 2:33 minutes of prestige soul!



## From The Music Capitals of the World.

(DOMESTIC)

• Continued from page 26  
outlet, has instituted a series labeled "Your Town," monitored by Gene Bowen, wherein country artists, via tape or phone, are asked to air their views on current topics. Recent guests included Guy Drake, Merle Haggard and Hugh X. Lewis, with Tex Ritter slated for an early shot. **BILL SACHS**

### CHICAGO

The Moody Blues had to cancel their March 1 appearance here for 22nd Century Productions and have been replaced by San Francisco's Cold Blood and Elektra's

Renaissance. Appearing recently for 22nd Century have been Grand Funk Railroad, Delaney & Bonnie and Friends featuring Eric Clapton, and the Doors. . . . Ian & Sylvia and the Great Speckled Bird recently completed two weeks at Mister Kelly's. . . . Ramsey Lewis and his trio also completed two weeks at the London House. . . . Richie Havens was in for one show for Stoneage Productions. . . . Columbia's Flock, a local group that hit big nationally, returned home for a weekend stint at Lally's. . . . Bob Seeger System played one night at the Cellar. . . . Bangor Flying Circus played a midweek gig at Beaver's recently. . . . Buddy Guy now appearing at Theresa's.

**GEORGE KNEMEYER**

### NEW YORK

Elektra's Paul Siebel opens a three-night stand at Lena's Saratoga Springs, N.Y., Friday (20). . . . Peer Southern's Library of Recorded Music has released "The Good Word," the first album in a new contemporary series for library users. . . . Polydor's Amboy Dukes play the Band Canyon, Bay City, Mich., Sunday (15); Detroit's Eastown Theater, Saturday (21) and Sunday (22); Cleveland's Rock Shop, Sunday (22); Paladium, Birmingham, Mich., Friday (27), and Silver Bell, Pontiac, Mich., Saturday (28). . . . Al Kooper has supplied the score for "Landlord," a new Norman Jewison film starring Pearl Bailey and Diana Sands. . . . Him, He & Me, which is managed by Chappel & Co., will return to the St. Regis Maisonette this spring. . . . Michael Baca, manager of Peer Southern's Hollywood office, died Feb. 5 of a heart attack in his Los Angeles

## DECCA CUTS COUNTRY DAN

HOUSTON — A dance sponsored by country music station KIKK in the Astrodome Feb. 14 was recorded by Decca Records. The program featured Ernest Tubb and his group, Conway Twitty and Peggy Sue. Owen Bradley, head of Nashville a&r for Decca, produced the album. The dance was attended by more than 12,000 fans.

office. Before joining Peer Southern in 1965, Baca was Perez Prado's personal manager.

Ravi Shankar gives a Fillmore East concert Sunday (22). Appearing Thursday (26), Friday (27) and Saturday (28) are Deram's Ten Years After, Warner Bros. Doug Kershaw and Command/Probe's Zephyr. . . . Pat Brooker has moved downtown from the Gaslight to Bianchi & Margherita's, where she performs Wednesdays, Fridays and Saturdays. . . . Musicor's Los Hispanos are recording a new album at the Groove Sound Studios. They open a six-week engagement at the Cheateau Madrid next month. . . . Luciano Berio's "This Means That" will be presented by Elberto Landi at Carnegie Hall, Tuesday (17). Featured artists will be Cathy Berberian, Christine Legrand, Sandra Mantovani, the Swingle Singers and Charles De Carlo, president of Sarah Lawrence College.

MGM's Velvet Underground open a four-night stint at the Main Point, Bryn Mawr, Pa., Thursday (19) with Donald Leace. . . . "Goldstein's Greatest Hits," which has writings of rock critic Richard Goldstein, has been published by Prentice-Hall. . . . Al Caiola has terminated his recording contract with United Artists, which began in 1960. . . . Ken Gavin and Sid Woloshin have scored the film "Conji," which will be shown in the U.S. Pavilion of Japan's Expo '70. . . . Crewe's Oliver will recut his hit of "Jean" in Italian, French and German. He will follow his European tour with a March 23 to April 7 visit to Australia. He is recording March of Dimes radio spots.

Henry Mancini is writing the music for "The Hawaiians," a Mirisch Production Co. film. He will score the movie April 8. . . . Ted Cooper is producing sessions with Walter Jackson for Atlantic in Muscle Shoals, Ala. . . . MGM's Julie Budd plays her first date at Harrah's in Lake Tahoe, March 6-7. . . . The Sherry Sisters will represent the U.S. with their own compositions in the First International Song Festival at Bogota, Colombia, Feb. 27-28, and March 1. . . . The Minstrels will be produced by Irwin Levine and Steven Metz of Brookster Productions, Inc., a division of Hollybrook Records. Their other group, Days End, will be produced for Avco Embassy.

Wayne Cochran, the C.C. Riders and the Sheer Delights, Star-day-King artists, appear at Boston's Sugar Shack, Feb. 23 to March 1. . . . A.J. Parente to En-  
(Continued on page 44)

## Aznavour's Creation

• Continued from page 26

his sensitivity to the universal situation of the forlorn were "Sunday's Not My Day," the amusing elan of "It Will Be My Day," and the anguish of "And I in My Chair." His sustaining capacity for humor was infused in his new single, "A-paga La Luz."

Accompanied by masterful lighting and smooth orchestral backing under the direction of Henri Byrs, it is only incidental that the mike volume was at times massive for the intimacy of the theater.

**ROBIN LOGGIE**

# Link, Courtney Musical Is Set

NEW YORK — "Earl of Ruston," a country-folk opera by Peter Link and C. C. Courtney, composers of the current off-Broadway rock musical, "Salvation," will be brought to the New York stage in October by the writing team's own Big Sandy Productions. It has not yet been decided whether the show will be mounted for a Broadway or an off-Broadway theater.

Contrary to the usual procedure with New York musicals, "Earl of Ruston" has already been recorded for Capitol Records by Big Sandy Productions. The label, which supplied Courtney and Link with a \$30,000

budget for the recording, will release the album April 6, six months before the premiere of the stage production.

The stage version will employ a cast of 12 and several musicians, the number to be determined by whether the show aims for Broadway or off-Broadway. Featured roles will be played by Courtney, Link, Yolande Bavan, Joe Morton, Boni Enten, Annie Rachel and Marta Heflin, all of whom perform on the album. They comprise "The Salvation Company," artists from the cast of "Salvation" show who have been signed to exclusive recording contracts with the writing team's Big Sandy Productions.

# Dexter's Scrapbook

By DAVE DEXTER JR.

HOLLYWOOD—It was little more than two years ago, amid the incongruous sounds of barking seals, a pounding blue Pacific surf and flying golf balls at Monterey, that an almost pitiable, sadly introverted little girl forlornly ambled offstage at a crowded jazz festival, acutely aware that she had failed to impress an audience that appeared almost hostile to her singing.

It's Different Today  
But when we watched her

just a few weeks ago, the same shy Bronx-born young lady performed the same gentle Monterey act to an overflow, almost hysterically demonstrative crowd in Royce Hall on the spacious UCLA campus. Laura Negro, now Laura Nyro, reigned as Queen of the Campus, perhaps Queen of California. And she's only a tender 22.

Little Miss Nyro still can't drive a car. She is far from eloquent. Yet beautiful words  
(Continued on page 50)

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Billboard  
**CAMPUS ATTRACTIONS—MAR. 28**

**ADVERTISING DEADLINE: FEB. 27**

## BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	11
2	4	WALKING IN SPACE Quincy Jones, A&M SP 3023	14
3	2	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	32
4	3	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	42
5	5	YE ME LE Sergio Mendes & Brasil '66, A&M SP 4236	8
6	6	HERBIE MANN LIVE AT THE WHISKEY A GO GO Atlantic SD 1536	12
7	7	FANCY FREE Donald Byrd, Blue Note BST 84319	8
8	9	IN A SILENT WAY Miles Davis, Columbia CS 9857	24
9	8	CRYSTAL ILLUSIONS Sergio Mendes & Brasil '66, A&M SP 4197	27
10	12	BUDDY & SOUL Buddy Rich Big Band, World Pacific BST 20168	25
11	13	CONCERTO GROSSO IN D BLUES Herbie Mann, Atlantic SD 1540	7
12	20	FIRST TAKE Roberta Flack, Atlantic SD 8230	5
13	10	HIGH VOLTAGE Eddie Harris, Atlantic SD 1529	28
14	17	LIGHTHOUSE '69 Jazz Crusaders, World Pacific, BST 20165	12
15	15	DIDN'T WE Stan Getz, Verve V6-8780	9
16	11	HOT DOG Lou Donaldson, Blue Note BST 84318	23
17	16	INSIDE Paul Horn, Epic BNX 26466	7
18	18	SPACE Modern Jazz Quartet, Apple STAO 3360	8
19	19	SPINNING WHEEL Howard Roberts, Capitol ST 336	2
20	—	FROM THE HOT AFTERNOON Paul Desmond, A&M SP 3024	3

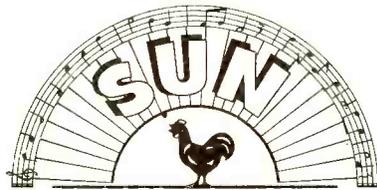
Billboard SPECIAL SURVEY For Week Ending 2/21/70



"WHY SHOULD I CRY"

**THE GENTRYS**

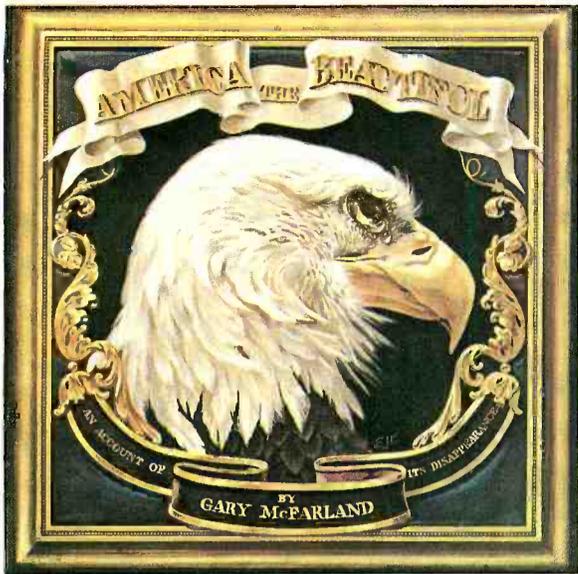
**SUN 1108**



Sun International Corporation  
A Division of The Shelby Singleton Corp., Nashville, Tenn. U.S.A.

# 1969 GRAMMY AWARDS

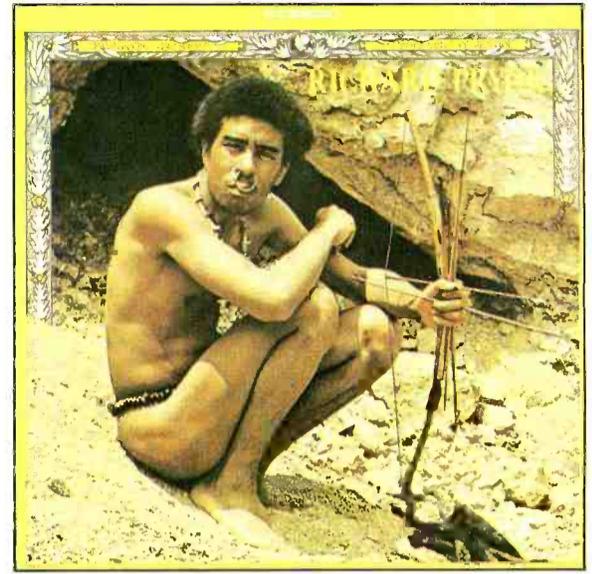
## BEST ALBUM COVER NOMINEES



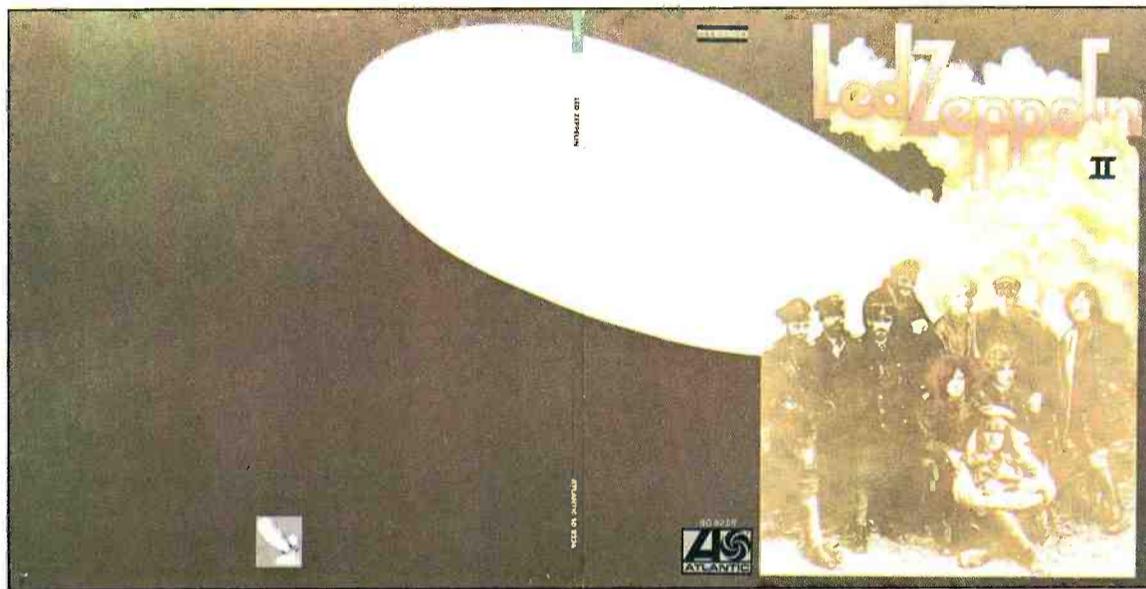
AMERICA THE BEAUTIFUL—Gary McFarland



BLIND FAITH—Blind Faith



RICHARD PRYOR—Richard Pryor



LED ZEPPELIN II—Led Zeppelin

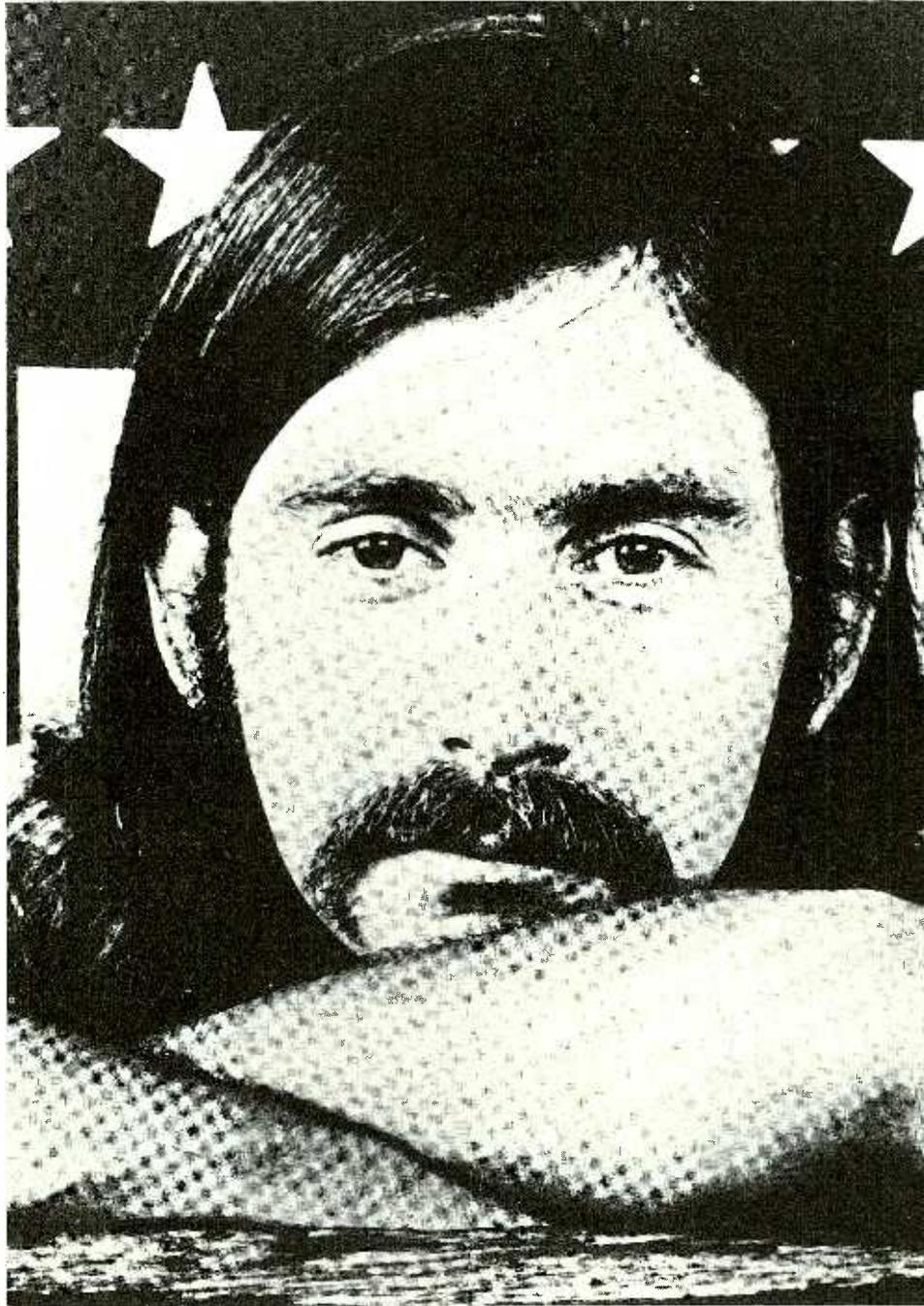


PIDGEON—Pidgeon

NARAS members are now voting for this year's Grammy Awards in 45 categories. Winners will be announced at NARAS chapter awards ceremonies on Wednesday, March 11. Many winners will be starred on the Academy's TV spectacular, "The Best on Records," over NBC on Wednesday, May 7, from 10 until 11 p.m.

These nominated covers are printed and published as an industry service by Billboard, which urges every active member of NARAS to vote very carefully and to mail his ballot so that the return envelope is postmarked on or before Wednesday, February 25, and received by the accounting firm of Haskins and Sells by February 27.

# I Am Curious (Greenbaum)



**Formerly known as Blood, Sweat & Greenbaum.**

Thanks totally to the fact that SPIRIT IN THE SKY is a neat record, we're proud to add the following news notes:

Bill Gavin, in all honesty, reported it as his Hot Tip, mentioning "KLIF reports huge sales gains in Dallas, where it charts #3! KJR also confirms big sales in Seattle. Sales starting in San Francisco."

We rush in to add that SPIRIT IN THE SKY is also a-wail on the following lovelies: WLS, WCFL, KYA #39, KFRC, KHJ #30, KRLA #29, WHBQ, KNUZ, WHLO, KROY, KRIZ, WYSL, and other nice ones.

Having made our point, we trust, we turn now to the source of it all, Norman Greenbaum's album titled, luckily enough, SPIRIT IN THE SKY.

If you, too, are curious, you've now been told.

By Warner Bros. Records.



# Radio-TV programming

## Wis. Station Changes Call Letters, Format

WAUSAU, Wis. — "You can appeal to the adults with a classical and middle of the road format, but in our situation this format could not support the station," said Dick Dudley, president of Foward Communications Group that operates WIFC-FM. For 12 years the station was known as WSAU-FM and played classical and MOR, but was not attracting advertisers. Throughout the Wausau area, businesses, hospitals, restaurants, hotels and clubs used the station as background music in their reception rooms and lounges. It was popular with these institutions, but none of them gave the station badly needed financial support.

In September WSAU-FM changed its name to WIFC-FM and began programming rock

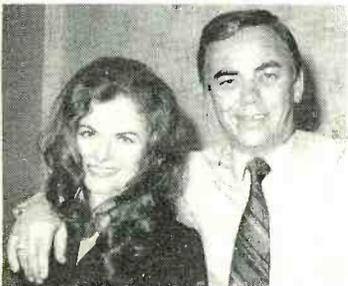
music. It immediately attracted new advertisers. In fact, it received 41 requests for advertising space. It also received many letters criticizing the station's format change. After a short period of time the new WIFC-FM began to get letters of praise. These were from its new audience, the youth of the Wausau area who were listening to the station and liked the format as much as the advertisers did. "Rock music has a real impact on the young people and the advertisers who want to appeal to this crowd," Dudley commented. The format change seems to have not only increased the advertising but also the audience. In a recent giveaway contest, the station received over 25,000 letters from all over the state. Now the complimentary letters exceed the letters of complaint.

## Skipper Lee Show to Bow On KPRC-TV

HOUSTON — KPRC - TV, Channel 2 here, will launch a new Saturday afternoon music variety show—"The Skipper Lee Show" — Feb. 21, reports program director Tom Reiff. The show will be hosted by Skipper Lee, a former soul radio personality who now is personal manager of Archie Bell & the Drells. Lee has large following in the market from his KCOH radio days. Backing him up on the show will be the TSU Toronados Band of Volt Records. Lee will feature not only local artists, but national artists as well. He will also coordinate all talents on the show. Lee will produce the show with Mark Davis of the TV station. At first, the half-hour show will be slated at 3:30 p.m., but plans are to have it follow baseball once the season starts.

## KBNO-FM to Bow 'Hit Parade '70'

HOUSTON — KBNO - FM bows the Bill Drake syndicated programming package "Hit Parade '70" Feb. 22, reports general manager Bill Chadwick. Program director Alan Rosen said the change in programming will be gradual — first three weeks will have the volume of coals and the beat increasing more every day. The programming begins on a 24-hour basis on March 1.



BILL MACK, WBAP air personality, welcomes Jeannie C. Riley of Plantation Records to his all-night country music show. The Fort Worth station reaches several states. Miss Riley chatted with truck drivers who called long distance.

## WSAN Into 24-Hour Operation

ALLENTOWN, Pa.—WSAN, 5,000-watt station here, has expanded its broadcast time to 24 hours, reports music director Jim Dougherty. A new progressive rock program has been launched midnight-6 a.m. by a personality who'll be known as Harvey. WSAN, located in the Lehigh Valley area, reaches six or seven colleges, including Lehigh University and Lafayette College. The station previously signed off at 2 a.m. Programming in the days trends toward softer Top 40 sounds. After 6 p.m., the sound is much harder so as to appeal to teens and young adults. After midnight the sound is hard progressive rock, Dougherty said.

## KWCL Drops MOR for Country

OAK GROVE, La.—KWCL, 1,000-watt station here, has dropped its middle-of-the-road music in favor of country music, reports manager Ivy Robinson. The station will now broadcast country music sign-on to 3 p.m., then switch to Top 40 music until signoff. The station is a daytime operation. Special features during the country music part of the programming will be a country classic, artist of the day, and album of the week. Staff includes Robinson, program director Bill Cooper, music director Danny Dunn, Winfred Sams, and Belinda Brooks.

## WWCO-FM Airs Live Country

WATERBURY, Conn. — Beginning Friday (20), WWCO-FM will begin broadcasting live country music shows each Friday at 8 p.m. from the stage of the Thomaston Opera House here. The 24-hour Merv Griffin station will broadcast an hour of the show, which will present the best of New England talent with national artists as guests.



THE RECORD AND RADIO industries turned out Jan. 28 in New York to honor WMCA music director Joe Bogart at a testimonial luncheon. Among those present, from left: Herb Rosen, independent record promotion man; WABC air personality Harry Harrison; radio veteran Bertha Porter; Bogart; Frank Costa of Buddah Records; WABC program director Rick Sklar; Pete Bennett, independent record promotion man; and Bill Spitalski, independent record promotion man.

## WROK-FM Shifts to Country

ROCKFORD, Ill.—WROK-FM, 50,000-watt stereo station here, has switched to a country music format, reports president Vernon A. Nolte. Program director Ron Anderson says the music will consist of current country hits—based on local sales as well as the national chart—combined with a heavy portion of country oldies. In addition, Anderson will make room for what he considers outstanding singles and cuts from albums that will probably never reach hit status. "There's a lot of good music released today that just never makes it because it is overlooked by busy pro-

grammers or the record promotion and timing is wrong for the market."

Billed as "Blue Ribbon Country," the station is using a station logo package by Danny Davis and Bill McElhiney of Nashville. The session was finished in December at the RCA studios in Nashville with Anderson and Dave Wolfenden, director of FM operations for WROK-FM and WBNQ-FM in Bloomington, Ill., on hand to supervise.

The new format was launched with heavy promotion on the AM affiliate—WROK—and via billboards and TV spots. Prior to its country music format,

WROK-FM featured good music 18 hours per day.



DANNY DAVIS, a&r executive for RCA Records, wraps up a package of country music station logos for WROK-FM in Rockford, Ill. Supervising the session is WROK-FM program director Ron Anderson, right. Davis used the Nashville Brass and a quartet called the Nashville Sounds on the jingles.

## WFGL's Experiment With Country at Night Pays Off

FITCHBURG, Mass.—Nights used to be a throwaway on easy listening-formatted WFGL so far as commercial billings were concerned. But a country music show that started out as a one-night-a-week experiment soon grew into a seven-nights-a-week

event from 7-midnight. And general manager John O'Day and program director Ron Morgan are considering expanding country music programming beyond midnight. The country music show is hosted by Gene LaVerne, who picks his own records. A country music performer as well as a deejay, LaVerne is so popular on the station that his show features a minimum of 200 spots a week.

LaVerne also prints and distributes 1,000 copies of a chart each week. He is in constant demand for remote broadcasts of his show, ranging from supermarkets to car lots, often doing three or four remotes a week. O'Day feels that other medium markets could also turn their night-time programming into a profit-maker.

## Jan Heinze Retires

CINCINNATI — Mrs. Jan Heinze leaves her executive post at WCKY here March 1, after 38 years' association with the station. Mrs. Heinze joined WCKY in 1932 and for many years served as station owner L.B. Wilson's private secretary. Upon Wilson's death, Mrs. Heinze became one of the owners of L.B. Wilson, Inc., and secretary and treasurer of the corporation. When Post-Newsday acquired WCKY several months ago, Mrs. Heinze agreed to stay on briefly as general manager.

## WPOP GIVES CASH A PLUG

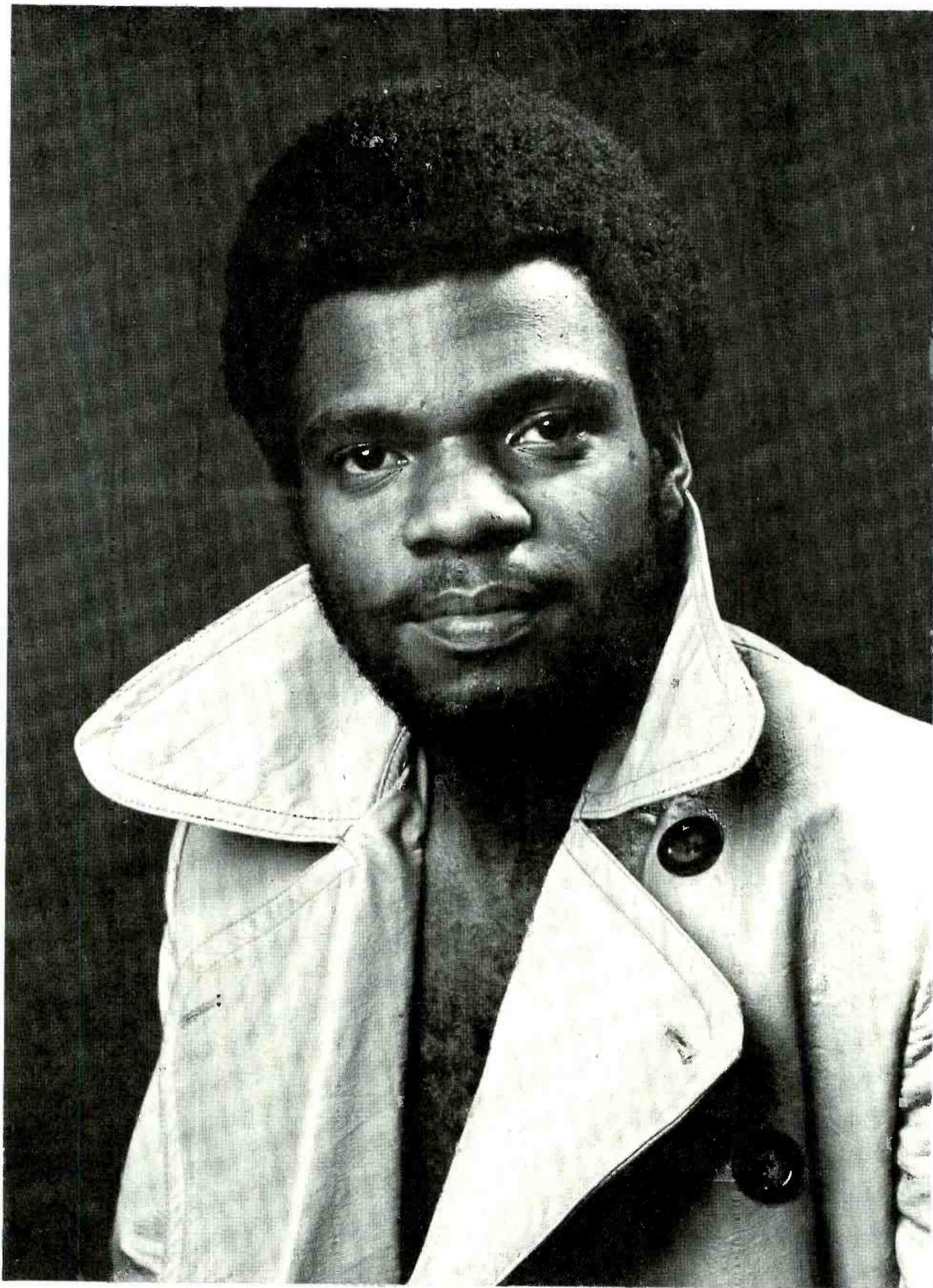
HARTFORD—WPOP music director Bob Paiva didn't have a chance that listeners might not be able to buy the newest Johnny Cash album, "Hello, I'm Johnny Cash." When Columbia Records bought a series of spots on the Top 40 station, Paiva immediately notified all local dealers: "The attention called to the album by WPOP should make it sell . . . so it might be a good idea to put some stock in soon."



JOE FRANKLIN, personality on WOR-TV, New York, interviews Rolf Harris, left. Harris also performed his MGM Records single of "Two Little Boys" on the Franklin show.

Apple Records

# **BILLY PRESTON**



## **ALL THAT I'VE GOT (I'M GONNA GIVE IT TO YOU)**

Produced by George Harrison    Apple 1817

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Arnold Starr has been appointed vice president in charge of Broadcast Affairs for the Courtland Broadcasting Corp., with headquarters in Cleveland. Courtland owns WFAS, located in the ultra-Westchester County region, probably the highest per capita income area in the nation. . . . Dick Worth is now program director of WSCM, county music station in Panama City, Fla.; he'd been with WDLP in Panama City. The WSCM lineup includes Worth, Hal Howard, Dave Mack, Mike McCormick, and Roger Crescentini. Worth asks: "Why haven't you started a blackball list of radio stations that have personnel changes every week. This could protect all deejays from being misled into a hell of a mess." Well, there are a couple of stations that I will not recommend, just as there are a couple of deejays I will not recommend because I think they've done things that hurt the image of the industry. The move is on toward more professionalism. I think it's time for radio people to adopt a craftsmanlike attitude and bearing. And the same could be said for many radio stations. Here's a letter from Alan R. Bishop which relates to the situation: "My job hunting did turn up one interesting thing — the bigger the station, the more likely you are to get a reply to an inquiry. I wrote to some medium-size stations and, in many cases, never even got a 'no' from them, while many of the giants wrote back most cordial letters. You're familiar with WSB and the Cox Broadcasting Corp., so I won't go into detail on the greatness of everything here — the facilities, people, the way you're treated, just everything. I had felt I was a professional, after 10 years, and it's sure nice being treated like one! I never knew so many fringe benefits existed in radio. I get free hospital and accident insurance, a free \$15,000 life insurance policy, plus a retirement plan that I don't even pay into. Fantastic. I guess this is what they mean when they talk about 'The big time'."

Skip Essex at WCIT in Lima, O., is leaving for four months in the national guard; Rick Lane will be filling in. Lane performs in a local group. . . . Larry Limbach, who has just taken over as new director of WPOK in Pontiac, Ill., would like to hear from friends. He'd been at WLPO in LaSalle, Ill. . . . Who wants to win a Purple Toadstool Award? Just tell me the one thing that all of these men have in common — Ed MacKensie, Tom Clay, Dave Shafter, Robin (Bob Franklin) Walker, and Harvey Kaye. This is an easy one, so only the first correct answer gets credit. . . . Marty Grove, old-time friend and a hip radio man,

has just gotten himself engaged to Marjorie Hamelsky.

Errol A. Falcon has joined Media Research and Productions, Hialeah, Fla., as director of Latin American Programming. He'll be involved in producing Spanish language commercials and television shows, including Spanish language music variety shows, reports Dan Chandler, general sales manager. . . . The lineup at WXIT in Charleston, W.Va., includes program director Tom Somers, formerly of WKMI in Kalamazoo, Mich.; Larry Dean, Ralph Allen, and Dan (Charlie Brown) Druckenbrodt. Brown comes from WKMI also, where he was known as Jim Allen. WXIT plays easy listening records in the day and goes hard rock at night. The station needs hard rock and progressive rock albums for its night programming.

Jack Reno, country singer, has gone back to his first love — being a country air personality. He's at WINN in Louisville, doing a noon-3 p.m. show which will leave him time to fly out for personal performances. Latest single is "That's the Way I See It," just released. . . . Just figured out what WNEW in New York is doing—the station is running an on-the-job training program for a program director. David A. Pound has been treating some top-flight air personalities with slightly less than acceptable respect, especially since most of them are more talented and have more experience than Pound.

Stephen T. Joos, formerly with WCOL, Columbus, and most recently general manager of WIZE, Springfield, Ohio, has been elected president of WIZE. . . . James A. Folsom has joined Arthur Godfrey Productions as associate producer; he'd been an account executive with McFadden, Strauss & Irwin. . . . Larry Dean has been promoted to general manager of WEBB, Baltimore soul station. The station is owned by James Brown.

Dean, a graduate of Fisk University and a Marine veteran, World War II, had been with WEBB four years and previous to that had been program director of WWIN in Baltimore.

Tom Clay is leaving WCBS-FM, New York. I personally enjoyed listening to Clay and consider him a real one-to-one personality. There just aren't many like that anymore. . . . Bob Edson, for-

mer program director of WINX in the suburbs of Washington, is now with WEEL in the suburbs of Washington, doing the morning traffic show and serving as production director. Pierre Eaton has taken over the programming duties of WINX and Bill Vickers is music director. Over at WEEL, Judy Kellar is the music director. . . . Bob Todd is down in Chattanooga, but I don't know what station yet.

Newest people to join WMLO in Beverly, Me., are John Foley, previously with WKGN in Knoxville; Jean Roberts, formerly of WESX in Salem, Mass.; and Ray Ralston, who'll be doing weekends. Ralston has worked for stations like WIPS in Ticonderoga, N.Y., and WEBO in Owego, N.Y. . . . Joining WJZZ-FM in Bridgeport, Conn., are Jim Scanlon, now on WHWH in Princeton, N.J.; Chris Canali from WTOA-FM in Trenton, N.J.; and John Vidaver who'd worked for both WTOA-FM and WHWH. All three stations are owned by Nassau Broadcasting. John Campana is station manager of WJZZ-FM. . . . WBBY-FM, Sunbury, Ohio, needs easy listening stereo albums, says program director Scott Kahler. Station just switched to stereo last week. It features live personalities and serves Columbus.

Steve Clark has left WOR-FM, New York. . . . "The Andy Williams Show" on NBC-TV has topped the Jackie Gleason show. . . . WHIO, Dayton, celebrated its 35th anniversary Feb. 9. . . . Ratings in the Oct./Dec. Pulse for Las Vegas in the 6-10 a.m. slot show KENO with 21, KORK 16, KLUC 14, KRAM 13, and KVEG 10. Between 10 a.m.-3 p.m., KENO is high with 23, but KRAM has zoomed into second with 18; KLUC has 13, KORK 10. From 3-7 p.m., KENO has 38, KRAM 16, KORK 11. Between 7-midnight, RAM has 39, KLUC-FM shoots out of nowhere to 17 scoring even higher than the AM side during the day, and KORK-FM comes along to beat its own AM side 10 to 8; while KRAM has a 7. At night in Las Vegas, FM stations have a total of 33 points. They do well in the daytime, too.

"Love" is being beefed up by ABC. Harold L. Neal Jr., president of ABC-owned stations, says the syndicated bland progressive rock programming package will be expanded to 50 hours per week. It currently does 25 hours. In addition, the package is now in 18 markets, while sales of six of the ABC-owned FM stations carrying the package jumped 156 percent during the year. Audience rose 26 percent, Neal said. Mobile, Kansas City, and Madison are due to start programming "Love" in the near future.

Air personality Jerry Gordon has been appointed assistant program director of WMEX in Boston. . . . Country performer J.W. (Red) Murrell, also a former radio personality, is now sales manager of KEGL, San Jose. . . . In Norfolk, Va., here is the Oct./Dec. Pulse: WGH has 16 between 6-10 a.m., 14 from 10 a.m.-3 p.m., and 20 from 3-midnight. Next in line would be soul-formatted WRAP with 16, 9, 13, and 15, followed by WTAR with 17, 9, 11, and 10. Then comes WHIH, also soul-formatted and the station where my old buddy Texan Rudy Runnells hangs his hat; 10, 9, 10, and 15. WNOR has 8, 9, 7, and 9. I'll pull out my crystal ball and predict that the market may eventually get a full-time AM country station.

Just heard from Ched Miller at CKRW at Whitehorse, Yukon, Canada. Staff at the MOR station includes station manager Al (Continued on page 36)



MARC FREDERICKS, music director of BBD&O, works with Columbia Records artist Johnny Cash, left, on Pepsi commercial. The spot, based on the theme "You've Got a Lot to Live," was recorded in Nashville.

## Selling Sounds

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

WEEK OF 26-30 JAN.

DEMO-VOX SOUND STUDIO, Brooklyn, N.Y., 259-7033—Director of operations Frank J. Grassi, reporting: Fried chicken commercials for Wetson's Hamburger Restaurants. Producer was ED SPIELMAN. Agency is Bill Mertzner Associates. . . . Recorded and mixed two musical numbers for forthcoming motion picture, "The People Next Door," currently shooting at Filmways. . . . "Life of the Lie" b/w "Space Boogie," written by RON PANVINI was recorded by a new group called Space.

KEN KEENE & ASSOCIATES, Poplar Bluff, Mo., 314-785-4969—Ken Keene reporting: Joe Keene has completed tracks for the first single by a new group, Absolute. Their first single, "Im a Man" b/w "Are You Ready" debuts on the J-E-K International label this week. . . . BILL DUNIVEN is back in the studio for additional session work of early rock tunes under producers KEN KEENE and JOHNNY MORRIS. . . . The 13th Frame has finished eight tunes for their first album.

NATIONAL RECORDING STUDIOS, New York—Ferrante and Teicher recording a new album. . . . Jim and Warren in for Bayer Aspirin. . . . Jack Holland producing musical spots for Illinois Bell Telephone. . . . Arnold Eidus for Ted Bates recorded jingles for Toaster Swirl. . . . Lou Garisto and orchestra in for Nabisco. . . . Music spots for GAC Realty. . . . Scott Textor recording music for Kowalski Meats. . . . Jerry Jerome conducting for Remco. . . . Norm Richards doing music for Gaines. . . . Leo Burnett in with United Airlines. . . . Arnold Eidus for Ted Bates, supervising a music sessions for Viceroy Cigarettes. . . . Raftis Records recording an album. . . . Infinity Productions doing jingles for Multi Slate. . . . PDR mixing Arco commercials. . . . Preferred Film mixing Swirls spot. . . . Kenyon & Eckhardt's John Fengler recording Lincoln-Mercury music with Stan Applebaum. . . . Steve Karmen wielding the baton for Pontiac. . . . Robert Banks producing an album. . . . Jerry Jerome recording Ideal Toy music. . . . Wells Rich & Green with TWA and American Motors. . . . Campbell-Ewald recording Chevrolet spots. . . . Pat DeRosa and PDR Productions mixing Arco and Stride Rite commercials. . . . Lennon & Newell mixing Reynolds spots. . . . Film Fair in with Gerbers Baby Food. . . . Audio Productions mixing Gravey Train. . . . Stu Gellman in with Vespre.

MEDIA RESEARCH & PRODUCTIONS, INC., Florida, 822-8202—Vice president of sales Dan Chandler reporting: The Vic Maitland Agency of Fort Lauderdale produced a series of color television commercials for Hollywood Diet Cola. Television's Bert Parks acted as spokesman throughout the series. Ken Chambliss acted as executive producer for the session which will be distributed nationally.

MBA MUSIC, New York—MU 8-2847—Richie Simon reporting: Mr Menthol-RS Reynold Cigarette Co. for Leber Katz Paccione. Producer was MURRY VALLENSTEIN, arranger/composer's were J.J. Johnson and Andy Marsala. . . . Eight radio spots recorded at Media Sound. Campbell's Pork & Beans for N.H.S., Chicago. Producer was Dale Landsman, arranger/composer was Andy Marsala. It was a TV spot recorded at Fine Sound. . . . Beechnut Baby Food for J. Walter Thompson. Producer was BRUCE Lofgren, arranger/composer was ANDY MARSALA. TV spot recorded at Fine Sound. . . . Ideal Toys for Grey Advertising. Producer was KATHY LAND, arranger/composer was ANDY MARSALA. It was a TV spot re-

(Continued on page 40)

IT'S POPPIN' FRESH!



**ROY  
ORBISON**

**"SHE CHEATS ON ME"**

c/w "HOW DO YOU START OVER?"

#K-14105



**ON M.G.M. RECORDS**

DISTRIBUTED BY TRANSCONTINENTAL RECORD CORPORATION

# RADIO-TV mart

Billboard is read by nearly every air personality, program director and station manager in the nation. Results are guaranteed. The cost is only \$15 for two times, but, because of the low cost, payment should be enclosed with the advertising copy. Send to:

Radio-TV Job Mart  
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165 W. 46th St.  
New York, N. Y. 10036

## POSITIONS OPEN

Mature voice for MOR station. We want a man interested in combination air and news gathering shift. Must have 3rd ticket. No beginners. Send resume and tape to PD, WHUC, Hudson, N.Y.

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

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

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

Contemporary station in Albany, N.Y., capital city of New York State, needs evening air personality. This is an excellent position and opportunity for a young professional who desires a challenge. Good starting pay. Send tape and resume as soon as possible to program director J.W. Wagner, WTR 4243 Albany St., Albany, N.Y. 12205.

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

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

Noon-3 p.m. Heavy top 40 personality-production man needed quickly at No. 1 East Coast station in million-plus market. Nice money, nice ocean, nice security. No tenors or Ron Radios need apply. We need a pro and we'll pay for one. Rush (rush) aircheck, production samples, photo and resume to Box 0212, Radio-TV Job Mart, Billboard.

10,000-watt modern country music station, No. 1 in the market for three years, is looking for a young, aggressive, knowledgeable country PD. We want a man who can maintain what we have established, without making drastic changes, yet who can embellish the sound and keep abreast of radio's constantly changing techniques. Prefer family man who wants a home. Ticket useful, but not necessary. No drifters need apply. Write Box 0209, Radio-TV Job Mart, Billboard.

Immediate opening for announcer. Full-time MOR adult station. Must be draft exempt, have 3d endorsed, and minimum of 1 year exp. Send aircheck and resume to WKEU, Griffin, Ga.

WAKY, 554-558 S. Fourth St., Louisville, Ky. 40202, needs an extremely creative morning air personality. This market is wide open for a good, stable, inventive personality to establish himself as king. Pay and fringe benefits will match the talent. Contract program director John Randolph. Only professionals, please.

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

Professional only. We want a man dedicated to country music, who understands it, programs it in all its facets, and wants an opportunity with one of America's original country music stations. Send us a demo of your work, how you sell yourself and the product, for listener and advertiser acceptance. References. All replies confidential. Then, we will talk. Eastern Seaboard area, so confidential meeting will not be difficult. Reply to Box 0219, Radio-TV Job Mart, Billboard.

WMBD Radio, 43-year-old MOR CBS affiliate, is looking for experienced production director AM, FM, TV audio. Prefer at least two to three years solid radio background. On camera exp. helpful, but not necessary; voice quality, character voices, and creativity given great consideration. Call or write: Mr. Darrel Jones, operations manager, WMBD, 212 S.W. Jefferson Ave., Peoria, Ill. 61602, or call 309-676-0711.

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

One of the nation's top broadcast chains is looking for an exceptional personality in Top Five market. If you believe in FM radio and in the emergence of what used to be known as progressive rock, and would like to program your own show with imagination and love, then send tape, resume and track record to Jerry Stevens, program director, WMMR-FM, 19th & Walnut Sts., Philadelphia, Pa. 19103.

## POSITIONS WANTED

1st phone D.J., electronic engineer wants to return to progressive rock FM. Chris Kidd, Box 3672, S. Lake Tahoe, Calif. 95705.

Fourteen years at same major station in Baltimore. Am now looking. Currently doing drive time. Experienced all formats but looking for more personality station. Have proven ratings in Baltimore. Let's talk. Call (301) 655-4723.

Top 40 program director (DJ), winning personality, proven to hold ratings, induces perfection and co-operative work, knows music. 3rd class, employed now 500,000+ market, married, 27. (Specialize—new or changing to top 40.) Radio modeneering for the 70's in mind. (513) 631-5428.

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

Add a touch of "Tom Jones" to your new waves. British deejay, exp. in all time slots now available. Write Lee Mason, 84 1/2 Livingston, Celoron, N.Y. Or call: 716-488-6754.

P.D.-air personality with 1st ticket. Crack copy, sharp production, highly experienced and available now. Get ratings and a professional sound. Phone: 312-491-1081.

If you're looking for a time and temperature D.J., read no further because I am a personality and love character production. Not a run of the mill type. I can wake up your ratings. Formerly at Medium Market in S.C. Top 40 call (519) 621-2498 ask for Alexander, will travel.

Now in small New England Market and getting nowhere. Experience in MOR, classical, rock, production, and news. First phone. Want work anywhere near Boston. Write Box 0207, Radio-TV Job Mart, Billboard.

First phone, easy listening pd., six years in radio with experience also in college basketball play-by-play. Works hard for good salary and position. Young. Family. Excellent references. Prefer Southwest, but will consider elsewhere. Contact Paul Lancaster, 1-915-332-5791.

LOOK! Up in the sky! It's a bird! It's a plane! No, it's Larry Kay! Yes, it's Larry Kay! Mild-mannered, experienced, reliable, mature, hard-working, 1st ticket announcer/DJ/newsman who comes to the Metro New York area from another station, in search of a radio station in the above-mentioned area only who might require my services. Larry Kay... who can adapt to any format... who can do board work, news, or a combination of both! And who, disguised as Johnny Tempo when the format goes way uptempo, fights a never-ending battle for good taste, humor, and the American Way! Call Daily Planet at 516-791-6557 and ask for Larry Kay. Or write: 58 Fairview Ave., Valley Stream, N.Y. 11581.

Now available for one of the major 50 markets. Mature, professional Top 40 deejay and/or PD with exp. in medium markets. Not a time & temp man, but not a mouth either. Exp. in production. 1st ticket. Contact Harold Hines, 1 Parkview Dr., Bowling Green, Ky. 42101. Or call 502-843-4810.

Country music is my thing. Give creative music presentation; write and produce selling copy. Like to run combination music-telephone show on all-nighter. Prefer Pacific Northwest market. Write Box 0211, Radio-TV Job Mart, Billboard.

I want to be a pro. I've got the schooling and a 1st ticket. Can you give me the experience? Yng, mrd. Want top 40 or up tempo MOR job. Can write, sell and do news. John Stanturf, 594 Valencia, San Francisco, Calif. 94110. Or call: 415-552-1984.

Anr: (fanfare). Hi, out there in med. mkt. radioland! (Theme: estab- under). It's here! Dedicated, creative; 7 yrs. exp., all formats and all phases, inc. mgmt.; BS, Magna, 4 awds., FCC 3rd, vet., 25, married; prefer NE. Get one today! (Stinger). Contact: Box 0215, Radio-TV Job Mart, Billboard.

Available June 1! 1st phone, 9 years' experience in all formats, currently teaching college broadcasting. Seeking position as program director, news director, DJ, or position with opportunity for management. Know music. Excellent at production, play-by-play. Prefer Southeast. Write: Box 0217, Radio-TV Job Mart, Billboard.

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

Radio artist—3d class ticket with B. E. Formerly ABC and MBS performer in New York City. College grad (UofP). Pleasant speaking and singing voice, pianist. "1001 Songs From Memory." Top singing commercial writer, ASCAP songwriter. Now in Palm Beach radio with singing wife partner and single in cocktail lounges. Seeks greater opportunity in larger southern market. Lanny Grey, P.O. Box 772, W. Palm Beach, Fla. (305) 655-3580.

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

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

12 years' experience radio news and sports. Currently FM news director. Want to relocate. Prefer inside actuality, OP's man, or reporter. Durocher talks to me, Namath, H.R.H., and other national figures. Let me talk with you, too. My blindness no handicap. See for yourself. Tape available. Write: Billboard, Box #0200, 165 W. 46th St., N.Y. 10036.

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

No. 1 SOUL BROTHER. Might be qualified 1st phone. Happy soul, experienced. Have something to say and soul is my bag. Write Box 0221, Radio-TV Job Mart, Billboard.

Pleasant Afro cultured radio personality aspirant. Presently earning first-class radio telephone-broadcast license. Has sincere interest in challenging soul or Top 40 format announcing job. Lee Parker, Box 1821, Atlanta, Ga. 30301.

Big City Modern Country Air Personality, out of country music since October, wants back in as program director, music director, or deejay. Call David (Charlie Brown) Perkins at 713-622-5036, or write Radio-TV Job Mart, Box 0222, Billboard.

John Paul Jones, 419-479-3808. Ambitious, dependable, hard working; single, 24, draft exempt. DJ—country, rock, or MOR. Sports-caster—play by play and 15-minute show daily. News—very authoritative. Desire position in Great Lakes multistation market. Call or write 2034 Giant, Toledo, Ohio 43606.

Rated "X" (for exceptional). Dynamic, aggressive, creative air personality who can not only turn your station on to a whole additional volume of listeners, but build a driving image for the station. 4 years' experience on air, capable production man, 3d phone, draft exempt. Extensive knowledge of pop music. Call: 201; 356-8488 or write: Ed Osborne, 293 Nagle St., Bound Brook, N. J. 08805.

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

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

Then came Ric! 5 yrs.' exp. in Top 40 and upbeat MOR; bright, exciting, sound; smooth, tight board; strong production; excellent references; third endorsed; military completed; 24, married, not a drifter; interested in: Northeast, Southeast, Midwest; available now. Call 212-896-5159, or write: Ric Nicastro, 63-149 Alderton St., Rego Park, N.Y. 11374.

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

Sorry, but I just refuse to believe there are no announcer openings in Metro New York area. I prefer endless ads, nothing from Jersey, Connecticut, or suburbia. How come? There must be at least one station from these looking for experienced 1st phone. News/DJ/combo. Available now. 516-791-6557. Larry Kay, 58 Fairview Ave., Valley Stream, Long Island, N.Y. 11581.

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

I've been in broadcasting since 1961. I'm working at present. I have a good job and make good money, but I need a change. I've done as much as I can with my present employer. I have been writing and reading news for the last two years. I feel at home with production and special events. Have several radio documentaries to my credit. Also Pulse-rated No. 1 morning show. I would like to relocate in South Florida—my home. Will consider all offers unless you are one of those 590-a-week stations. If so, don't write. If not, write Les Leland, Box 0224, Radio-TV Job Mart, Billboard.

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

Anyone looking for a heavy? Write: Box 0214, Radio-TV Job Mart, Billboard.

# Vox Jox

Continued from page 34

Jensen, production director **Ron McFadyen**, Miller, **John Ellison**. **Deborah Iwanika** handles continuity, **Brenda Gisby** does traffic.

... **Jay Reynolds** got the job with WABC, New York; he'd been with WIFE in Indianapolis. I guess the WABC job was the most sought-after job of the past few months; it's an all-night gig.

... **Robert Fee**, music director of WCBT in Roanoke Rapids, N.C., has left the radio business to work with the Federal Aviation Administration; **Bob Dean** replaces him as music director. ... **Dave Anthony** is now doing a 10-midnight Sunday progressive rock show called "Toast and Strawberries" on WNCI-FM, Columbus, Ohio. ... **Thomas Howard** who used to manage radio stations in Kansas City, Indianapolis, and San Diego, is now with RTV International, New York-based management consultant firm. ... Line-up at KROW in Dallas, Ore., now includes **Steve Phillips**, **Mike Denean** who'd been with KACI in Dallas, and **Ian Nelson**. ... **James Kelly** has been named director of radio-TV service for the

programming consulting firm of True Holiday Corp., St. Joseph, Mo.; he'd been promotion and assistant program manager of KFEQ, St. Joseph.

... **Michael H. Istre**, KSIG, 320 N. Parkerson Ave., Crowley, La. 70526, needs 8x10" photos for lobby of the station. ... **Ron Edwards**, formerly of WAMS in Wilmington, Del., and WFIL in Philadelphia, has joined WMID in Atlantic City. WMID general manager **Bob Badger** says that his advertisement in the Radio-TV Mart section of Billboard "had many, many replies and I have a good backlog of tapes to hold onto should another opening happen soon. Billboard outdraws Broadcasting by at least five-to-one."

... **Mitch Farrell** in Wichita, Kan., has been named program director; he'd been with KPRO in Riverside, Calif. Former KLEO program director **Don B. Williams** has been transferred to New Orleans. ... **Dave Rogers** says he's resigned his programming duties at KGA in Spokane in order to concentrate on his new position

(Continued on page 40)



KEN HAWKINS is congratulated by Cleveland Mayor Carl Stokes on his appointment as general manager of WJMO, Cleveland soul station. Hawkins, right, and other personalities of the station were involved in a dispute with the station in January. Hawkins, Flip Forrest, Rudy Green, Jerry Wright, and John Lenear, black air personalities of the station, were fired. Picket lines were set up by the Southern Christian Leadership Conference. One of the demands was that a black general manager should be hired. It is reported that the SCLC plans to confront WOOK-TV, Washington; WFAN-FM, Washington; WINX, Rockville, Md.; WSID, Baltimore; KALI, Los Angeles; KVEZ, San Francisco; WBNX, New York; WFAB, Miami, and WMUS, Manchester, N. H.

# If someone asks you what Berio played and you say catcher for the Yankees...

## brother, you're losing business!

Berio... Luciano Berio... conceived and played many of the new electronic forms that have influenced students of modern music for the past decade.

Berio, Stockhausen, Cage, Maderna, Boulez, Earle Brown, and perhaps two dozen other disciples of change recorded a historic series of explorations and experimentations that have become cornerstones in the libraries of major music schools everywhere. These names... and the music... are legendary for everyone who studies, follows or just digs modern classical music. This is where the electronic sound began. It's become the framework for the rock, jazz and pop sounds you're selling today.

Now this entire series is issued on Mainstream Stereo LP and on Ampex Stereo Tapes, and we've already scheduled full page underground newspaper ads announcing its release.

This is a whole new ball game for dealer profits, so contact your Mainstream Records distributor and your Ampex Stereo Tapes distributor now.

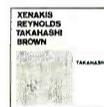
**MAINSTREAM**

1700 Broadway New York, N.Y. 10019

**AMPEX**

STEREO TAPES

2201 Lunt Ave. Elk Grove Village, Ill. 60007



MS/5000 New Music For Pianos.



MS/5001 New Music From London.



MS/5002 Live Electronic Music Improvised.



MS/5003 Zyklus • Refrain. Transición II.



MS/5004 Polifonica-Monodia-Ritmica. Serenata #2. Differences.



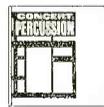
MS/5005 Circles. Frammento. Aria With Fontana Mix.



MS/5006 Etudes Contrapuntiques. Tropi. Setenata. Musik Für Sieben Instrumente.



MS/5007 Durations. Music For Violin, Cello and Piano. Music For Cello and Piano. Hodograph I.



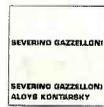
MS/5011 Concert Percussion For Orchestra.



MS/5012 Nirvana-Symphonie.



MS/5013 Concord Sonata.



MS/5014 Proporzioni. Sequenza. Somaksha. Gymel. Merles Noir. Honeyreves.



MS/5015 Cartridge Music. Summer For String Quartet. Duo For Violinist and Pianist. Duet II For Horn and Piano.



# CONVENTION PROGRAM AND SPEAKERS

## MONDAY MORNING, APRIL 27

- 9:00 a.m.—9:30 a.m. CONFERENCE OPENING  
Progress Report On Universal Numbering System
- 9:30 a.m.—10:45 a.m. \*OPENING PLENARY SESSION
- Talk A. Finding Our Place In The Changing 70's  
*Norman Racusin, President  
RCA Records  
New York, New York*
- Talk B. Creating Greater Consumer Impact And Awareness Of Music  
*Georges Meyerstein-Maigret  
Societe Phonographique  
Philips S.P.P.  
Paris, France*
- Talk C. Expanding Trade Opportunities Between East And West  
*Yves Roland, Joint Manager  
Overseas Division  
Societe Generale De Banque  
Brussels, Belgium*

10:45 a.m.—11:00 a.m. COFFEE BREAK  
11:00 a.m.—1:30 p.m. CONCURRENT SESSIONS  
— Each registrant will select two of the following five concurrent sessions to attend.

- Session 1 \*THE RECORD RETAILER IN A CHANGING INDUSTRY
- Talk A. A French Retailer  
*Jacques Le Calve, President  
Syndicale Des Disques  
Paris, France*
- Talk B. A German Retailer  
*Horst W. Schwiibert, Director  
Schwiibert Rundfunk KG  
Barmen, Germany*
- Talk C. An English Retailer  
*Laurence Krieger, Managing Director  
Harlequin Record Shops, Ltd.  
London, England*

- Session 2 TAKING A FRESH LOOK AT METHODS OF DEVELOPING ARTISTS
- Talk A. How And Where To Find New Talent  
*Shelby S. Singleton, Jr., President  
Shelby S. Singleton Corporation  
Nashville, Tennessee*
- Talk B. The Role Of The Personal Manager In The Development Of An Artist  
*Harold Leventhal, President  
Harold Leventhal Management, Inc.  
New York, New York*
- Talk C. Expanded Responsibility Of Record Companies For Promotion Of The Artist  
*Berry Gordy, Jr., President  
Motown Record Corporation  
Hollywood, California*

- Session 3 \*CHANGING METHODS OF MARKETING RECORDS IN EUROPE
- Talk A. The Future Of Rack Jobbing — The Viewpoint Of A French Independent Merchandiser  
*Madam Claudie Finiaux, General Manager  
Sono Press  
Paris, France*
- Talk B. The Future Of Rack Jobbing — The Viewpoint Of A Cooperative Of Manufacturers  
*Jan W. Assman, Managing Director  
N.V. Grammo Service  
Haarlem, Holland*
- Talk C. New Methods Of Selling Directly To The Consumer: Direct To Home, Newsstands, Vending  
*John Fruin, Managing Director  
Polydor Records  
London, England*

- Session 4 JAPAN — THE WORLD'S FASTEST GROWING MARKET
- Talk A. Understanding The Special Problems For The Music Industry Of Operating In Japan  
*(Speaker to be announced)*
- Talk B. Programming Repertoires To The Musical Tastes Of The Japanese Market  
*Wolfgang M. Arming, Director  
Nippon Grammophon Co., Ltd.  
Tokyo, Japan*
- Talk C. Methods Of Marketing Music In Japan  
*(Speaker to be announced)*

- Session 5 INTERNATIONAL DEVELOPMENTS IN COPYRIGHTS
- Talk A. Implications Of The Proposed Revisions To The International Copyright Conventions  
*Jean-Loup Tournier, Directeur General de la Societe des Auteurs Compositeurs & Editeurs De Musique (SACEM)  
Paris, France*
- Talk B. Proposed Revisions In The U.S. Copyright Law And Prospects For Their Enactment  
*Herbert N. Gottlieb, Chairman Copyright Division,  
Section of Patents, Trademarks and Copyrights  
American Bar Association  
Western Regional Director ASCAP  
Beverly Hills, California*

## TUESDAY MORNING, APRIL 28

9:00 a.m.—1:00 p.m. CONCURRENT SESSIONS  
— Each registrant will select two of the following five sessions to attend.

- 10:45 a.m.—11:15 a.m. COFFEE BREAK
- Session 6 HOW TO MAKE SERIOUS MUSIC PROFITABLE
- Talk A. Where Are The Untapped Or Underdeveloped Markets For Serious Music  
*(Speaker to be announced)*
- Talk B. How Can The Promoting And Marketing Of Classical Products Be Made More Effective  
*(Speaker to be announced)*
- Talk C. Where Can New Repertoire Be Found Or Have We Run Out Of Repertoire To Record  
*(Speaker to be announced)*

- Session 7 POTENTIAL OF SPECIALTY MUSIC IN WORLD MARKETS
- Talk A. Opportunities For Country Music  
*Mervyn Conn, Managing Director  
Mervyn Conn Organization  
London, England*
- Talk B. Growth Potential Of Soul Music  
*Jerry Wexler, Vice President  
Atlantic Records  
New York, New York*
- Talk C. The Expanding Market For Jazz  
*Bob Thiele, President  
Flying Dutchman Productions, Ltd.  
New York, New York*

- Session 8 THE POTENTIAL OF THE AUDIO VISUAL CARTRIDGE Part I — (for Part II see Session 13)
- Talk A. The Philips System  
*G. Gazanbeek, Assistant Director  
Electro Acoustic Division  
N.V. Philips Cloeilampenfabrieken  
Eindhoven, Holland*
- Talk B. The Sony System  
*Fumio Ishida, Manager  
Videocassette Program  
Sony Corporation  
Tokyo, Japan*

- Session 9 DEVELOPMENTS OF MUTUAL CONCERN FOR COPYRIGHT OWNER AND RECORD COMPANY

- Talk A. The Key Provisions Of The New Contract Between The Copyright Owners And The Record Companies In Europe  
*Stephen Stewart, Director General  
International Federation Of The Phonographic Industry  
London, England*
- Talk B. How And When To Pursue International Lawsuits On Plagiarism  
*Rolf Marbot, Manager  
Les Nouvelles Editions Meridian  
Societe D'Editions Musicales Internationales  
Paris, France*
- Talk C. Avoiding Financial Problems In Foreign Licensing Contracts  
*Leo Strauss  
Prager & Fenton  
New York, New York*

- Session 10 \*THE IMPACT OF THE YOUTH REVOLUTION ON ENTERTAINMENT

- Talk A. Creating A Controlled Environment For Listening To Contemporary Music Concerts  
*Bill Graham, President  
Fillmore Corporation  
San Francisco, California*
- Talk B. What Does Youth Respond To In Films  
*(Speaker to be announced)*
- Talk C. The Significance Of The New Mass Festivals — Woodstock, Isle Of Wight  
*Paul G. Marshall  
Marshall & Morris  
New York, New York*

## WEDNESDAY MORNING, APRIL 29

9:00 a.m.—1:00 p.m. CONCURRENT SESSIONS  
— Each registrant will select two of the following five sessions to attend.

- 10:45 a.m.—11:15 a.m. COFFEE BREAK

- Session 11 TRENDS OF GROWING CONCERN TO THE MUSIC INDUSTRY
- Talk A. Piracy Of Recordings And What Can Be Done About It  
*J.A.L. Sterling, Deputy Director General  
International Federation Of The Phonographic Industry*
- Talk B. How To Deal With The Problem Of Home Dubbing  
*R. Dunnwald  
Hamburg, Germany*
- Talk C. What Should The Industry Do About Obscurity In Lyrics, Packaging, Or Advertising  
*(Speaker to be announced)*

- Session 12 \*HOW TO GET BETTER RESULTS IN WORKING WITH EUROPEAN RADIO AND TV PROGRAMMING — Part I

- Talk A. As Viewed By RAI  
*(Speaker to be announced)*
- Talk B. As Viewed By ORTF  
*(Speaker to be announced)*
- Talk C. As Viewed By Spanish Radio  
*Tomas Martin Blanco, Manager Of Music Programming  
Network S.A.R. — Radio Madrid  
Madrid, Spain*

- Session 13 THE POTENTIAL OF THE AUDIO-VISUAL CARTRIDGE — PART II (for Part I see Session 8)

- Talk A. The RCA System  
*Robert C. Bitting, Jr., Program Director  
— PREVS  
RCA  
New York, New York*
- Talk B. The CBS System  
*Robert Heron, Program Director  
The EVR Partnership  
London, England*

- Session 14 RECENT COURT DECISIONS AND LEGISLATION AFFECTING MANAGEMENT DECISIONS IN THE MUSIC BUSINESS Part I

- Talk A. In United Kingdom, Australia, and New Zealand  
*Denis de Fritas, Legal Adviser  
Performing Right Society Limited  
London, England*
- Talk B. In Continental Europe  
*Eric Schulze  
GEMA  
Munich, Germany*
- Talk C. The Worldwide Trends In The Establishment Of Neighboring Rights For Record Companies  
*Otto Lassen, Attorney  
Copenhagen, Denmark*

- Session 15 CHANGING DISTRIBUTION PATTERNS FOR RECORDS IN THE U.S.

- Talk A. Implications Of The Changing To Multiple Distribution  
*Irwin H. Steinberg, President  
Mercury Corporation  
Chicago, Illinois*
- Talk B. The Future Role Of The Wholesaler In Expanding Sales  
*Jack Geldbart, President  
ABC Record And Tape Sales Corp.  
Southeastern Division  
Atlanta, Georgia*
- Talk C. How Retailing Must Adjust To Meet Changing Markets  
*Clyde Wallich, President  
Wallich Music City  
Torrance, California*

## THURSDAY MORNING, APRIL 30

9:00 a.m.—1:00 p.m. CONCURRENT SESSIONS  
— Each registrant will select two of the five sessions to attend.

- 10:45 a.m.—11:15 a.m. COFFEE BREAK

- Session 16 \*SELLING TAPE SYSTEMS IN EUROPE
- Talk A. Sales Of Home And Portable Equipment — A Forecast Of The Future  
*G. Gazanbeek, Assistant Director  
Electro Acoustic Division  
N.V. Philips Cloeilampenfabrieken  
Eindhoven, Holland*
- Talk B. Sales Of Car Equipment — A Forecast Of The Future  
*Robert Timosci, Commercial Director  
Voxson S.P.A.  
Rome, Italy*
- Talk C. Developing Consumer Excitement And Sales Through A Cooperative Merchandising Program  
*Francesco L. Fanti, International Marketing Department Manager  
RCA S.P.A.  
Rome, Italy*

- Session 17 THE GROWTH AND IMPORTANCE OF THE INDEPENDENT PRODUCER

- Talk A. The Changing Function Of The Independent Producer — A European Viewpoint  
*Alain Milhaud, General Manager  
Cia. Fonografica Espanola Discos Barclay, S.A.  
Madrid, Spain*
- Talk B. The Changing Function Of The Independent Producer — An American Viewpoint  
*Gerard W. Purcell, President  
GWP Records  
New York, New York*
- Talk C. Key Factors To Consider In Negotiating A Deal With A Producer  
*Frederick A. Patman, President  
Patman, Young & Kirk, Professional Corporation  
Detroit, Michigan*

- Session 18 \*HOW TO GET BETTER RESULTS IN

## WORKING WITH EUROPEAN RADIO AND TV PROGRAMMING — Part II

- Talk A. As Viewed By BBC  
*Douglas T. Muggidge, Controller BBC  
Radio 1 & 2  
British Broadcasting Corp.  
London, England*
- Talk B. As Viewed Of German Radio  
*Reiner Walch  
Munich, Germany*
- Talk C. As Viewed By Europe No. 1  
*Lucien Morisse, Directeur Des Programmes  
Europe No. 1  
Paris, France*

- Session 19 COMPARING SOURCES OF MUSIC INCOME IN MAJOR MARKETS OF EUROPE

- Talk A. Mechanical Rights Income  
*Max Bennett, General Manager and Secretary  
British Copyright Protection Assn. Ltd.  
London, England*
- Talk B. Performance Rights Income From Musical Compositions  
*Michael Freegard, General Manager  
The Performing Right Society Limited  
London, England*
- Talk C. Income From Printed Publications  
*Frank Coachworth, General Manager  
Chappell & Co., Limited  
London, England*

- Session 20 NEW LEGAL ISSUES AFFECTING MANAGEMENT DECISIONS IN THE MUSIC BUSINESS — Part II

- Talk A. The Impact Of New Legal Changes And Precedents In U.S. And Canada  
*M. William Krasilovsky, Attorney  
Feinman & Krasilovsky  
New York, New York*
- Talk B. Changes In Existing Contracts Needed For Audio-Visual Technology  
*Robert L. Young, General Counsel  
Famous Music Corporation  
New York, New York*

## FRIDAY MORNING, MAY 1

9:00 a.m.—12:00 noon CONCURRENT SESSIONS  
— Each registrant will select two of the following five sessions to attend.

- 10:25 a.m.—10:40 a.m. COFFEE BREAK

- Session 21 \*OPERATING WITHIN THE COMMON MARKET

- Talk A. What Does The Common Market Mean For The Music Industry  
*Pierre-Jean Goemaere, Director-Manager  
Inefco Belgium S.A.  
Brussels, Belgium*
- Talk B. A Cost Saving Approach To Pressing And Distributing Releases In The Common Market  
*Daide Matsalon, General and International Manager  
Division of Curci  
Carosello Records  
Milan, Italy*

- Session 22 \*PROMOTION TECHNIQUES FOR EXPANDING MUSIC SALES

- Talk A. The Effectiveness At The Consumer Level Of An All-Industry Promotional Program  
*Pete Beishuizen, Director  
Dutch Foundation For Collective Record Promotion  
Amsterdam, Holland*
- Talk B. The Growth Of Song Festivals And Their Impact On Sales  
*Giuseppe Giannini, Executive Director  
Compagnia Generale Del Disco  
Milan, Italy*
- Talk C. The Importance Of The Artist Festival For Record Promotion  
*George T. Wein, President  
Festival Productions, Inc.  
New York, New York*

- Session 23 WHAT MUST THE PUBLISHER OR SUBPUBLISHER DO TO SURVIVE AND GROW TODAY

- Talk A. The Changes That The Established Firm Must Make  
*Ralph Maria Siegel, Music Publisher  
Ralph Maria Siegel Musikverlage  
Munich, Germany*
- Talk B. The Services Needed By A Smaller Firm To Survive  
*Gilbert C. Marouani, General Manager  
Nouvelles Editions Barclay  
Paris, France*

- Session 24 THE MODERN RECORDING STUDIO — ITS GROWING IMPORTANCE

- Talk A. The Investment, Equipment, and Personnel Required For The Modern Studio  
*Donald Frey, Vice President and Administrator  
A & R Recording, Inc.  
New York, New York*
- Talk B. Using The Recording Studio As A Training Ground For New Producers And For Development Of New Sounds  
*Chips Moman, President  
American Recording Studios  
Memphis, Tennessee*
- Talk C. Using Engineering Creativity In Recording Of Music  
*Hugh Mendl, Artists Manager  
The Decca Record Co., Ltd.  
London, England*

- Session 25 THE DIRECTION OF TAPE GROWTH IN LATIN AMERICA AND NORTH AMERICA

- Talk A. What Can Be Learned From The Pattern Of Tape Growth In The United States And Canada  
*Oscar Kusisto, Vice President and General Manager  
Automotive Products Division  
Motorola, Inc.  
Franklin Park, Illinois*
- Talk B. A Forecast Of Future Growth In Latin America  
*Manuel Villarreal, Vice President, Latin America Operations  
CBS International  
Naucalpan, Mexico*

- 12:15 p.m.—1:15 p.m. CLOSING PLENARY SESSION

- Talk A. Can Creativity And The Individual Survive Corporate Growth  
*Clive J. Davis, President  
CBS Records  
New York, New York*
- Talk B. Building The Future By Overcoming The Mistakes Of The Past — A European Viewpoint  
*Kurt Richter  
TELDEC  
Hamburg, Germany*
- Talk C. The Conference Closes — An End Or A Beginning  
*Stanley M. Gortikov, President  
Capitol Industries, Inc.  
Hollywood, California*

\*These sessions will be translated into French, Italian and Spanish

# Programming Aids

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

## HOT 100

WVBR-FM, Ithaca, N. Y., music director **George Hiller** reporting; BP: "Temma Harbor," Mary Hopkin, Apple; BH: "Give Me

## CHIEF AUDIO ENGINEER

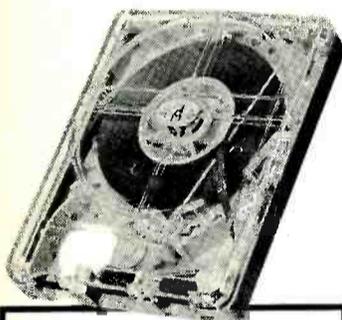
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Just a Little More Time," Chairman of the Board, Invictus; BLP CUT: "American Woman," (American Woman) Guess Who, RCA. . . WSUA, Albany, N. Y., music director & personality **Eric Lonschein** reporting; BP: "Try (A Little Bit Harder)," Janis Joplin, Columbia; BH: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia. . . WTRY, Troy/Albany, personality **Jay Clark** reporting; BP: "Easy Come, Easy Go," Bobby Sherman, Metro-media; BH: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia. . . WSGA, Savannah, Ga., **Jerry Rogers** reporting; BP: "Timothy," Buoys, Scepter; BH: "Spirit in the Sky," Norman Greenbaum, Reprise; BLP: "Get Ready" (Rare Earth), Rare Earth. . . WXTO-FM, Grand Rapids, Mich., **Ed Matusak** reporting; BP: "Shuggie's Boogie," Shuggie Otis, Epic; BH: "Savoy Truffle," Terry Manning, Enterprise; BLP: "Then Play On," the Fleetwood Mac, Reprise. . . KTSA, San Antonio, program director **Khan L. Hamon** reporting; BP: "Nuevo Larado," Sir Douglas Quintet, Smash; BH: "Ma Belle Amie," Tee Set, Colossus; BLP: "Live in Toronto," Plastic Ono Band, Apple. . . WBEC, Pittsfield, Mass., music director & personality **Paul Delaney** reporting; BP: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BH: "Tell Me," Jimmy Clanton, Laurie. . . WDCR, Hanover, N.H., music director **Mark Dillen Stitham** reporting; BP: "Walking Through the Country," Grass Roots, Dunhill; BH: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BLP CUT: "Gypsy," To Our Children's ETC., Moody Blues, Threshold. . . WMCJ, West Long Branch, N.J., music director & personality **Greg Monkowski** reporting; BP: "Walking Through the Country," Grass-roots, Dunhill; BH: "No Time," Guess Who, RCA. . . WDLA, Memphis, **Bill Thomas** reporting; BP: "You're the One, Pt. II," Little Sister, Stone Flower; BH: "The Thrill Is Gone," B.B. King, Blues-Way; BLP CUT: "Just Be True" (Gritty, Groovy and Gettin' It) David Porter, Stax. . . KINT, El Paso, program director & music director **Sonny Melendrez** reporting; BP: "Love Grows," Edison Lighthouse, Bell; BH: "Holly Go Softly," Cornerstone, Liberty. . . KENO, Las Vegas, **Jimi Fox** reporting; BP: "Hello L.A.," Blue Cheer; BH: "Sunlight," Youngbloods. . . WALL, Middletown, N.Y., program director **Larry Berger** reporting; BP: "Kentucky Rain," Elvis Presley, RCA; BH: "Walking in the Rain," Jay & the Americans, UA.

## EASY LISTENING

KBOS-FM, Tulare, Calif.; BP: "Breaking Up Is Hard to Do," Lenny Welch, Commonwealth; BH: "Soul Deep," Eddy Arnold, RCA; BLP CUT: "Shadow of Your Smile," Henry Jerome, UA. . . WCSB-AM, Boston, music director **Kenneth Rokes** reporting; BP: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BH: "He Ain't Heavy, He's My Brother," Hollies, Epic; BLP: "Super Star," Murry Head, Decca. . . WAYB, Waynesboro, Va., music director **Carolyn Bleam** reporting; BP: "Temma Harbour," Mary Hopkin, Apple; BH: "All I Have to Do Is Dream," Glen Campbell & Bobbie Gentry, Capitol; BLP CUT: "Yesterday When I Was Young" (Movin' On), Danny Davis & Nashville Brass, RCA. . . KTTS, Springfield, Mo., music director **Ray Sherner** reporting; BP: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BH: "Welfare Cadillac," Guy Drake, Royal American; BLP CUT: "Light My Fire," & "Hey Jude" (Sounds of Our Times), Capitol. . . WSB, Atlanta, music librarian **Chris Fortson** reporting; BP: "Until It's Time for You to Go," Neil Diamond, Uni; BH: "All I Have to Do Is Dream," Glen Campbell & Bobbie Gentry, Capitol. . . KSPR, Springdale, Ark., music director **Dave Sturm** reporting; BP: "Easy Come, Easy Go," Bobby Sherman, Metro-media; BH: "Who'll Stop the Rain," Creedence Clearwater Revival, Fantasy; BLP CUT: "Galveston" (Nashville Country Brass), Les & Larry Elgart, Swampfire. . . WLDS, Jacksonville, Ill., announcer **Paul Lowrey** reporting; BP: "Kentucky Rain," Elvis Presley, RCA; BH: "Thank You," Sly and the Family Stone, Columbia. . . WGR, Buffalo, N.Y., music director **Larry Anderson** reporting; BP: "Shilo," Neil Diamond, Bang; BH: "He Ain't Heavy, He's My Brother," The Hollies, Epic; BLP CUT: "Na Na Hey Hey Kiss Him Goodbye" (Colours of Love), Hugo Montenegro Chorus, RCA. . . WSPR, Springfield, Mass., pro-

(Continued on page 51)

## Vox Jox

Continued from page 36

as advertising manager of Spokane Raceway Park Inc. He'll continue his morning show on the country music station, but **Ollie Schell** has been hired from KSPO in Spokane to become KGA program director. **Don Lyons** continues as music director. Staff now includes Rogers, Lyons, **Jerry Bright**, **Jim Burlingame**, and **Paul Blake**.

Mel Phillips, program director of WRKO in Boston sends in the Oct./Dec. Pulse: WRKO has 14 between 6-10 a.m., 17 from 10 a.m.-3 p.m., 32 from 3-midnight, and 33 between 7-midnight. WHDH has 23, 11, 11, 6. WBZ has 15, 10, 9, and 14. WMEX has 4, 5, 9 and 10. WBCN-FM the progressive rock station has a 6 between 7-midnight, but good music-formatted WJIB-FM also has a 6 in the same period. . . No news about **Robert W. Morgan** this week. . . Whew! Just saw the Oct./Nov. Pulse on St. Louis. **Bob Shannon**, 7-midnight personality on KXOK, has the market at night sewed up with a 40. And **William A. Hopkins**, the 3-7 p.m. personality on KXOK, more than doubles the next station with a hefty 34. KXOK has 16 between 6-10 a.m. and 15 from 10 a.m.-3 p.m. Really, KMOX shines in the morning and midday periods with 29 in the 6-10 a.m. slot and 25 between 10 a.m.-3 p.m. KMOX has 16 from 3-midnight. KWK is doing pretty good with its soul format, showing 4, 6, 9, and 8. Country-formatted WIL has 7, 6, 5, and 8. . . **Bill Ross** is doing fill-in at WTRY in Troy, N.Y.

# Top 40 Profiles

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

**WNCI-FM**  
North High Street at Powell Rd.  
Columbus, Ohio 43085

General manager is Phil Sheridan. Program director is Charlie Pickard. Air personalities include Bob North, Gregg Campbell, Dave Anthony, E. Karl, Dan Ryan and John L. WNCI-FM is 185,000 watts at 97.9 on the dial, programming rock and progressive rock 24 hours a day. A special fan-aimed magazine featuring the station's playlist and album reviews is published by the station each week for distribution to department stores. One chain racks exclusively from the list.

**WMCR**  
Genesee St.  
Oneida, N.Y. 13421

Owners and general managers Bill and Vivian Warren; program director is David Reese; air personalities are Nelson Guyette 6-9 a.m. and noon-2 p.m., old barefoot Bob Kinney 9-noon, Reese 2-sign-off, weekend men Larry and John Duchene and Mike Donegan. WMCR is 1600 on the dial and operates 1,000 watts daytime. Programming is a blend of country music, top 40, and easy listening to offer "something for everyone" in central New York.

**W DAT**  
Box 5038  
Daytona Beach, Fla. 32020

Vice president and general manager is William Hunter. Program director is Dave Randal. Music director is Rap Adams. Operations manager is F. Paul Fuhr. Jack Daniels is chief engineer. Personalities include Mike Morningside, John Lidsey, Adams. W DAT operates at 1380 with 1,000 watts daytime; station went on the air March 15, 1969. Features singles and album cuts, plus a progressive rock show.

# Selling Sounds

Continued from page 34

corded at Fine Sound. . . Volkswagen for DD&B. Producer was DON TREVOR, arranger/composer was ANDY MARSALA. It was recorded at Media Sound.

\*\*\*

Atco Records' New York Rock & Roll Ensemble have just signed with Stacy Man Agency, 333 East 55th St., for commercials. . . Garry Sherman and Stanley Kahan of Sherman-Kahan Associates composed and produced music for a 30-second TV spot for Toaster Swirls, a new product. Music producer was ARNOLD AIDUS. . . Sherman-Kahan handled music chores for radio spots for Certs. Music producer for Ted Bates was ARNOLD AIDUS. . . The band chose to play and perform in the MGM feature "The Magic Garden of Stanley Sweetheart" has again been tapped by David Lucas for Vicks Sinex Nasal Spray spots, composed and arranged in a contemporary vein by DAVID LUCAS and MIKE MAINERI. The group is preparing an LP with David Lucas. Agency was Leo Burnett, producer was JIM McAWARD, film was Becker Productions out of Chicago. . . Roger Cook and Roger Greenway, two of England's hottest young songwriter/producers, have signed with Herman Edel Associates, commercial music production house.

WEEK OF 2-6 FEB.

DUO/CREATICS, New York, 838-4290, Larry Rosen & Shepard Meyers, principals of Duo/Creatics, have signed Stanley Bronstein to compose and arrange music for commercials & films.

\*\*\*

CINEMA-AUDIO, Mandaluyong, Rizal, 7-47-14 — Jan.19. Dannie Subido recorded & edited 30 and 60-second spots for Far East Bank. . . Jackie Cordoba of Grant Advertising supervised 30 second radio spot for Halo Shampoo. . . Manuel Posadas of Atlas Promotions did the mixing & editing for Baguio Oil, a radio spot. . . Telly Barnado of Grant Advertising supervised a Colgate Dental Cream spot.

\*\*\*

WES FARRELL ORGANIZATION, New York, LT 2-6175, Steve Bedell reporting—FRED WEINBERG composed/produced electronic music for 30-second Buick dealer TV spot. McCann-Erickson was the agency and it was recorded at A&R Studios. . . FRED WEINBERG completed four Beechnut Lifesaver radio spots as composer and producer using non-synthetic electronic technique. Young & Rubican was the agency, JOHN PARMATER was the producer. It was recorded at A&R Studios.

\*\*\*

NATIONAL RECORDING STUDIO, New York, PL 7-6440—Steve Karmen recording Noxema music. . . Arnold Eidus of Ted Bates in with Kools. . . Jerry Jerome conducting for Remco. . . Ted Bates' Arnold Eidus recording Wilkinson Blades music spots. . . David Burns & Lou Jacobi did TWA spots for Wells, Rich & Greene. . . Lou Garisto for McCann-Erickson produced spots on Nabisco. . . Peggy Cass in for Chirug & Cairns and the Connecticut Bank & Trust Co. . . SSC&B mixing S&H Green Stamps spots, Stu Gelman in with Cover Girl. . . IMF mixing spots for the National Bank. . . Audio Productions mixing commercials for Western Electric.

\*\*\*

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CAMPUS ATTRACTIONS - MAR. 28

ADVERTISING DEADLINE: FEB. 27

# Campus News

## Rock & Blues Spark 20 Percent Sales Rise of LP's on Campus

By BOB GLASSENBERG

NEW YORK — Sales of LP's on the college campus are up as much as 20 percent over the last year as a result of increased popularity in rock and blues on the campus. "The students at the University of Wisconsin have a great deal of leisure time, especially in the winter," said Charles Lunde, manager of the Victor Music store, located on the campus. "They stay indoors in the winter. They cannot study all of the time. Consequently, they listen to music. It is mostly rock but many students buy jazz albums to listen to when they are studying. Our album sales have increased 20 percent because of the increased interest in music. Music is a pleasant diversion to the everyday pressures incurred on the campus." Victor does not run many special sales because their stock of 15,000 albums is discounted from 20 to 30 percent upon arrival at the store. At the University of Florida in Gainesville, there has been a "good, constant rise" in album sales, according to Richard Glenn, who oversees the Quick Save record department located directly across from the school. Rock is the largest type of album sold here and the discount is usually around 80 cents an album. Glenn attributes his increase in sales to the radio show the record department sponsors on the local college station, WRUF. "They hear an album or a cut from an album on the radio show we sponsor on Friday and Saturday nights and are in here the next day to buy the record. We get great response from the show." Lunde calls the University of Wisconsin "the third coast" because of the musical awareness of the students. He attributes the sale of records

to word of mouth. "Students here just know what is going on musically. We have had some fine musicians from the campus go on to careers in music," Lunde said. He gave Steve Miller and Tracy Nelson, who is with Mother Earth as examples. "The students have a great ear for music."

### Word of Mouth

At the State St. outlet of Discount Records in Ann Arbor, Michigan, Dale Watermulder attributes the increase in sales to word of mouth and the advertising done by the Discount chain over the Detroit underground stations, WABX-FM and WKNR-FM. "Rock is our largest seller," Watermulder said, "with jazz and blues running right behind." We also advertise in the campus and local papers. This has given the students a great awareness of rock and music in general. In Cincinnati, tape sales at the popular store patronized by the students, Neumarks, have made greater gains than albums. The manager at the store attributes this to the fact that many of the students drive cars with tape decks. In fact, he feels that some of the LP sales have been taken away by tapes. "We sell mainly rock music but our LP sales are not rising. The initial cost of tapes is greater for the store, but we are reaping the benefits now. Our increase in sales is from the tapes." Richard Glenn at Quick Save said that because there is such a high cost for keeping the tapes the people want that they are phasing tapes out completely. "It has become increasingly more difficult to stock the right tapes. It costs us too much to keep all the rock tapes and if we do not have the right tapes, we

lose the sale. We just cannot keep up."

### Below List

All the stores surveyed sell their albums at below list price. Victor Music has very few sales because they normally sell far below the suggested list. They do however, display the albums of an artist who is appearing in the area. This does not necessarily mean that the artist's albums will sell more. It depends on how well the artist performs and entertains. This type of promotion is a general rule for all stores. Aside from Victor, all of the stores run several sales during the year. Quick Save runs their sales at the beginning of the fall term and after Christmas. The albums are discounted an extra 50 cents. Discount Records runs a sale on most holidays and their records are discounted up to 40 percent. This is also the case at Neumarks.

Theft does not seem to be a problem at any of the stores. This is due mainly to the displays which consist of browser and wall racks. All of the personnel have good eyesight and are constantly watching the customers. At the Quick Save, customers are asked to check their coats and books while in the store. A special rack has been installed at the door for this purpose. Record return policy is generally limited to damaged goods or an exchange of a gift if there is an accompanying receipt. If the store has a really good customer who wants to return a record, there is usually some leeway in the general policy. None of the store managers chose to comment on new trends in buying. Lunde at Victor and Watermulder at Discount both see a nice profit

(Continued on page 51)

## What's Happening

By BOB GLASSENBERG

Alpha Epsilon Rho, the national radio and television fraternity, is sponsoring the 1970 Inter-Collegiate Student Production Competition in Radio, Television, and Motion Pictures. The contest is open to students in any junior college, college or university which offers formal instruction in the fields of broadcasting or motion pictures. Deadline for entry is March 18. The three major areas of the contest will be divided into four categories: One-Minute Spot, Fiction, Documentary and General. The resulting 12 categories will be judged separately by a panel of veteran broadcasters. There is no limit to the number of entries from one person or group. Entry forms and rules may be obtained by sending a brief description of the proposed project to Alpha Epsilon Rho, National Production Awards Committee, Smith Radio-TV Center, 3800 Puritan, Detroit. Good luck to all participants.

The College and Faculty Conference of the International Radio and Television Foundation will be held April 16-18 at the Commodore Hotel in New York City. Funds for the event are now being raised by John Karol, retired vice president of special projects for CBS-TV. The conference is designed to further improve the dialog between the nation's top professionals in the broadcasting field and the colleges. The three-day conference will give those attending an opportunity to meet and talk with some of the key broadcasters in the country. Also attending will be advisors and marketing people who will be involved in seminar discussions.

### OH RATS!

WJKB at Edinboro State College in Pennsylvania, has been using live rats to pick hit records. Their method is a secret but George Knox, music coordinator, may give away the secret if you write him at Box 81, Edinboro State College, Edinboro, Pa. 16412.

### ★ ★ ★

WJAC at Butler University in Indianapolis would like to get original Broadway cast albums and Hollywood soundtracks for their special weekend show. The station is the most powerful college station in the country (40,000 watts) and Steve Mitchell will appreciate the help.

Mason Williams, Warner Bros. artist, will be the keynote speaker at the NEC meeting in Memphis Sunday (15) through Wednesday (18). Some of the topics to be covered include contracts, technical requirements, coffee house circuit, careers and trends in entertainment. There will also be a talent showcase.

Student acts and a faculty jazz quint will trace the relationship of drama and music through the ages as part of an Interlochen "happening" at Carnegie Recital Hall Monday (23). All artists are from the Interlochen Arts Academy based in Interlochen, Mich.

### Campus Programming Aids

WBCR, Brooklyn College, music director & personality Lenny Bronstein reporting; BP: "Laja Ladaia," the Carnival, World Pacific; BH: "Reflections of My Live," the Marmalade, London; BLP CUT: "Lord Sutch & Heavy Friends," Lord Sutch, Cotillion. . . . WJRB, Virginia Commonwealth University, music director Gary C. Morgan reporting; BP: "He Ain't Heavy He's My Brother," the Hollies; BH: "Who'll Stop the Rain," Creedence Clearwater Revival; BLP CUT: "Love, Peace & Happiness," Chambers Bros. . . . WPGH, University of Pittsburgh, assistant music director, Rick Cohen reporting; BP: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BH: "Psychedelic Shack," Temptations, Gordy; BLP CUT: "Give Peace a Chance"—"Live Peace in Toronto 1969," Plastic Ono Band, Apple. . . . WNUR, Northwestern University, music director Dave Loebel reporting; BP: "Save the Country," Laura Nyro, Columbia; BH: "Bridge Over Troubled Water," Simon & Garfunkel.

(Continued on page 51)

## The Freedom of College Radio

By BOB GLASSENBERG

PHILADELPHIA—One advantage the college stations have over their non-college stepbrothers is a freer format. They can usually play anything they want. WXPN at the University of Pennsylvania, is such a station. David Swerdloff, program director, likes to play the good records which do not make the national charts. "There is no reason that these records cannot be played or enjoyed. We play them on WXPN AM carrier current. I do not believe in just the prestige records—those that make the national charts. There are other voices in music, just as in politics," Swerdloff said. WXPN composed of two separate stations, an AM carrier current run by Swerdloff, and an FM run by Dave Fennemore. The programming is slightly different at each station. "We have to give our FM preference on albums, because that's all they play. It's natural. They reach a large amount of people in Philadelphia. But we generally split the records. If there is a cut we want on an album, we just tape it," Swerdloff said.

### All Cuts Taped

The format at the carrier current station consists of Top 40 singles with the progressive

tinge added by using about 25 album cuts weekly. All the album cuts are taped. There are 85 records a week from which the air personalities may choose. Most of the albums are "underground" to the extent that they have not received much national recognition. An example of this type of progressive rock music would be the Marmelade or Mike Millius, who has just completed an album in which he wrote all of the songs. "No one knows these people, but they do nice things on their recordings," Swerdloff has a general rule for picking records to be played on the air. "We play whatever we feel our college audience likes. There is no bubblegum or easy listening. We play to the progressive side and plenty of singles and oldies. John Mayall is a big favorite as are the Byrds."

Another favorite of the students are the hip comedy albums. Lenny Bruce, a comedian who rarely, if ever, is played on non-college radio, receives a proportionate amount of airplay. "He was way ahead of his time with comments pertaining to the life styles of today. He is not really dirty. He speaks truth." There is no faculty advice given to the 60 em-

ployees at the station. In fact, there is not even a radio and television department at the university. "This is the only outlet for those students interested in radio. It is a training ground for the future. The only problem is that the only credit we or any other college station ever gets is for breaking records like 'Je T'aime.' It is an obvious hit on the campus," Swerdloff added. Swerdloff said that college radio "has a bad connotation. People think of us as a bunch of glory-seeking amateurs, only out to make a name on the campus for ourselves, chicks and all of that. It isn't true. Most of the people I know are dedicated to radio. They are only concerned with learning the business."

They all realize one thing, however. After college and all the experience they get at their respective college radio stations they will still have trouble getting a job. No experience, you see. We all expect to have to pay our dues all over again. No one is looking forward to it, but we all know what lies ahead. There probably won't be a change until the people in the industry recognize us as real radio people who have good experience."

## Campus Dates

**B.B. King**, BluesWay artist, appears at Alfred College in Alfred, N.Y., Friday (20); Tufts University Medford, Mass., Saturday (21); Trinity College in Hartford, Sunday (22); Union College in Elizabeth, N.J., Thursday (26); Yale University, Hartford, Conn., Friday (27); and Worcester Polytech in Worcester, Mass., Saturday (28). King will also tape a "Sesame Street" segment in New York, Tuesday (17).

**Josh White Jr.**, of United Artists, will perform at Canisius College in Buffalo, N.Y., Friday (20); Michigan Tech University in Houghton, Monday (22); Gogebic Community College in Ironwood, Mich., Tuesday (24); Bay-de-Noch Community College in Escanaba, Mich., Wednesday (25); Kellogg Community College in Battle Creek, Thursday (26); and Wayne State University in Detroit, Friday (27).

**Orpheus** will appear at the University of New Hampshire in Durham, Saturday (21).

**Merce Cunningham Dance Co.** appears at the University of Massachusetts Tuesday (17) through Thursday (19).

**Dwight Peltzer**, pianist, appears at the University of Massachusetts on Friday (20) followed by **Odetta** Saturday (21) and the **Guarneri String Quartet** on Friday (27).

**Paul Geremia**, a Folkways artist, appeared at Rutgers University in New Brunswick, N.J., Saturday (14); he appears at the Rhode Island School of Design Sunday (22).

**Fifth Dimension** will give the following performances closing the

month of February: Mullenberg College in Allentown, Pa., Sunday (15); Western Kentucky University, Thursday (19); University of Louisville, Friday (20); University of Cincinnati, Saturday (21); Michigan State University in East Lansing, Sunday (22).

**Glen Yarbrough** plays Ankona Ramsey Jr. College in Coons Rapids, Minn., Tuesday (17); Gustavus Adolphus College, St. Peter, Minn., Friday (20); Iowa State University in Ames, Saturday (21); and Azusa Pacific College in Azusa, Calif., Thursday (26).

**Brenda Scwuman**, oboist, will give a recital at Queens College Thursday (19).

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# Country Music

## LeFevre to Build a New Studio In Atlanta As Demand Increases

ATLANTA — Maurice LeFevre has purchased an additional acre of land in an industrial section of this city to build a new studio to accommodate the growing recording demands at his current location.

The LeFevre Sound Corp. now is operating approximately 16 hours daily, and for the first time is involved in night work. Buddy Buie, formerly with the Lowery organization, is doing the night production work.

The LeFevres have given up all promotion and distribution of records to concentrate entirely on publishing and recording. LeFevre is producing about 75 LP's annually on a custom basis, and rents the studio to other producers for the additional work.

Pierce and Maurice LeFevre bought the former family-run studio some time back, and Pierce now is managing the family on the road while Maurice operates the studio. Younger brother Mylon has been signed by Atlantic, and will be recording soon on that label.

### 16-Track Studio

On the new property the LeFevres plan to build a new 16-track studio plus 16 suites of offices. Atlantic Records, among others, wants office space. The Rogers Agency has just moved into the building, and the area will be a sort of "music row" complex when completed. Already in the building are agencies for booking talent, management, production, writers and publishers.

"We want the section to be a complete unit," Maurice LeFevre said, "without bringing in competing companies." He noted that several of the firms have publishing outlets, but otherwise are in separate lines of the music business.

LeFevre has a production company, a publishing company

and his own studio musicians, but stays out of the other areas. "I don't want to be a landlord competing with my tenants," he explained.

Among the companies which have utilized the studio facilities

in recent months have been Atlantic, Decca, Columbia, Capitol, Metromedia, Venture, RCA and King. The latter was a James Brown record. The sessions include country, gospel and rock.

## Small Town Studio in Pace With Big Time

GREENFIELD, Ohio — The easy pace of this town of 8,000 and its ready access to good musicians has brought about the success of a demonstration studio for country artists far from the demanding schedules of big city studios.

Paul Angel, who can call on "30 to 40" good musicians at any time for a session, said he looks at his studio as an aid to songwriters who otherwise could not reach the publishers and the a&r men of Nashville, New York or Los Angeles.

Among the first of his discoveries was Darrell McCall, who was working in a garage in the area at the time. After McCall cut a demonstration session in Angel's basement studio, he was introduced to Donny Young who was instrumental in bringing McCall to Nashville. Now Darrell's sister, Dianne, is enjoying early success, and has just done an album on Capitol with Charlie Louvin.

Merle Haggard's demo of "The Fugitive" also was done in the Angel basement. Most of the Johnny Paycheck tunes have been done there, as well as those by Earl Richards and Snuffy Miller.

Until now, the studio has been a sometimes thing with Angel, whose engineering job keeps him on the go a good part of the time. However, he plans soon to construct new fa-

cilities and make recording a full-time operation.

"The word has gotten around about our operation here," he said, "and the demands are becoming greater."

Angel feels that this town is a logical place for cutting demos and even masters because it's so centrally located, and yet out of the heavy traffic. "It's the perfect place to come and get things done without pressure," he said.

## Intl Country Fest in U.K.

LONDON — Plans are being finalized for the second annual International Festival of Country and Western Music at Wembley Pool on Easter Saturday, March 28.

Mervyn Conn, working with Nashville talent agents, has lined up a show which includes talent from two continents. Roy Acuff, Hickory will share the spotlight with such artists as Skeeter Davis, George Hamilton IV, Tex Ritter, Loretta Lynn and Jeannie Seely. Others will be named later.

Exhibits will be displayed by the major recording and publishing companies. They will be stocked and manned to pass out pamphlets, answer questions of registrants from Sweden, Denmark, Germany, Czechoslovakia, the British Isles and the USA.

## Sound of Figaro Disk Takes To Religion as Peace Hope

NASHVILLE — A religious-patriotic approach to some of the problems of today's youth is the theme of a record just released by Sound of Figaro Productions, a company founded primarily to produce, publish and record the two sides.

The record, produced by Mike Figlio and arranged and conducted by Cliff Parman, features investment banker Ken Schoen, a religious layman, who said he hopes to offer man "the hope of world in peace."

In an all-out effort to get his record before the public, he has worked out an arrangement with 50 independent distributors to give copies to disk jockeys in virtually all major markets, place the record in the Double-day Book Store in New York and in Chicago, and in 200 university book stores across the country.

"The university approach may be the answer," Schoen ex-

plained. The recitations suggest that the answer to some of these frustrations may be found in faith, and Schoen dedicates the record to the memory of a friend.

The expensive jacket for the record has the religious-patriotic theme. The titles of the two sides are "Quest for Life" and "What Is My Purpose?". On both sides, Schoen does the recitations. He also authored the verses as an ASCAP writer.

Schoen's activities go beyond religious and civic leadership. It was he who led the successful fight in Nashville to break a decades-old barrier and bring legal liquor by the drink to the city. After the break-through, Memphis adopted a similar plan.

Although Sound of Figaro is concerned with this single now, the company has expansion plans. In the near future it will be a fulltime recording operation.

## Houston Growth As Studio Center Soars

HOUSTON — The growth of this city as a recording center is evidenced by the full-time operation of five large studios and plans for even more.

These include Orbit Productions in suburban Deer Park, where Hickory artist Glenn Barber now operates a production company, publishing firm and turns out his own compositions.

Other full-time studios are those of Jimmy Duncan, Jones Sound, Andrus and Gold Star.

"There is a great deal of emerging talent here," Barber said. He cited such artists as Gene and Debbie, who record for TRX, and Mickey Newberry, who now lives in Nashville and records for Mercury.

All these acts, including Barber, are managed by Jay Boyett.

Barber now is producing some five sessions a week, operating the publishing company and writing. In addition to writing most of his own songs, he has turned out tunes by Roy Orbison, Sue Thompson, Don Gibson and others. He has just re-signed a five-year recording contract with Hickory.

"There long has been a great deal of r&b and pop product in Houston," Barber said, "but now country music is coming into its own as well."

Barber plans expansion in the future from his current four-track studio. Although he records others there, he does his own recording in Nashville at the Hickory studio.

## 'Opry' Boxoffice Up 30%—Bigger & Better Shows Cited

NASHVILLE—Despite some of the worst weather of the century, crowds at the "Grand Ole Opry" already are up some 30 per cent over a year ago when all-time records were set.

Bud Wendell, manager of the "Opry," points out that sell-out crowds appeared in January, and in the early weeks of February there were hundreds waiting outside for late entrance into the program.

"There is no way to explain it except for the popularity of

Country music and the 'Opry' itself," Wendell said. "I know it sounds trite to say that the show gets bigger and better every year, but that apparently is what is happening."

Since Wendell instituted a liberal policy of appearances for regular members and opened the door for the prodigal performers of the past to return, the 'Opry' shows have been generally superb. Unlike times in the past when only a handful of "names" was on hand to perform, the show is full of leading performers each week now. The crowds have responded accordingly.

Earlier this year, Wendell announced a policy of lengthened double performances. They will continue this year from April through November, and another new record in crowd attendance is anticipated. Additionally, the Friday Night "Opry" is drawing larger crowds than in the past. Basically the same show as the Saturday night performance, it has never matched the Saturday crowd size. Tickets generally are available for Friday night, but seldom for Saturday.

a great deal of airplay. . . . **Johnny Wright's** new single, "God Put a Rainbow in the Clouds," is the result of encores he received for the tune while on concerts with the **Kitty Wells & Johnny Wright** Family Show. Kitty also has a new Decca single, "I Don't See What I Saw." On the back of it is the all-time **Marvin Rainwater** standard, "Gonna Find Me a Bluebird" . . . A reminder that the Longhorn Ballroom in Dallas and Panther Hall in Ft. Worth are having a joint dance Monday, March 9, in honor of **Bob Wills**, who remains seriously ill in a rest home in Ft. Worth. Any artist (Continued on page 44)

**Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .**

**Brite Star's Pick Hits**

I Heard Our Song—Dottie West (RCA)  
 One More With Feeling—Jerry Lee Lewis (Smash)  
 Monkey Business—Mack McMillon (Big Mack Records)  
 Please Be My New Love—Jennie Seely (Decca)  
 Welfare Cadillac—Tommy Dee (K-Ark)  
 Sandy Castle's—The Clouds (Northland)  
 Whistle for Happiness—Peggy Lee (Capitol)  
 Honkey Tonk Love—Ernie Brend (Winchester)  
 What's My Name—Henson Cargill (Monument)  
 I Don't Always Cry—Loretta Kay (Northland)  
 Country Girl—Jeanie C. Riley (Plantation)  
 In and Out of Love—Bobby Vee (Liberty)

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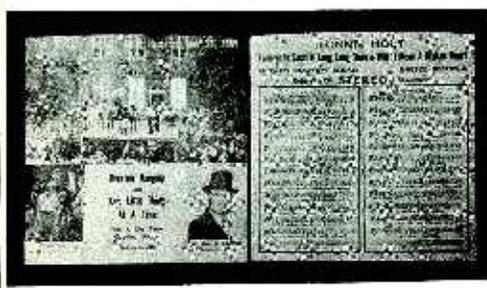
**Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .**

## Nashville Scene

**Fabor Robinson** is back heading the Favor Record Co., with a new office at 3901 Magnolia in Burbank, Calif. He formerly was affiliated with **Gene Autry's** Republic Records. . . . **Karen Lee**, a protegee of **Johnny Dollar**, has been on tour with the **Audrey Williams** group. She is a native of Parkersburg, W. Va. . . . Songwriter **Ben Peters** and wife are parents of a daughter, **Angela**. That was one bit of happiness realized. The other was when **Glen Campbell** sang Ben's tune, "For My Woman's Love" on his network show. It's in Glen's new album. . . . **Hickory** announces a new release by the **Newbeats**. The plug side is "Laura," and it's an effort by the group for their third gold record in six years with **Hickory**.

The **Sonny James** show keeps growing. **Wayne White** has been added to the original four, and manager **Bob Neal** says **Sonny** will be adding other instruments in the near future. . . . **Howard White Jr.** has produced the first **Carl Phillips** release on Spar, which is getting

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# Billboard Hot Country LP's

Billboard SPECIAL SURVEY  
For Week Ending 2/21/70

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

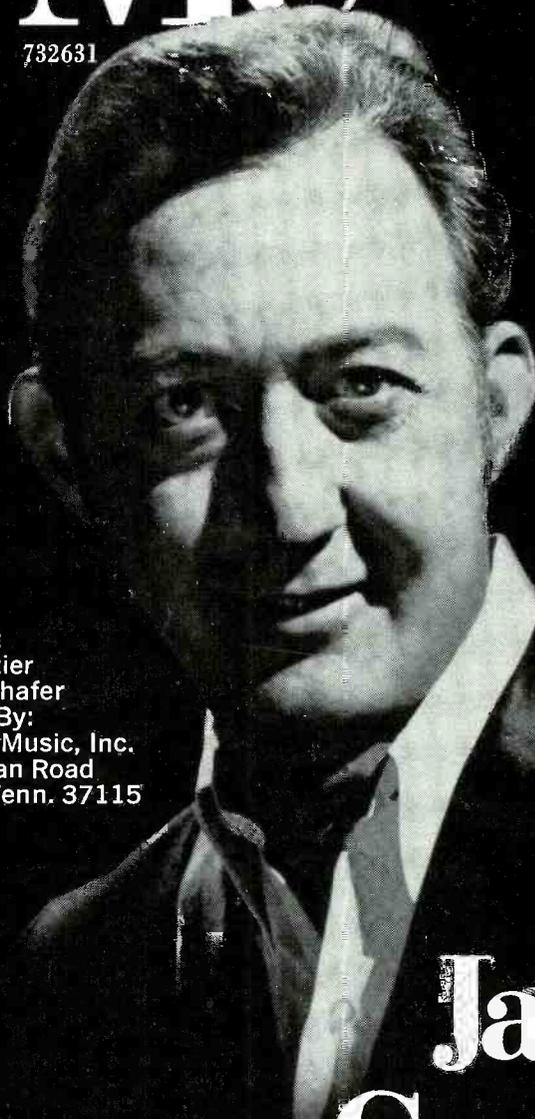
This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	17
2	2	STORY SONGS OF TRAINS AND RIVERS Johnny Cash & the Tennessee Two Sun SUN 104	11
3	5	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	5
4	4	TALL DARK STRANGER Buck Owens, Capitol ST 212	16
5	3	A PORTRAIT OF MERLE HAGGARD Capitol ST 319	21
6	7	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	34
7	6	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	25
8	13	FROM MEMPHIS TO VEGAS/FROM VEGAS TO MEMPHIS Elvis Presley, RCA Victor LSP 6020	12
9	8	GLEN CAMPBELL "LIVE" Capitol STBO 268	23
10	25	TRY A LITTLE KINDNESS Glen Campbell, Capitol SW 389	3
11	10	SONGS THAT MADE COUNTRY GIRLS FAMOUS Lynn Anderson, Chart CHS 1022	12
12	11	JOHNNY CASH'S GOLDEN HITS, VOL. II Sun SUN 101	22
13	14	THE EVERLOVIN' SOUL OF ROY CLARK Dot DLP 25972	9
14	17	SHOWTIME Johnny Cash & the Tennessee Two, Sun SUN 106	13
15	21	THE WAYS TO LOVE A MAN Tammy Wynette, Epic BN 26519	2
16	26	HELLO I'M JOHNNY CASH Columbia KCS 9943	2
17	20	WHERE GRASS WON'T GROW George Jones, Musicor 3181	8
18	16	MOVING ON Danny Davis & the Nashville Brass, RCA Victor LSP 4232	11
19	23	SHE EVEN WOKE ME UP TO SAY GOODBYE Jerry Lee Lewis, Smash SRS 67128	2
20	27	GOLDEN CREAM OF THE COUNTRY Jerry Lee Lewis, Sun SUN 108	6
21	24	BIG IN VEGAS Buck Owens, Capitol ST 413	5
22	22	SWITCHED ON NASHVILLE: COUNTRY MOOG Gil Trythall, Athena 6003	9
23	15	MY BLUE RIDGE MOUNTAIN BOY Dolly Parton, RCA Victor LSP 4188	20
24	21	THE SENSATIONAL CHARLEY PRIDE RCA Victor LSP 4153	37
25	33	WINGS UPON YOUR HORNS Loretta Lynn, Decca DL 75163	2
26	12	HANK WILLIAMS JR. LIVE AT COBO HALL, DETROIT MGM SE 4644	20
27	34	WAYLON Waylon Jennings, RCA Victor LSP 4260	3
28	9	TOGETHER Jerry Lee Lewis/Linda Gail Lewis, Smash SRS 67126	21
29	18	FLOYD CRAMER PLAYS MORE COUNTRY CLASSICS RCA Victor LSP 4220	15
30	28	JIM REEVES' GREATEST HITS, VOL. III RCA Victor LSP 4187	30
31	19	THE ASTRODOME PRESENTS SONNY JAMES IN PERSON Capitol ST 320	20
32	32	WISH I DIDN'T HAVE TO MISS YOU Jack Greene & Jeannie Seely, Decca DL 75171	3
33	29	THE ESSENTIAL HANK WILLIAMS MGM SE 4651	16
34	35	MUDDY MISSISSIPPI LINE Bobby Goldsboro, United Artists UAS 6735	4
35	36	COUNTRY SPECIAL Various Artists, Capitol STBB 402	6
36	30	JERRY LEE LEWIS' GOLDEN HITS, VOL. II Sun SUN 103	21
37	42	YOU GOT-TA HAVE A LICENSE Porter Wagoner, RCA Victor LSP 4286	2
38	38	ROGER MILLER 1970 Smash SRS 67129	2
39	39	HOMECOMING Tom T. Hall, Mercury SR 61247	3
40	40	JOHNNY CASH AT FOLSOM PRISON Columbia CS 9639	89
41	—	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	1
42	44	TO SEE MY ANGEL CRY/WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca DL 75172	2
43	—	GREAT HITS Mel Tillis, Kapp KS 3589	5
44	37	WINE ME UP Faron Young, Mercury SR 61241	11
45	45	LOVE AIN'T NEVER GONNA BE NO BETTER Webb Pierce, Decca DL 75168	2

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of yesterday  
is a haunting  
new single.

Today.

# Lord Is That Me

732631



## Jack Greene

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DECCA RECORDS

LAND OF THE  
COUNTRY GIANTS

# 5G Grant for College to 'Bring 2 Worlds Together'

NASHVILLE — In a move designed to bring the academic and music communities closer together in this "Athens of the South," songwriter-publisher-producer Jack Clement has established an annual \$5,000 scholarship for the Vanderbilt law school.

Clement, president of Jack Music, Inc., presented a check to Dean John W. Wade in the amount of \$2,500 to be awarded for the balance of this year. The money will go to a "worthy student" already in law school who is in financial need.

A \$5,000 scholarship will be given in the fall of 1970 to a first-year student of "outstanding ability and leadership potential who would otherwise be unable to attend Vanderbilt law school."

The recipient of the Clement scholarship will be chosen by a committee composed of law school director of admissions John Beasley, professor of law Ray Patterson and Clement.

Patterson, who among other things serves as legal counsel to the Nashville chapter of NARAS, has been the driving force behind the efforts to bring the unity between the university—particularly the law school—and the music industry. He, attorney Richard Frank and Dean Wade, in close cooperation with NARAS, produced a symposium last year that brought in the best legal minds in the music industry and stressed the need for understanding of copyright law. Patterson also has worked with

other organizations trying to stress the need for greater attention to the field of music.

Clement established the scholarship on his own, independent of any organization. He said his purpose merely was to enable students who could not otherwise do so, to attend "a top-notch law school."

In accepting the scholarship check Wade expressed the gratitude of the law school, noting that "many fine young men will be able to get a legal education."

A check with officials shows

that this is the "best" scholarship offered in the law school. None other approaches this figure.

Clement, one of the multiple-talents of the record industry, currently operates his own recording studio. A long-time independent, he produces such acts as the Glaser Brothers, Charley Pride, and—until very recently—the Stonemans.

Clement also has signed a pact with the music division of Certron, Inc., to produce for this firm, and his studios will be utilized for this purpose.

## Nashville Scene

• Continued from page 42

who can possibly appear at the dances is asked to contact either club. . . . **Mary Robbins** is almost fully recovered from recent surgery, is home, and is preparing to return to the road with dates in Las Vegas in March.

The Lexington, Tenn., Jaycees are planning another Governor's Cup Boat this summer, with proceeds going to Youth Town. **Johnny Cash** and his group worked the show last year, and the group now is looking for someone to do the same this year. The show is tentatively set for June 27. The group needs help. . . . **Billy Gravel** produced the first session of the **Foster Twins** for **Shelby Singleton**. The twins, who are country singers, are black. . . . **Durward Erwin** will be the first American artist to be released on a newly formed English label. **Mervyn Conn**, who already has in production his Carnaby label, will release **Durward's** LP March 6 on Nashville Records.

The Country Music Association was represented at an extraordinary meeting of the Great Britain CMA in London by Mrs. **Joe Walker**, its executive director. Others on hand included **Wesley Rose**, **Jack Loetz** and **Richard Broderick** from the U.S., and **Mervyn Conn**, **Murray Nash**, **Larry Adams**, **Jack Argent**, **Nigel Hunter**, **Ian Grant**, **Mike Ledgerwood**, **John Merritt** & **Jay Richardson**. . . . This belongs in a "what's in a name" department. Received through the mail from Austin, Tex., a jacket marked "For Cultural & Western Entertainment." Inside is the song, "Bed Slat Kate." . . . The ARB survey in Orlando shows that country-programming WHOO still maintains top ratings in the target area of adults, with the teen-age market coming on strong. . . .

**C.D. Draper's** *Curtain Call* recording of "I'm the Only Hippie in Muskogee" has very clever lyrics. It is catching on at many radio stations. *Curtain Call* is located at 778 So. Pearl in Denver. . . . Talented **Bill Ward** has departed KBHQ, Burbank, and has not yet announced his future plans. **Danny Harrison** is heading back to Nashville soon for sessions, following his work in Charleston, W. Va., and a big March of Dimes marathon at Steubenville, Ohio, with **Stan Hitchcock**, **Gus Thomas** and members of the **WWVA Jamboree**. . . . **Roy Horton** of Peer Southern has sent out 2,000 "tickets" for a ride on the "Wabash Cannonball." The firm publishes the song recording by **Danny Davis & the Nashville Brass**. . . . **Chess Records** has worked out an exclusive distribution arrangement for **Pumpkin Records**, a newly formed country label to be marketed by Chess and its parent tape firm, **GRT Corp.** . . . **Annie McPhail** (who is **Country Mamma Annie**) has her first Startime release out, called "Who Do You Think You're Foolin'?" and "That's the Way It Is." She describes herself as 4 ft. 10 in. and weighing 174 comfortable pounds. . . . **Redd Stewart** comes in March for a Hickory session. . . . **Don Gibson** never sounded better. . . . Both **Mamma Cass Elliott** and **Kenny Rogers & the First Edition** took advantage of their stay in Nashville to do some recording. **Mama** did two sessions at RCA: the First Edition did a television commercial and some recording at DEM studios. . . . **Mickey Booth** is bringing **Isaac Hayes** to town in early April along with a surprise group to be announced.

## Jazz Concerts Set for Phila.

PHILADELPHIA — With the pure brand of jazz coming in during the rock programming on local radio, plus the renewed emphasis on the improvisational jazz instrumentalists being featured by the local campus radio stations, rock concert promoters **Larry Magid** and the **Spivak Brothers** (**Allen**, **Jerry** and **Herb**) will stage a series of Jazz concerts in the 70's.

Taping in with Station WRTI, Temple University's campus radio station, the new jazz series kicked off Feb. 8 at Town Hall with **Yusef Lateef** and his quintet. For a second in the series, it's **Mose Allison** and the **Modern Jazz Quartet** set for Sunday (22). **Empire Record Stores** and **Treagoob's** here and in nearby **Chester, Pa.**, are also cooperating in handling advance ticket sales for the series.

## From The Music Capitals of the World

• Continued from page 28

gland for a promotion tour for his new Dearborn single, "Peppermint Rainbow" and "If We Only Had Love." . . . **Maricus**, formerly of the **New Christy Minstrels**, have been signed by **Sherman-Kahan Associates** for an album of original songs reflecting his experiences with the occult. . . . **Charles Koppelman**, president of Commonwealth United Music, became the father of a daughter, **Jennifer May**, born on Feb. 7. **Koppelman's** fourth child weighed six pounds six ounces. . . . The **New Christy Minstrels** perform Saturday (21) at the San Remo Festival. They will record an album in Italian for Italy's **MIURA** label. **FRED KIRBY**

### NASHVILLE

**Tony Joe White** was in town last week to work on his new album. After completing the session, he headed for the West Coast and a guest appearance on the "Glen Campbell Goodtime Hour."

**Ray Stevens** is wrapping up a series of sessions at the Jack Clement Studio for **Barnaby**. Stevens will host "The Andy Williams Summer Show." . . . This week, the "Johnny Cash Show" featured one of its hefies and guest line-ups. In town for the taping were **Bob Hope**, **Mama Cass Elliott**, **O. C. Smith** and **Kenny Rogers and the First Edition**.

**Bobby Russell** and **Vikki Lawrence** stopped here on their way to Philadelphia, where Russell will tape the "Mike Douglas Show." . . . **Quinnivey** was up from Muscle Shoals looking for material. He recently finished sessions on **Percy Sledge**. . . . Speaking of Muscle Shoals, **Candi Staton** and **Clarence Carter** are working on new releases at **Rick Hall's** Fame Studios. . . . **WMAK's Super Shan** headed a caravan of about 500 people to Memphis, where they attended the Memphis Indoor Music Festival Feb. 15, which featured **Chicago Transit Authority**, **Rare Earth**, **Grand Funk Railroad**, **Rotary Connection**, **Cold Blood**, **Mountain** and **Pacific Gas & Electric**. **JIMMY BUFFETT**

### HONOLULU

Headed for Hawaii are the **Steve Miller Blues Band** Feb. 21 at the Civic Auditorium, **Liberace** Wednesday and Thursday (11-12) at the Honolulu International Center Arena, and **Quicksilver Messenger Service** (no date confirmation). . . . **Joey Bushkin**, former Honolulu, plays piano on **The Rascals'** "Carry Me Back" track on the "See" album.

**Liz Damon** of the **Orient Express** has been performing on crutches at the Hilton Hawaiian Village Garden Bar. She sprained her ankle. . . . **Carol Kai**, popular on the Lake Tahoe and Las Vegas circuit, is back home for a vacation of sorts. . . . **Herb Ohta**, Surfside and Decca store, is back home after a Mainland tour.

**Jeff Apaka**, Capitol star, is on a six-week gig at the Ship Room of the Huntington-Sheraton in Pasadena—the exact spot his late dad, **Alfred Apaka Jr.**, played in his heyday. Jan. 30 was the 10th anniversary of Apaka's death, and 100 individuals and businesses here—many of them former fellow performers—bought full-page ads in the local dailies to commemorate the anniversary. . . . New group worth watching: **The Sun and the Moon**. After backing up **Alex McAngus** under the name of the **National Geographic Society**, the rock combo has come out on its own and is finding its place in the Hawaiian galaxy of stars. They're now on a month's gig at the Lemon Tree. They're the house band on the nightly "Hawaii P.M." talk-entertainment show on KHVH-TV, and they'll give a concert of their own Feb. 14 at the Civic Auditorium.

The **Sun Spots** are doing military gigs. . . . The **Surfers** have closed after two years at the Canton Puka club. They plan Mainland appearances, then, hopefully, back to roost in another room in the Islands.

**Bobby Enriquez**, who once played the piano for **Don Ho**, is the new attraction at the Surf Room of the Royal Hawaiian Hotel. He's got **Angel Pablo** and **Leonelle Anderson** as vocalists—both also from the Ho cast. . . . **Nephi Hannemann**, who's had good exposure on TV's "Hawaii Five-O," is the singer at Dan's Den. . . . **Mrs. Skippy Hammamoto**, Ampex tape representative here, also will be plugging Ampex disks. . . . **Betsy and Chris**, two Kailua High School girls, have a Japanese-lyric tune, "The Color of Love," out on the local Surfside stamp. It's the same tune which reached No. 1 on the Nippon hit charts. . . . **Linda Green's** Surfside disk, "Francine," going out to underground college radio stations. Seems that tune—in Japanese, originally—did very well in Japan, and **Don McDiarmid Jr.** thinks it has a future worldwide, too. . . . **WAYNE HARADA**

### LOS ANGELES

Talent Associates Records will have an LP by the **Original Caste**, plus singles by **Eden Kane**, **Seals and Crofts**, **Lance LeGault**, **Malcolm**, **Country Store** and the **Masters Children**, a new group slated for **Caesars Palace**. . . . The Hollywood Paladium is undergoing an interior renovating job, with construction being done between events. On Feb. 13 the Paladium was the setting for a concert featuring "Music Made Famous by Glenn Miller" and presenting **Tex Beneke**, **Ray Eberle**, **Paula Kelly** and **Hal Dickinson** of the **Modernaires** plus a number of Miller's sidemen. . . . **Mike Clifford** is American International Records' first artist with his initial single, "Broken Hearted Man." Other groups on the new label include the **Spiral Starecase** and **Jud Hamilton**. . . . **Viva** is having its "Rhapsodies for Young Lovers" LP volume three sold in gift card departments of department stores to tie in with Valentine's Day. . . . **Miguel Angel Baca**, 66-year-old professional manager of the Peer-Southern local office, died of a heart attack in the office on Feb. 5. . . . **Bossa Rio** will play three week in the Hong Kong Bar of the Century Plaza starting April 27.

**FILM FACTS:** **Lalo Schifrin** will compose the score for "Deep Lab" for NBC. . . . **Trini Lopez** will do the title song for "There Was a Crooked Man" for Warner Bros. Music is by **Charles Strouse** and **Lee Adams**. . . . **Cass Elliot** makes her film debut in Universal's "Pufnstuf," with **Charles Fox** and **Norman Gimbel** writing a song for her to introduce in the film. **ELIOT TIEGEL**

### Fillmore Review

• Continued from page 26

of his beautiful comeback album on Sue Records, "Let's Work Together." Probably the sweetest surprise of the haphazard rock'n' revival, Harrison's album, much of it featuring the "Kansas City" king on several instruments multi-tracked together, provided the menu of material, especially his hypnotic and compelling versions of **Ben E. King's** "Stand by Me" and **Jimmy Reed's** "Baby, What You Want Me to Do?" Splitting his act half with a rock support crew and half solo, Harrison made his comeback the anticipation of even better things from a rock'n'roller with a new lease on life. **ED OCHS**

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# Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 2/21/70

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	IT'S JUST A MATTER OF TIME Sonny James, Capitol 2700 (Eden, BMI)	6
2	2	HONEY COME BACK Glen Campbell, Capitol 2718 (In litigation)	5
3	4	THAT'S WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca 32599 (Tree, BMI)	8
4	5	IF I WERE A CARPENTER Johnny Cash & June Carter, Columbia 4-45064 (Faithful-Virtue, BMI)	5
5	3	A WEEK IN A COUNTRY JAIL Tom T. Hall, Mercury 72998 (Newkeys, BMI)	10
6	11	I'LL SEE HIM THROUGH Tammy Wynette, Epic 5-10571 (Gallico, BMI)	4
7	18	FIGHTIN' SIDE OF ME Merle Haggard & the Strangers, Capitol 2719 (Blue Book, BMI)	3
8	14	THEN HE TOUCHED ME Jean Shepard, Capitol 2694 (Gallico, BMI)	8
9	16	I'M A LOVER (Not a Fighter) Skeeter Davis, RCA 74-0292 (Crestmoor, BMI)	11
10	22	SHE'LL BE HANGING AROUND SOMEWHERE Mel Tillis, Kapp 2072 (Saw Grass, BMI)	6
11	12	I'LL MAKE AMENDS Roy Drusky, Mercury 73007 (Lowery, BMI)	6
12	10	BROWN EYED HANDSOME MAN Waylon Jennings, RCA 74-0281 (Arc, BMI)	13
13	8	TAKE A LETTER MARIA Anthony Armstrong Jones, Chart 5045 (Four Star Television, BMI)	7
14	6	ONE MINUTE PAST ETERNITY Jerry Lee Lewis, Sun 1107 (Hi Lo/Gold Dust, BMI)	13
15	13	DON'T CRY DADDY Elvis Presley, RCA 47-9468 (Gladys/BnB, ASCAP)	10
16	23	WELFARE CADILLAC Guy Drake, Royal American 1 (Bull Fighter, BMI)	7
17	9	THINKING ABOUT YOU BABY Billy Walker, Monument 1174 (Wilderness, BMI)	12
18	17	WINGS UPON YOUR HORNS Loretta Lynn, Decca 32586 (Sure-Fire, BMI)	13
19	7	THERE'S A STORY (Goin' Round) Don Gibson & Dottie West, RCA 74-0291 (Acuff-Rose, BMI)	11
20	40	COUNTRY GIRL Jeannie C. Riley, Plantation 44 (Singleton, BMI)	4
21	19	BABY BABY (I Know You're a Lady) David Houston, Epic 5-10539 (Gallico, BMI)	16
22	26	YOUR HUSBAND, MY WIFE Bobby Bare & Skeeter Davis, RCA Victor 47-9789 (Pocketful of Tunes/Jillbern, BMI)	5
23	20	WISH I DIDN'T HAVE TO MISS YOU Jack Greene & Jeannie Seely, Decca 32580 (Tree, BMI)	15
24	21	SIX WHITE HORSES Tommy Cash, Epic 5-10540 (Prodigal Son, BMI)	14
25	25	CHARLIE BROWN Compton Brothers, Dot 17336 (Tiger, BMI)	5
26	15	NOBODY'S FOOL/WHY DO I LOVE YOU Jim Reeves, RCA 74-0286 (Tuckahoe, BMI/Shapiro-Bernstein, ASCAP)	12
27	31	HELLO I'M A JUKEBOX George Kent, Mercury 72985 (Newkeys, BMI)	11
28	28	SHE CHEATS ON ME Glenn Barber, Hickory 1557 (Acuff-Rose, BMI)	7
29	24	IF IT'S ALL THE SAME TO YOU Bill Anderson & Jan Howard, Decca 32511 (Moss-Rose, BMI)	15
30	30	PUT A LITTLE LOVE IN YOUR HEART Susan Raye, Capitol 2701 (Unart, BMI)	7
31	38	OCCASIONAL WIFE Faron Young, Mercury 73018 (Hartack, BMI)	3
32	47	TENNESSEE BIRDWALK Jack Blanchard & Misty Morgan, Wayside 010 (Back Bay, BMI)	3
33	33	SITTIN' IN ATLANTA STATION Nat Stuckey, RCA Victor 47-9786 (Atlantic, ASCAP)	7
34	39	NORTHEAST ARKANSAS MISSISSIPPI COUNTY BOOTLEGGERS Kenny Price, RCA Victor 47-9787 (Tree, BMI)	4
35	41	THEN SHE'S A LOVER Roy Clark, Dot 17335 (Russell-Cason, ASCAP)	5
36	29	(I'M SO) AFRAID OF LOSING YOU Charley Pride, RCA 74-0265 (Hill & Range/Blue Crest, BMI)	16
37	54	A LOVER'S QUESTION Del Reeves, United Artists 50622 (Progressive/Eden, BMI)	3
38	42	THE GOLDEN ROCKET Jim & Jesse, Epic 5-10563 (Hill & Range, BMI)	7

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
39	27	THE WHOLE WORLD HOLDING HANDS Freddie Hart, Capitol 2692 (Blue Book, BMI)	8
40	45	BIG MAMA'S MEDICINE SHOW Buddy Alan, Capitol 2715 (Blue Book, BMI)	3
41	51	LITTLE JOHNNY FROM DOWN THE STREET Wilburn Brothers, Decca 32608 (Sure-Fire, BMI)	4
42	49	HERE'S A TOAST TO MAMA Charlie Louvin, Capitol 2703 (Blue Book, BMI)	6
43	35	TWO SEPARATE BAR STOOLS Wanda Jackson, Capitol 2693 (Party Time, BMI)	8
44	43	FANCY Bobbie Gentry, Capitol 2674 (Shayne, ASCAP)	11
45	36	SOMETHING TO THINK ABOUT Luke the Drifter, Jr., MGM 14095 (Hank Williams, BMI)	8
46	61	I'VE BEEN EVERYWHERE Lynn Anderson, Chart 5053 (Hill & Range, BMI)	2
47	57	DADDY COME AND GET ME Dolly Parton, RCA Victor 47-9784 (Owepa, BMI)	4
48	75	TOMORROW'S FOREVER Porter Wagoner & Dolly Parton, RCA 47-9799 (Owepa, BMI)	2
49	—	ONCE MORE WITH FEELING Jerry Lee Lewis, Smash 2257 (Combine, BMI)	1
50	55	ANGEL OF THE MORNING Connie Eaton, Chart 5048 (Blackwood, BMI)	3
51	52	I'M GOING HOME Bobby Lewis, United Artists 50620 (Tuff, BMI)	6
52	50	DREAM BABY Bob Regan & Lucille Starr, Dot 17327 (Combine, BMI)	8
53	48	SUN'S GOTTA SHINE Wilma Burgess, Decca 32593 (Contention, SESAC)	9
54	34	GET TOGETHER Gwen & Jerry Collins, Capitol 2710 (Irving, BMI)	6
55	67	A GIRL WHO'LL SATISFY HER MAN Barbara Fairchild, Columbia 4-45063 (Champion, BMI)	2
56	64	HUSBAND HUNTING Liz Anderson, RCA 47-9796 (Greenback, BMI)	2
57	53	WALK UNASHAMED Tompall & the Glaser Bros., MGM 14096 (Glaser, BMI)	9
58	65	I HEARD OUR SONG Dottie West, RCA 47-9792 (Tree, BMI)	3
59	59	PARTLY BILL Lawanda Lindsey, Chart 5042 (Sue-Mirl, ASCAP)	10
60	—	ALL I HAVE TO DO IS DREAM Bobbie Gentry & Glen Campbell, Capitol 2715 (House of Bryant, BMI)	1
61	63	THE CHICAGO STORY Jimmy Snyder, Wayside 009 (Newkeys, BMI)	2
62	62	THE ARMS OF MY WEAKNESS Darrell McCall, Wayside 008 (Barmour, BMI)	3
63	58	RUBY, ARE YOU MAD? Osborne Brothers, Decca 32598 (Acuff-Rose, BMI)	6
64	56	EVERYTHING I LOVE Hugh X. Lewis, Columbia 4-45047 (Gallico, BMI)	6
65	60	DADDY I LOVE YOU Billie Jo Spears, Capitol 2690 (Hall-Clement, BMI)	10
66	68	WABASH CANNONBALL Danny Davis & the Nashville Brass, RCA 47-9785 (Peer Int'l, BMI)	2
67	—	I WON'T BE WEARING A RING Peggy Little, Dot 17338 (Hill & Range/Blue Crest, BMI)	1
68	69	HEY THERE JOHNNY Mayf Nutter, Reprise 0882 (Setter/Redbone, ASCAP)	2
69	—	MY WOMAN MY WOMAN MY WIFE M. Robbins, Columbia 4-45091 (Mariposa, BMI)	1
70	71	RUNNING FROM A MEMORY Chaparral Brothers, Capitol 2708 (Central Songs, BMI)	2
71	72	TRUCK DRIVER'S LAMENT Johnny Dollar, Chart 5049 (Yonah, BMI)	2
72	70	EVERYBODY'S GOTTA GET HURT Cheryl Poole, Paula 1219 (Central Songs, BMI)	2
73	—	WE'RE GONNA GET TOGETHER Buck Owens/Susan Raye, Capitol 2731 (Blue Book, BMI)	1
74	74	MAMA COME'N GET YOUR BABY BOY Johnny Darrell, United Artists 50629 (Viva, BMI)	2
75	—	HONKY TONK WOMEN Charlie Walker, Epic 5-10565 (Gideon, BMI)	1

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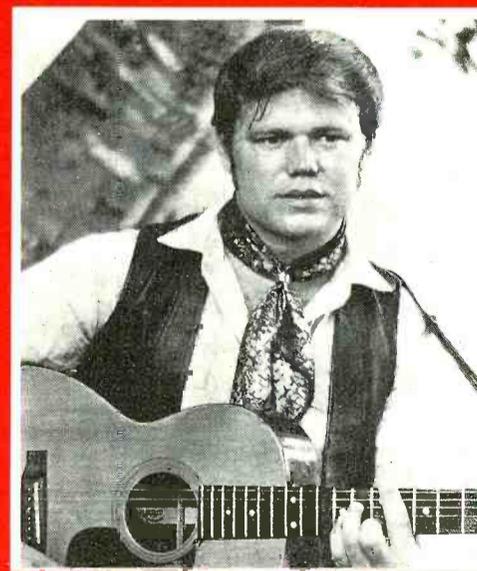
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# Musical Instruments

## Record-Tape Section Draws Youth to Iowa Music Store

By EARL PAIGE

FORT MADISON, Iowa — Harry Rempe can't understand why more musical instrument dealers haven't recognized that a record department is the key to influencing young customers that will continue to patronize the store for years to come.

"From the time we opened 20 years ago we have always carried records. We're one of the few full line music dealers that still allow kids to hear singles on a demonstration unit. We watch this area and cut off the records during peak hours. We don't demonstrate long play albums or tape cartridges."

Rempe Music House stocks such instrument brands as Selmer, LeBlanc, Olds, Baldwin, Wurlitzer, Fender, Gibson, Martin guitars and Custom, Fender and Gibson amplifiers. The store, in the southwestern corner of the state, carries the Magnavox home entertainment line and maintains a stock of 2,200 long play titles, 700 titles of 8-track cartridges and 700 titles of cassettes and carries the Billboard "Hot 100" singles in depths of from 25 to 200 copies. A large inventory of singles in c&w, oldies and other categories is also maintained.

Rempe ties in the youth angle every way he can.

"We hire four high school girls. Two from the Catholic schools and two from public schools. We try to hire girls who are involved in the school band or who are class officers so that they are valuable to us from a public relations point of view as well."

"I also sponsor a local group called the Red Coats who range

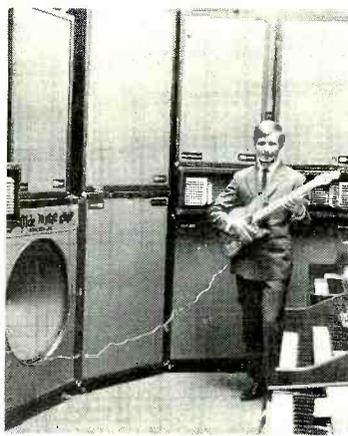
in age from a 9-year-old drummer through 14. These boys work on weekends playing at school dances. We also maintain what we call our 'combo corner,' a listing on a board in the store of rock groups that are available for dates."

One of Rempe's most valuable tie-ins is his weekly column in the local newspaper's youth page where he reviews records and communicates to the young people interested in the various phases of the music world. "I also furnish a 'Top 10' album list for the page. It's a trade out and great advertising for our store. I spotlight local musicians in the column, too. Not just those kids involved in rock—it can be a trumpet player in the school orchestra."

Rempe believes that his record department is the key to creating an atmosphere in the store that attracts young people but he doesn't think that this drives away older customers. "We may lose some older customers. But the loss is minor. Remember, most of the young people coming in constantly will continue to patronize our store for years to come."

"Most older people know that the kids hit the store in the afternoon around 3 p.m. and that this represents our peak traffic period of the day."

As much as Rempe depends upon records, the store refuses to discount them. "We sell our singles at 98 cents, plus three cents tax, and we get full price on albums and tapes. If we can't make a profit on everything we carry then we won't sell it, and this certainly applies to records."



BOB HEIL, owner of Ye Olde Music Shop in Marissa, Ill., has one wall of his store covered with amplifiers. Heil has designed a \$200,000 public address system for the proposed May Fest in Carbondale, Ill., in early May. His store carries a complete line of organs, pianos, guitars, drums, amplifiers and P.A. systems. He has supplied amplifiers and instruments for some of the foremost rock groups in the United States.

## Coming Events

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

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

March 22-23 — 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 Exhibit (AMDIE), Las Vegas Convention Center, Las Vegas.

June 6-9 — NAMM annual convention and exhibit, Miami Beach Convention center, Miami Beach.

June 28-July 1 — Consumer Electronics Show, Americana and New York Hilton Hotels, New York.

## New C&W Guitars

ST. LOUIS—Two new Alvarez Dove Model country and western guitars have been introduced by St. Louis Music Supply Co. The Alvarez model has burgundy stained mahogany back and sides. It features a special pearl inlaid four-way adjustable bridge. The fingerboard is inlaid with genuine mother of pearl. Each guitar is hand fitted and adjusted before shipment. List price is \$129.95. A deluxe model of this guitar is available with genuine rosewood back and sides for a list price of \$149.95.

the average sheet music customer has meant greater sales of songbooks, Miss Bennett said. There is still the problem of a customer who is looking for one particular song and may object to buying the entire songbook, she said. At one time the company had a pianist convenient to demonstrate any piece of music, but now each sales person is a trained pianist.

One of the largest traffic builders for the store is the discount sale counter which offers three for 25-cents sheet music as well as songbooks at 50 cents. Also available for customer use are back rest style stools along the service counter.

## Conn-Crowell Merger Hit

WASHINGTON—Justice Department has filed a civil antitrust suit to force Crowell-Macmillan Co. to divest itself of C. C. Conn, Ltd., manufacturer of musical instruments, and Uniforms by Ostwald, Inc. The suit, filed in N.Y. federal District Court would prevent Crowell from acquiring any manufacturer of wind instruments or band uniforms for five years, without prior approval by Justice.

The Antitrust Division says that Conn had the second largest share of retail sales of wind instruments, on a unit basis, during the fiscal year ending April 1968, with net sales of \$28.9 million. Ostwald had sales of \$6.3 million in 1968, and on a dollar basis had the largest share of sales of band uniforms.

Crowell, which has become prominent in the music education field, is a major publishing house with total sales of \$265,623,000 in 1968. Justice says acquisition of the C.C. Conn firm last May "eliminated potential competition in the manufacture and sale of wind instruments, and the acquisition of all the capital stock of Ostwald on Dec. 27, 1968 eliminated actual and potential competition in the manufacture and sale of band uniforms." The result, the suit holds, would be to entrench the two firms in their respective markets, raising barriers to entry, and increasing concentration in markets already too concentrated.

## NAMM Atlanta Seminar Set; 50% of Miami Exhibits Inked

CHICAGO — The National Association of Music Merchants (NAMM) seminar in Atlanta on Sunday and Monday (22-23) will follow the same format as the initial one in Dallas but is expected to draw more participants. Gerald J. Slade, National Piano Manufacturers Association vice president, was scheduled to talk on profit planning; Don Manchester, Chicago Musical Instrument Co. will substitute. NAMM is also enthusiastic about its upcoming Miami convention and Los Angeles seminar-exhibit season.

Attendance at Atlanta Regency Hyatt House seminar is expected to be around 230. The southeast seminars the past few years have averaged around 230, according to Foster Lee, as-

sistant executive director of NAMM. "The attendance at Dallas was well below normal," Lee said. "Only 65 dealers attended and usually we have around 100. Of course the weather was a big factor. People in Texas and Oklahoma don't like to drive in the cold weather." The temperature in Dallas for the seminar had been in the upper-teens and lower twenties.

Lee also reports that hotel registrations are running well for the NAMM Convention and Music Show in Miami Beach, Fla., on June 6-9. "The registration for exhibit space at the convention is running even with last year," Lee said. "About 50 percent of the space has been taken already. It will be harder to sell out the exhibition space this year since there is more available than last year." Last year's show had all the exhibit space sold.

Lee doesn't think that moving from Chicago to Miami Beach will cause a decrease in the number of exhibitors. "The exhibitors we lose by moving from Chicago probably just exhibited at the show because it was in Chicago," Lee pointed out. "We more than expect to make up this number in Miami Beach because we'll get exhibitors from the southeast who wouldn't have come to Chicago. This will be the first time the southeast had something like the NAMM show in its area."

## NAMM Advance Registration Set

CHICAGO—In order to promote preregistration for the Miami Beach convention of the National Association of Music Merchants (NAMM) will be distributing preregistration forms by mail throughout the industry. This is one means of reducing red tape and eliminating the waiting lines common to previous shows' opening days according to officials.

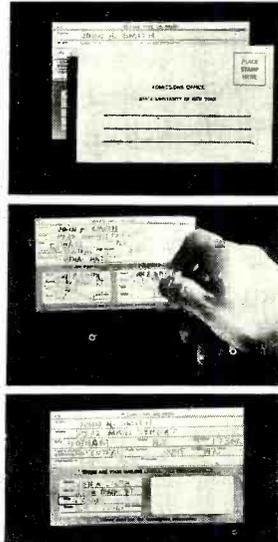
There will also be a special Early Bird Party in the Hotel Fontainebleau's Grand Ballroom at 9 p.m. June 5, the day before the official opening of the four-day convention.

## New Merson Univox Mike

WESTBURY, N.Y.—Merson Musical Products Corp. has introduced a new Univox unidirectional ball microphone featuring a glare free black satin case with a chrome mesh windscreen and can be hand held or stand mounted. The mike features quick changeover from high to low impedance for increased versatility. The microphone, model number DF614, has a suggested retail price of \$39.50.

## Donovan Songs in Choral Versions

NEW YORK—Peer-Southern Music is releasing material recorded by Donovan in choral arrangements for the first time. The arrangements, created for mixed chorus and piano, include "Hurdy Gurdy Man," "Jennifer Juniper," "Sunshine Superman" and "I Love My Shirt," among others.



DEALERS can use this three-way Ever Ready Label Corp. mailing piece as a reply card (top), self-addressed mailing label (being peeled off in center) and as a file card (bottom). The card can be adapted for electronic data processing machinery, too.

## BEST SELLING Billboard Folios

OVERALL BEST SELLERS IN FOLIO

Title—Publisher

JOAN BAEZ SONG BOOK (Music Sales)

BEATLES: ABBEY ROAD (Hansen)

BEATLE'S COMPLETE (Hansen)

JUDY COLLINS SONG BOOK (Music Sales)

EXCITING JOHNNY CASH (West Coast)

CHARLEY PRIDE SONG BOOK (West Coast)

SINATRA SINGS McKUEN (Warner Bros.)

SOUND OF MUSIC (Chappell)

## Sheet Music Builds Sales

DENVER — Having a large stock of sheet music available at all times has helped develop the reputation that Knight-Campbell Music Co. has here.

Knight-Campbell, almost one hundred years old, carries one of the largest sheet music inventories between the Mississippi River and West Coast. Included are complete libraries of classics, sacred music, Broadway show tunes, novelties, specialized instrumentals, complete works of artists, as well as popular music. The store will continue its large inventory in order to please its customers since "the sale of a single piano number may be the basis for lifelong dealings with the same customer," said Peggy Bennett, department manager.

Over recent years the market has changed surprisingly to the extent that special orders now make up the bulk of sales volume. The company follows through on every special order unless there is no chance of finding it, according to Miss Bennett.

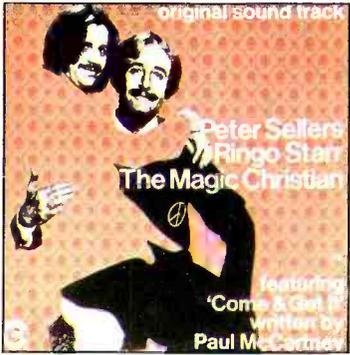
A high income on the part of

## 3 New Warehouses For Thomas Organ

SEPULVEDA, Calif.—Thomas Organ Co. here is adding three additional warehouses to speed up service to the customer. Two of the facilities, in Harrisburg, Pa., and Alsip, Ill., are open and the other, in Clearfield, Utah, should be open by April 1. Additional sites for warehouses are also being considered.

# Billboard Album Reviews

FEBRUARY 21, 1970



**SOUNDTRACK**  
**SOUNDTRACK—**  
**The Magic Christian.**  
 Commonwealth United CU 6004 (S)

Here's a rollicking film track that should quickly soar on the sales charts. The instrumental tracks, many of which include dialogue highlights, are varied in tempos, and as an added bonus, Badfinger offers their rock items "Carry on to Tomorrow" and "Come and Get It." Especially delightful is Peter Sellers' camp treatment of "Mad About the Boy," and it alone is worth the price of the album.



**POP**  
**LAWRENCE WELK GOLDEN 60's—**  
 Ranwood R 8068 (S)

Lawrence Welk gives his fans plenty of melody in this scintillating recap of a dozen hits of the past decade. Welk's beat is easy to take and songs like "Hello Dolly," "A Taste of Honey," and "Yesterday" are easy to remember.



**POP**  
**BERT KAEMPFERT ORCH.—**  
**The Kaempfert Touch.**  
 Decca DL 75175 (S)

The touch of Kaempfert is sure and profitable in this combination of contemporary hits and Kaempfert originals. Among the instrumental revivals are "Someday We'll Be Together," "Jean," "She Lets Her Hair Down," and "Something." Of the Kaempfert originals, "Headin' Home," "We Can Make It Girl," and "This Woman Is Mine" have strong possibilities.



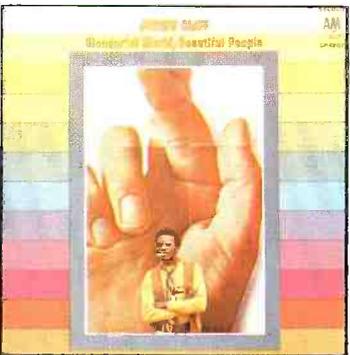
**POP**  
**NILSSON SINGS NEWMAN—**  
 RCA Victor LSP 4289 (S)

Nilsson's vocal acrobatics master the excellent Randy Newman material. Newman's songs combine a nostalgic melody with a sometimes comic, sometimes poignant lyric, and with Nilsson's wide range and flexibility, they sound very good. Highlights are "Vine Street," the now familiar "Love Story," "Yellow Man," "So Long Dad," and Nilsson's current single "I'll Be Home."



**POP**  
**EYDIE GORME—**  
**Tonight I'll Say a Prayer.**  
 RCA Victor LSP 4303 (S)

In addition to a recap of her splendid single, "Tonight I'll Say a Prayer," Eydie Gorme shines in her interpretive efforts of tunes by Bacharach & David, and Jim Webb, among others. Arrangements by Don Costa and Nick Perito give her the musical framework and she glows in each.



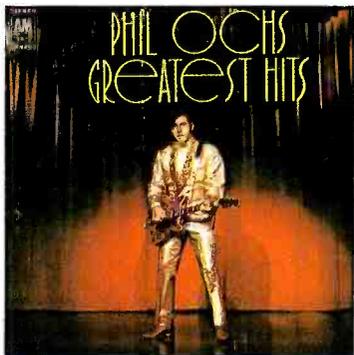
**POP**  
**JIMMY CLIFF—Wonderful World, Beautiful People.**  
 A&M SP 4251 (S)

Cliff broke through on the British and American charts with his Jamaican rhythm winner, "Wonderful World, Beautiful People," and now this album follow-up should prove equally successful. His newest single "Come Into My Life" backed with "Viet Nam" are also included here for immediate sales impact, and the entire album has the flavor and excitement of the Jamaican sound.



**POP**  
**MANFRED MANN—**  
**Chapter Three.**  
 Polydor 24-4013 (S)

Manfred (the "Do Wah Diddy") Mann, a pop veteran of the chart wars as well as of many styles and groups, is back again with his original partner Mike Hugg this time for some heavy-underground testing. Manfred fans will be surprised at the thick, exotic quality of the group's new sound, as Hugg handles the vocals for the ten-member Chapter Three, now jazz and brass-oriented for the charts.



**POP**  
**PHIL OCHS—**  
**Greatest Hits.**  
 A&M SP 4253 (S)

There is an element of take-off in this album, including the title, since this superior protest singer is not a hit maker in the normal sense despite the popularity of the artist. The material ranges from the rock "No Kingdom for a Car," the folk "Box in Ohio," and the country "Gas Station Woman." "Ten Cents a Coup" is a good protest song with spoken introduction.



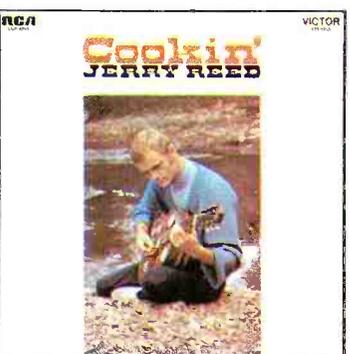
**POP**  
**CAT—**  
 RCA Victor LSP 4267 (S)

Canadian acts have begun their assault on our sales charts, and this latest group to cross the border should make their mark here very shortly. Their initial single outing "Light of Love" begins the program, and they fare well with all the original material, excepting Chuck Berry's "Johnny B. Goode." Other good numbers are "Looking Through a Glass Darkly" and "Solo Flight."



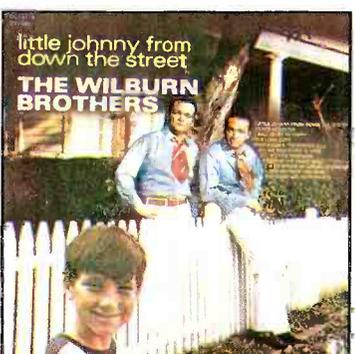
**POP**  
**LORD SUTCH AND HEAVY FRIENDS—**  
 Cotillion SD 9015 (S)

Lord Sutch may be something new to rock fans, but Jimmy Page isn't. Mighty guitarist for the chart-topping Led Zepplin, Page applies the electricity to Lord Sutch's screams, growls, and cavorts to Page's fantastic licks, as he rest of the Lord's star-studded entourage seem content to serve as court musicians. "Gutty Guitar" and "Baby, Come Back" star on this head-scratcher.



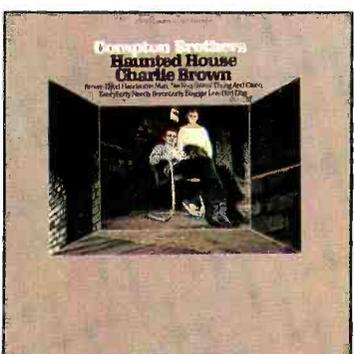
**COUNTRY**  
**JERRY REED—Cookin'.**  
 RCA Victor LSP 4293 (S)

Jerry Reed is a powerful talent. His performances on this disk are compelling and full of authority, as indicated by such cuts as "Turn It Around in Your Mind," "Plastic Saddle" and "Alabama Jubilee." The package is sure to appeal to jockeys and discerning buyers.



**COUNTRY**  
**WILBURN BROTHERS—**  
**Little Johnny from Down the Street.**  
 Decca DL 75173 (S)

Typical Wilburn Brothers—and that's good. An exceptional bonus, however, is the title tune "Little Johnny From Down the Street" which packs impact and draws upon the emotions. "Which Side's the Wrong Side" and "Vision at the Peace Table" are good, the latter and the title tune feature lyrics right in tune with today's times.



**COUNTRY**  
**COMPTON BROTHERS—**  
**Haunted House/Charlie Brown.**  
 Dot DLP 25974 (S)

Top merchandise. The package includes the strong singles, "Haunted House" and "Charlie Brown," plus additional solid performances such as "Brown-Eyed Handsome Man" and "Stagger Lee." The Comptons' style is full of individuality.



**CLASSICAL**  
**CROWN JEWELS OF THE WALTZ KINGS—**  
 Philadelphia Orch. (Ormandy).  
 RCA Red Seal LSC 3149 (S)

Notable in this LP of Strauss the younger's beautiful waltzes are first time recordings by the Philadelphia Orchestra and maestro Ormandy on "Treasure Waltz," "Morning Papers," "Where the Citrons Bloom," and "Artist's Life." The sound is full on these and the favorites "Emperor Waltz," and "Tales From the Vienna Woods," and the audience should be big.



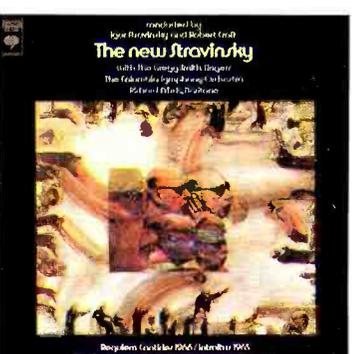
**CLASSICAL**  
**BEETHOVEN: FIDELIO—**  
 Jones / King / Adam / Various Artists  
 Dresden State Orch. (Boehm).  
 DGG 139 288/90 (S)

Superb voices by the principals make this 3-LP set stand above other recordings of this work. Gwyneth Jones' Leonore is tops, while James King, Theo Adam, Martti Talvela excel. Karl Boehm's conducting is powerful and to the point. The drama aspects are handled well by all.



**CLASSICAL**  
**THE MORMON TABERNACLE CHOIR'S GREATEST HITS, Vol. 3—**  
 Philadelphia Orch. (Ormandy).  
 Columbia MS 7399 (S)

Here's another sterling example of the skill and tenderness that this extraordinary group is capable of. Rare are interpretations around that are so beautiful as those rendered in "Home on the Range," "Shenandoah" and "Deep River," just to mention a few.



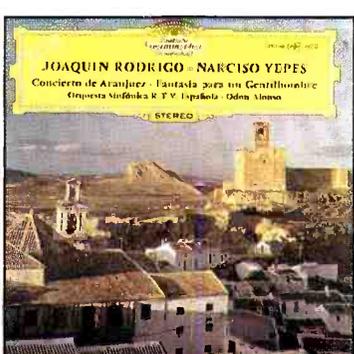
**CLASSICAL**  
**THE NEW STRAVINSKY—**  
 Frisch / Gregg Smith Singers / Columbia Symphony (Stravinsky/Craft).  
 Columbia MS 7386 (S)

The second composition on this LP is a sacred ballad, "Abraham and Isaac," and illustrates the Stravinsky style in religious works. It is all-powerful and exciting. The opener is a short composition, "Orchestra Variations." Dedications to T.S. Eliot and to Helen Seeger are moving, with ideas that are complex and highly original.



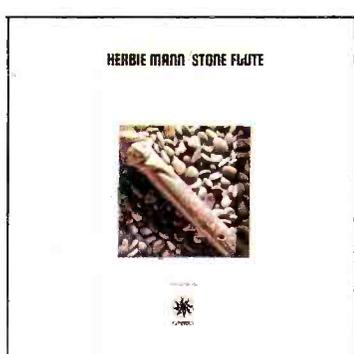
**CLASSICAL**  
**BEETHOVEN: SONATAS**  
 Nos. 8, 14, 23—  
 Wilhelm Kempff.  
 DGG 139 300 (S)

This is a superb recording of popular Beethoven repertoire (the Moonlight, Pathétique and Appassionata sonatas). Pianist Wilhelm Kempff's virtuosity and interpretation is in the great tradition.



**CLASSICAL**  
**RODRIGO: CONCIERTO DE ARANJUEZ / FANTASIA—**  
 Yepes / Orquesta Sinfonica R.T.V. Espanola (Alonso).  
 DGG 139 440 (S)

His 10-string guitar technique supported by the Orquesta Sinfonica R.T.V. Espanola, Narciso Yepes presents two works by contemporary composer Joaquin Rodrigo—"Concierto de Aranjuez" and "Fantasia para un Gentilhomme." Yepes excels on the complex structures of the latter work.



**JAZZ**  
**HERBIE MANN—**  
 Stone Flute.  
 Embryo SD 520 (S)

Herbie Mann files free and easy on several of his own compositions here as well as on offerings by John Lennon and Paul McCartney; David J. Mills, and William Fischer. His topflight work is excellently supported by Sonny Sharrock (guitar), Ron Carter (bass), Roy Ayers (vibes), Bruno Carr (drums), on some sides and other virtuoso sidemen on others.



If you were a record manufacturer, and could advertise in only one record or music trade paper, which paper would you choose?

When RACKJOBBERS were asked this question,

54% Selected BILLBOARD.\*

13% Selected Cashbox.\*

2% Selected Record World.\*

## RACKJOBBERS RELY ON BILLBOARD

# Classical Music

Billboard SPECIAL SURVEY For Week Ending 2/21/70

BEST SELLING

## Classical LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED-ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194	65
2	2	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286	14
3	3	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13	80
4	7	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575 (M); LSC 2575 (S)	203
5	29	TEBALDI FESTIVAL (2 LP's) Renata Tebaldi, London OSA 1282	12
6	5	DONIZETTI: ROBERTO DEVEREUX (3 LP's) Beverly Sills/Various Artists/Royal Philharmonic Orch. (MacKerras), Westminster WST 323 (S)	7
7	6	BACH'S GREATEST HITS Various Artists, Columbia MS 7501	37
8	4	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camarata of the Salzburg Mozarteum Academica (Anda), DGG 138783	107
9	9	SCENES & ARIAS FROM FRENCH OPERA Beverly Sills, Westminster WST 17163	20
10	8	STRAUSS: DER ROSENKAVALIER (4 LP's) Crespin/Various Artists/Vienna Philharmonic (Solti), London OSA 1435	7
11	15	MISSA LUBA Troubadours du Roi Bafouin, Philips PCC 606	28
12	12	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper (Jalas), Westminster WST 17143	63
13	16	STRAUSS ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Boehm), DGG 136001	31
14	20	MOONDOG Columbia MS 7335	18
15	22	VAUGHAN WILLIAMS: SEA SYMPHONY Sheilah Armstrong/John Carol Case/London Philharmonic Choir/London Philharmonic Orch. (Boult), Angel SB 3739	27
16	19	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	82
17	18	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176	80
18	10	BERIO: SINFONIA Swingle Singers/New York Philharmonic (Berio), Columbia MS 7268	17
19	17	E. POWER BIGGS' GREATEST HITS Columbia MS 7269	35
20	13	STRAUSS: SALOME (2 LP's) Caballe/Various Artists/London Symphony (Leinsdorf), RCA LSC 7053	16
21	14	A KARAJAN FESTIVAL Berlin Philharmonic (Karajan), DGG 643212	16
22	11	MASSENET: WERTHER (3 LP's) De los Angeles/Gedda/Various Artists/Orchestre De Paris (Pretre), Angel SCL 3736	12
23	21	STRAUSS' GREATEST HITS Philadelphia Orch. (Ormandy), Columbia MS 7502	34
24	26	MOZART: COMPLETE PIANO MUSIC (11 LP's) Walter Gieseking, Seraphim 6047/9	3
25	34	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506	36
26	28	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, Symphony Orch. (Kondrashin), RCA LSC 2252	38
27	27	BEETHOVEN'S GREATEST HITS Various Artists, Columbia MS 7504	5
28	31	BERLIOZ: TE DEUM London Symphony Orch. & Chorus (Davis), Philips 3724	12
29	23	SONART PRODUCTIONS PRESENTS MOOG STRIKES BACH Hans Wurman, RCA LSC 3125	16
30	24	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA LM 2609 (M); LSC 2609 (S)	73
31	36	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS-6988 (S)	140
32	32	WEBER: DER FREISCHUTZ (3 LP's) Nilsson, Gedda, Bavarian State Opera Orch. & Chorus, Angel SCL 3748	4
33	33	LEONTYNE PRICE SINGS MOZART ARIAS RCA LSC 3113	18
34	25	BEETHOVEN: THE NINE SYMPHONIES (8 LP's) New York Philharmonic (Bernstein), Columbia D8S 815	8
35	35	DVORAK: CELLO CONCERTO Rostropovitch/Royal Philharmonic (Boult), Seraphim S-60136	2
36	37	ORGAN IN SIGHT AND SOUND E. Power Biggs, Columbia KS 7263	12
37	38	STRAVINSKY: LE SACRE DU PRINTEMPS Cleveland Orchestra (Boulez), Columbia MS 7293	2
38	40	MONTEVERDI: L'ORFEO (3 LP's) Various Artists/Concentus Musicus, Vienna (Harnoncourt), Telefunken SKH 21	3
39	30	IVAN REBROFF Troika Balalaika Ensemble, Columbia MS 7373	5
40	39	TRIBUTE TO GERALD MOORE Various Artists, Angel C-36640	2

## Prague Units' Tour Clicks

PRAGUE — The opera ensemble of the National Theater, Prague, completed a successful tour of Italy, Jan. 8-17, with performances in Bologna, Reggio Emilia, Modena and Parma.

The program included Smetana's "The Bartered Bride" and Bohuslav Martinu's opera "Greek Passion Plays," which was performed in Italy for the first time. Conductors on the tour were Ladislav Slovak, chief conductor of the Slovak Philharmonic, and Josef Kuchinka.

Another Czech opera ensemble  
(Continued on page 51)

## Angel's 4-LP Set On U.S. Orchestras

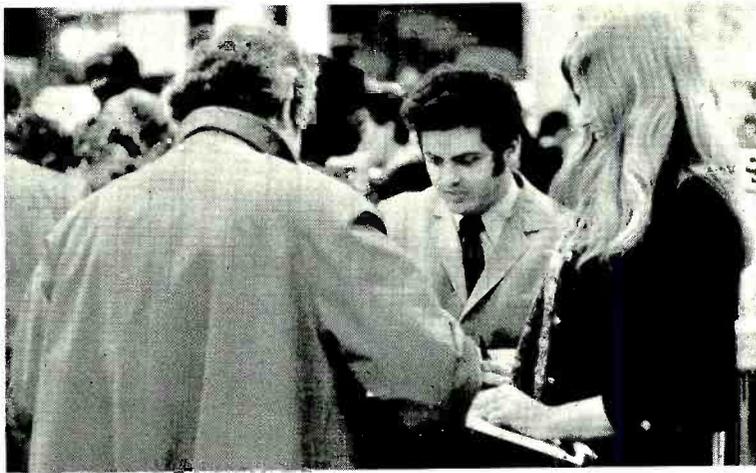
LOS ANGELES—Angel Records this month is devoting its four-album release to U.S. orchestras, the first phase of the label's "Festival of American Orchestras." The release includes two Brahms albums with George Szell and the Cleveland Orchestra, one with violinist David Oistrakh and the other with Oistrakh and cellist Mstislav Rostropovich.

Seiji Ozawa and the Chicago Symphony have two sets, one

of Rimsky-Korsakov and Borodin and the other of Bartok and Kodaly. Angel also has recorded Carlo Maria Giulini with the Chicago.

The low-price Seraphim line has a three-record package of Bach's "St. John Passion" with tenor Fritz Wunderlich, baritone Dietrich Fischer-Dieskau, mezzo-soprano Christa Ludwig, St. Hedwig's Cathedral Choir and the Berlin Philharmonic under Karl Foster.

Miss Ludwig, tenor Rudolf Schock and baritone Hermann Prey sing selections from Bizet's "Carmen" with Horst Stein and the Deutsch Opera, Berlin. Rudolf Kempe and the Berlin Philharmonic have a Richard Strauss album, while harpsichordist Robert Veyron-Lacroix plays Haydn with Louis Auria-combe and the Toulouse Chamber Orchestra. Completing the Seraphim release is a pairing of Mozart and Haydn by the Drolo Quartet.



DANIEL BARENBOIM autographs copies of his 14-record Angel package of Beethoven's 32 piano sonatas at a session at E. J. Korvette's Fifth Avenue store in New York. His wife, cellist Jacqueline Du Pre, right, looks on. The entire Korvette chain participated in the promotion.

## Weissenberg Is The Master in Bartok Work

NEW YORK—Alexis Weissenberg was stunning and powerful as the soloist in Bartok's "Piano Concerto No. 2" with Claude Abbado and the Boston Symphony at Philharmonic Hall, Feb. 6. Weissenberg's mastery of the difficult work boded well for his forthcoming RCA recording of the piece with Eugene Ormandy and the Philadelphia Orchestra. Weissenberg also records for Angel.

Abbado, who records for London and Deutsche Grammophon, had the performance well in hand as he also led the excellent orchestra in Schumann's "Symphony No. 4" and Donatoni's "Puppenspiel (Puppet Show) No. 2." The latter, which featured an exceptional performance by Doriot Anthony Dwyer on flute and piccolo. The Boston records for RCA.

FRED KIRBY

## DGG Wins Magazine's Awards in 4 Categories

HAMBURG — The Gran-Premio Del Disco, an annual series of awards made by the Spanish magazine Ondas, has been awarded to Deutsche Grammophon recordings in the following categories:

Contemporary Music: "Song of the Men"; "Kontakte" by Stockhausen; Contemporary Opera: "Lulu" by Alban Berg, with Evelyn Lear, Dietrich Fischer-Dieskau and the Berlin Opera Orchestra under Karl Boehm; Concerto: Prokofiev's "Piano Concerto No. 3" and Ravel's "Piano Concerto in G" by Martha Argerich with the Berlin Philharmonic under Claudio Abbado; Oratorio and Cantata: "A German Requiem" by

Brahms with Gundula Janowitz and the Berlin Philharmonic under Herbert von Karajan.

Three Deutsche Grammophon recordings also won Japanese Record Academy Prizes for 1969: "Avant Garde, Vol 1," with works by Penderecki, Stockhausen, Ligeti, etc.; "Fidelio" by Beethoven with Gwyneth Jones, Edith Mathis, Martti Palvela and the Staatskapelle Dresden under Boehm, and Dvorak's "Cello Concerto in B Minor" by Mstislav Rostropovich and the Berlin Philharmonic under Karajan.

## 'Jephtha' on Vanguard

NEW YORK — Vanguard Records' Cardinal Series is issuing the first recording of Handel's "Jephtha," one of four multiple sets this month. The three-record package features soprano Reri Grist, contraltos Maureen Forrester and Helen Watts, tenor Alexander Young, bass John Lawrenson, boy soprano Simon Woolf, the Amor Artist Chorale, and the English Chamber Orchestra, Johannes Somary conducting.

Maurice Abravanel and the Utah Symphony continue their Mahler symphonic series with two LP sets of the "Symphony

No. 3" with alto Christina Krooskos and choirs and the "Symphony No. 9." The fourth release, also on two disks, with Abravanel and the Utah is Berlioz's "Requiem," recorded in the Mormon Tabernacle. The set features tenor Charles Bressler and the University of Utah Civic Chorale and A Capella Choir.

## Helsinki Fest

HELSINKI — Highlights of the Helsinki Festival Weeks, May 14-30, will include a concert by the Finnish Radio Symphony with David Oistrakh as soloist and guest conductor (15); concerts by the City Orchestra of Helsinki with pianist Emil Gilels as soloist (20, 22, 25); concerts by the Festival Strings of Lucerne (27, 28) and recitals by Artur Schnabel (23) and Friedrich Gulda (26).

Young Finnish conductor Okko Kamu will conduct Verdi's

(Continued on page 51)

## Classical Notes

Claudio Abbado begins four weeks as guest conductor of the New York Philharmonic, Thursday (19), Friday (20) and Monday (23) with pianist Martha Argerich as soloist. Andre Kostelanetz conducts the orchestra Saturday (21). . . . Pianist Grant Johannesen and cellist Zara Nelsova have recorded a sonata album for Golden Crest. . . . Julius Rudel and Sixten Ehrling recently conducted the Houston Symphony replacing Sir John Barbirolli, who was stricken by the flu in England. . . . Pianist Judith Alstadter plays Faure at Alice Tully Hall, March 6. . . . Guitarist Andres Segovia gives a recital at Philadelphia's Academy of Music, Tuesday (17). . . . Pianist Ludwig Olshansky gives a Carnegie Hall concert on Wednesday (25).

## DGG Names Brun

NEW YORK—Brun International Recotape Corp. is the new distributor of the Deutsche Grammophon and Archive labels. Jack Silverman, Brun's president, handled the switch-over from Stanley-Lewis Record Distributing Co.

## Soul Sauce

**BEST NEW RECORD  
OF THE WEEK:**

**"THEY CALL THE  
WIND MARIA"  
ARTHUR CONLEY  
(ATCO)**



By ED OCHS

**SOUL SLICES:** Sly's Family Stone and the Temptations have upped psychedelic-soul to the top of the charts, adding the wah-wah and electric riff to the new hip vocabulary of soul. Sly's "Thank You" is due for gold treatment. . . . Hit-wise, **Ike & Tina Turner** are "back" on Minit for the time being with "Come Together." Kent Records has issued a "festival" of the duo's live performances before their tour with the **Rolling Stones** sold them to the major market. And speaking of the Stones, their "Let It Bleed" masterwork is selling regardless of race, color or creed, and moving up the soul charts behind **Santana**, Columbia's Mexican rock group. Motown's **Rare Earth** outfit is benefiting from the label's mixing of rock and soul. . . . **Joe Tex'** new single is "You're Right, Ray Charles," and if Tex is telling the truth **Ray Charles'** recent re-signing with ABC could boost his sagging track record. The genius is recording a two-record set titled "Ray Charles Sings and Plays the Beatles" and "Ray Charles Sings and Plays Ray Charles," planned for release later this year as part of the label's 15th anniversary. His new single is **Sam Cooke's** "Laughin' and Clownin'." . . . **Aretha Franklin's** "Call Me" disk is moving as if soul was "in" again. So is the album. . . . **Lou Rawls** is off on a month-long tour of Europe. He left Feb. 14. . . . **Wilbert Harrison**, who last week played Fillmore East, is breaking markets with his "Let's Work Together" title song from his Sue album. . . . **Slim Harpo**, the country blues singer who gained recognition for such works as "Rainin' in My Heart," "Baby Scratch My Back" and "I'm a King Bee," died in Baton Rouge Jan. 31 of a heart attack. He was 46. . . . Motown has five of the top soul LP's. The rest are split between Atlantic, Enterprise, Parrot, BluesWay and A&M with **Quincy Jones'** fast-rising "Walkin' in Space." . . . Only the top soul album, the **Jackson Five's** "I Want You Back," is listed among the top 20 pop albums. . . . Stax has signed the **Chuck Brooks Trio**, a Los Angeles group. . . . Starday/King's **Arthur Prysock** opens Feb. 17 at Harlem's Baron for two weeks. . . . Oracle Records is bidding for chart action with **Jimmy Helms'** version of **Dorsey Burnette's** "Magnificent Sanctuary Bird." . . . New **Bobby Womack**, "Arkansas State Prison," on Minit. . . . **Allen Klein**, most recently national sales director for Motown, has left the label. He'll announce his plans soon. . . . **Dee Clark** has joined Liberty with "Where Did All the Good Times Go." . . . Canyon has hit the heart of the soul market with **Doris Duke's** "The Other Woman."

## Dexter's Scrapbook

• Continued from page 28

flow from her heart with rare poetic eloquence when she is composing songs like the sizzling "Blowing Away" and all the other biggies she has conceived so effortlessly in this Age of Aquarius and Youth.

### "Trip" Terrifying

"I've created my own little world, a world of music, since I was five years old," Miss Nyro said. "I was never a bright and happy child." She looks back and remembers: obesity, lack of confidence, eccentric facial makeup, weird clothing, fear of the future. Later she tried narcotics. On one dismal, terrifying LSD trip she survived a traumatic nine-hour scene dominated by "creatures who were sort of half men and half rats." Perhaps it was all for the good. She hasn't touched drugs since.

### Fond of Dog and Cat

"It was my change of life," she said. "I became a woman that day, a winner instead of a loser."

Laura's talent is such that she

can write a song called "Timer" and many who hum it don't know it was lovingly conceived by her for her black cat of that name. Few, too, know that she adores an alert, handsome female German shepherd she calls "Beautybell" and that they, with Timer, live together in a modest 19th floor penthouse apartment on New York's Upper West Side. The daughter of an Italian piano tuner who doubles jazz trumpet, and a Jewish mother who still works in a Manhattan jewelry shop, Laura is strictly a city girl and her music reflects it.

A man named Dave Geffen, her agent, fights her battles for her and assists with Miss Nyro's recordings, publishing and p.a. chores. Yet no one knows Laura well. She's complicated, withdrawn, unsocial and still unsure of what her future holds. We found her to be a most astonishing enigma—and talent. For one only 22, she's simply too much.

The usually placid Monterey-Carmel area of northern California is the setting for yet another story this week. Remem-

ber Herb Miller, the trumpet player with the old Charlie Spivak band? No? As Glenn Miller's kid brother, ever in Glenn's backwash, Herb had a tough row to hoe. After Glenn's death in late '44, Herb launched his own orchestra in Hollywood just as the big Band era was expiring. For many years now, he's been teaching at an Oakland junior high school. Guided by the indefatigable publicist Tim Gayle, Miller is roaring back again this month with a new "mod" outfit that's making a solid impression in and near the Bay area, and shooting for national prominence via records and personals. Miller's a charming guy. So is Gayle. A legion of their friends, and big band boosters, hope they'll be the ones to rejuvenate the music profession of 1970 with their talents.

Billboard SPECIAL SURVEY For Week Ending 2/21/70

## BEST SELLING Soul Singles

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	THANK YOU (Falettin Me Be Mice Elf Agin) Sly & the Family Stone, Epic 5-10555 (Stone Flower, BMI)	7	25	25	SLIP AROUND Charles Hodges, Calla 168 (Jmf, BMI)	4
2	2	PSYCHEDELIC SHACK Temptations, Gordy 7096 (Jobete, BMI)	5	26	28	KEEP ON DOIN' Isley Brothers, T-Neck 914 (Triple 3, BMI)	3
3	7	DIDN'T I (Blow Your Mind This Time) Delfonics, Philly Groove 161 (Nickel Shoe, BMI)	6	27	29	BREAKING UP IS HARD TO DO Lenny Welch, Commonwealth United 3004 (Screen Gems-Columbia, BMI)	6
4	5	HEY THERE LONELY GIRL Eddie Holman, ABC 11240 (Famous, ASCAP)	12	28	—	TO THE OTHER WOMAN Doris Duke, Canyon 28 (No Exit/Wally Roker, BMI)	1
5	6	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	6	29	32	THE GHETTO Donny Hathaway, Atco 6719 (Don-Pow, Peer, BMI)	7
6	4	I WANT YOU BACK/WHO'S LOVING YOU Jackson 5, Motown 1157 (Jobete, BMI)	14	30	17	I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter 12273 (Blue Seas/Jac/Morris, ASCAP)	7
7	8	DO THE FUNKY CHICKEN Rufus Thomas, Stax 0058 (East/Memphis, BMI)	6	31	27	BOLD SOUL SISTER Ike & Tina Turner, Blue Thumb 104 (Placid/Rococco, BMI)	9
8	13	GIVE ME JUST A LITTLE MORE TIME Chairman of the Board, Invictus 9074 (Gold Forever, BMI)	5	32	39	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol 2698 (Zawinul, BMI)	7
9	3	THE THRILL IS GONE B. B. King, BluesWay 61032 (Grosvenor House, ASCAP)	8	33	16	SOMEDAY WE'LL BE TOGETHER Diana Ross & the Supremes, Motown 1156 (Jobete, BMI)	15
10	11	IF YOU'VE GOT A HEART Bobby Bland, Duke 458 (Don, BMI)	5	34	18	POINT IT OUT Smokey Robinson & the Miracles, Tamla 54189 (Jobete, BMI)	10
11	12	MOON WALK, PART I Joe Simon, Sound Stage Seven 2651 (Cape Ann, BMI)	8	35	35	COME TOGETHER Ike & Tina Turner, Minit 32087 (Maclen, BMI)	3
12	15	OH WHAT A DAY Dells, Cadet 5663 (Last Go Round, BMI)	5	36	36	IF I LOSE YOUR LOVE Detroit Embers, Westbound 156 (Bridge Port, BMI)	5
13	14	I'M JUST A PRISONER Candi Staton, Fame 1460 (Fame, BMI)	8	37	22	LOVELY WAY SHE LOVES Moments, Stang 5009 (Gambi, BMI)	10
14	9	LOVE BONES Johnny Taylor, Stax 0050 (East/Memphis, BMI)	11	38	26	(Gotta Find) A BRAND NEW LOVER, Part I Sweet Inspirations, Atlantic 2686 (Assorted, BMI)	9
15	10	IF WALLS COULD TALK Little Milton, Checker 1226 (Jalynne, BMI)	9	39	—	IT'S A NEW DAY James Brown, King 6292 (Dynatone, BMI)	1
16	42	NEVER HAD A DREAM COME TRUE Stevie Wonder, Tamla 54191 (Jobete, BMI)	2	40	—	CALIFORNIA GIRL Eddie Floyd, Stax 0060 (East/Memphis, BMI)	1
17	45	THE BELLS Originals, Soul 35069 (Jobete, BMI)	2	41	30	YOU ARE MY SUNSHINE Dyke & The Blazers, Original Sound 90 (Peer Int'l, BMI)	5
18	19	HOW CAN I FORGET YOU/GONNA GIVE HER ALL THE LOVE I'VE GOT Marvin Gaye, Tamla 54190 (Jobete, BMI/Jobete, BMI)	6	42	43	STEALING LOVE/WHEN TOMORROW COMES Emotions, Volt 4031 (Birdies, ASCAP/East/Memphis, BMI)	5
19	34	MESSAGE FROM A BLACK MAN Whatnauts, A-1 Wo 1-A (Jobete, BMI)	3	43	48	24 HOURS OF SADNESS Chilites, Brunswick 755426 (Dakar/BRC, BMI)	2
20	33	GOOD GUYS ONLY WIN IN THE MOVIES Mel & Tim, Bamboo 109 (Cachand/Patchal, BMI)	3	44	—	COLD DUCK Les McCann & Eddie Harris, Atlantic 2694 (Hargrove, BMI)	1
21	50	CALL ME Aretha Franklin, Atlantic 2706 (Pundit, BMI)	2	45	47	CALL ME LATER Foxy, Double Shot 145 (Big Shot, ASCAP)	2
22	23	GOTTA SEE IF I CAN'T GET MOMMA (To Come Back Home) Jerry Butler, Mercury 73015 (Chevis/McCoy, BMI)	5	46	46	THE CAT WALK Village Soul Choir, Abbott 2010 (Arden, BMI)	4
23	24	TAKE IT OFF HIM AND PUT IT ON ME Clarence Carter, Atlantic 2702 (Fame, BMI)	4	47	44	YOU SAY IT Al Green, Hi 2172 (Jac, BMI)	3
24	21	THE TOUCH OF YOU Brenda & the Tabulations, Top & Bottom 401 (One-Eyed Soul, BMI)	10	48	—	FUNKY CHICKEN Willie Henderson & the Soul Explosions, Brunswick 755429 (Dakar/BRC, BMI)	1
				49	49	DO IT LIKE MAMA Simtec & Wylie, Shama 4003 (Michelle/Cotillion, BMI)	2
				50	—	ALWAYS SOMETHING THERE TO REMIND ME R. B. Greaves, Atco 6726 (Blue Seas/Jac/Ann Rachel, ASCAP)	1

You're  
never  
BORED  
with  
Billboard

# What's Happening

• Continued from page 41

Columbia; BLP CUT: "Matchbox," Ronnie Hawkins, Cotillion. . . . WHCB, Lehman College, station manager & personality Harris Semegram reporting; BP: "Kentucky Rain," Elvis Presley, RCA; BH: "Thank You/Everybody Is a Star," Sly & the Family Stone, Epic; BLP CUT: "Let It Be," Aretha Franklin, Atlantic. . . . WNIU, Dekalb, Ill., music director Cut Stalheim reporting; BP: "Arrival," Friends, London; BH: "Who'll Stop the Rain," Creedance Clearwater Revival, Fantasy; BLP CUT: "Brand New Me," Dusty Springfield, Atlantic. . . . WGLT, Illinois State University, music director, personality Wayne D. Weinberg; BP: "Save the Country," Thelma Houston, Dunhill; BH: "Thrill Is Gone," B.B. King, BluesWay. . . . WUNH AM-FM, University of New Hampshire, music director John Graham reporting; BP: "Open My Eyes," Nazz, SGC; BH: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BLP CUT: The entire "Bridge Over Troubled Water" album, Simon & Garfunkel, Columbia. . . . WOCR Oswego College, program director John E. Krauss reporting; BP: "Free as the Wind," Brooklyn Bridge, Buddah; BH: "Celebrate," Three Dog Night, Dunhill. . . . WWKS-FM, Western Illinois University, Tim McCartney reporting; BP: "No Time," Guess Who; BH: "Who'll Stop the Rain," Creedance Clearwater Revival; BLP CUT: "Here Comes the Sun," -Abbey Road- Beatles, Apple. . . . WIDB, Southern Illinois University, music director Jim Hoffman reporting; BP: "Evil Ways," Santana, Columbia; BH: "Who'll Stop the Rain/Travellin' Band," Creedance Clearwater Revival, Fantasy. . . . WUVT, Virginia Polytechnic Institute, music director and personality Melissa Burgett reporting; BP: "Open My Eyes," Nazz, SGC; BH: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BLP CUT: "Melinda, Love," -Leaving It All Behind- Grass Roots, Dunhill. . . . WNFT, Slippery Rock State College, Slippery Rock, Pa. assistant program director Mark Barton reporting; BP: "Je t'aime" Jane Berkin & Serge Gainsbourg, Fontana; BH: "Psychedelic Shack," Temptations, Gordy. . . . WQMC, Queens College, music director and personality Ted Goldspiel reporting; BP: "Down in the Alley," Ronnie Hawkins, Cotillion; BP: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BLP CUT: "Got This Thing on the Move," -Grand Funk- Grand Funk Railroad, Capitol.

# Programming Aids

• Continued from page 40

gram director **Budd Claim** reporting; BP: "A Dream of Kings," Frankie Valli; BH: "Temma Harbour," Mary Hopkin, Apple; BLP: "The 6th of Lana," Lana Cantrell.

## COUNTRY

WEEZ, Chester, Pa., music director & personality **Bob White** reporting; BP: "Tom Green County Fair," Roger Miller, Smash; BH: "Once More With Feeling," Jerry Lee Lewis, Smash. . . . WKMF, Flint, Michigan, program director **Jim Harper** reporting; BP: "My

Woman, My Woman, My Wife," Marty Robbins, Columbia; BH: "I'll See Him Through," Tammy Wynette, Epic; BLP CUT: "I Walk the Line," (Final Fling) Flatt & Scruggs, Columbia. . . . KBBQ, Burbank, California, music director & personality **Corky Mayberry** reporting; BP: "Tomorrow Is Forever," Wagoner & Porter, RCA; BH: "The Chicago Story," Jimmy Snyder, Wayside; BLP: "Compton Brothers," Compton Brothers, Dot. . . . WUBE, Cincinnati, Ohio, music director & personality **Bob Tiffin** reporting; BP: "Lord Is That Me," Jack Green, Decca; BH: "Honey Come Back," Glen Campbell, Capitol. . . . KCKN, Kansas City, Mo., program director **Ted Cramer** reporting; BP: "Pickin' Wild Mountain Berries," Kenny & LeWanda, Chart; BH: "Fighten' Side of Me," Merle Haggard, Capitol; BLP: "Try a Little Kindness," Glen Campbell, Capitol. . . . KAYE, Puyallup, Washington, personality **Chubby Howard** reporting; BP: "Louisiana Dirty Rice," Jimmy Newman, Decca; BH: "The Golden Rocket," Jim & Jesse, Epic; BLP: "I'll Still be Missing You," I'll Come Running," Warner Mack, Decca.

## Helsinki Fest

• Continued from page 49

"Aida" with Galina Vishnevskaja, Grace Bumbry and Tom Krause, the Finnish National Opera and the City Orchestra of Helsinki. There also will be concerts by the Deutsche Opera am Rhein.

## Prague Units' Tour

• Continued from page 49

ble, the Ostrava Opera is currently touring Italy. Czech soprano Ludmilla Dvorakova and conductor Rudolf Vasata, have been invited to stage a new production of Beethoven's "Fidelio" in Madrid.

## Rock & Blues

• Continued from page 41

in the sale of jazz albums. It seems that all of the stores want to cater to the college market and enjoy the musical awareness of the college student who buys records.



The SIGN of great reading

## PROGRESSIVE ROCK

WTAI, Melbourne, Fla., music director & personality **Lee Arnold** reporting; BP: "Bridge Over Troubled Water," Simon & Garfunkel, Columbia; BH: "I'm Tired," Savoy Brown, Parrot; BLP: "Quill," Quill, Cotillion. . . . WHMC, Washington, D.C., program director **Barry Richards** reporting; BP: "Comin' Home," Delaney, Bonnie & Friends, Atco; BH: "Edmonton-Cooks Ferry, The Diary of a Band," John Mayall, London.

## SOUL

WOKS, Columbus, Ga., music director **Albert Smith** reporting BP: "The Thrill Is Gone," B.B. King, Blues Way; BH: "Psychedelic Shack," Temptations, Gordy; BLP CUT: "The Thrill Is Gone" (Completely Gone) B.B. King, Blues Way.

Billboard SPECIAL SURVEY For Week Ending 2/21/70

# BEST SELLING Soul LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	<b>I WANT YOU BACK</b> Jackson 5, Motown MS 700	6	25	23	<b>DOWN HOME STYLE</b> Brother Jack McDuff, Blue Note BST 84322	11
2	2	<b>PUZZLE PEOPLE</b> Temptations, Gordy GS 949	20	26	26	<b>GOLDEN HITS, VOL. II</b> Dionne Warwick, Scepter SPS 577	17
3	4	<b>HOT BUTTERED SOUL</b> Isaac Hayes, Enterprise ENS 1001	33	27	25	<b>LOVE, PEACE &amp; HAPPINESS</b> Chambers Brothers, Columbia KGP 20	6
4	3	<b>SWISS MOVEMENT</b> Les McCann & Eddie Harris, Atlantic SD 1537	11	28	—	<b>TODAY</b> Brook Benton, Cotillion SD 9018	1
5	5	<b>DIANA ROSS &amp; THE SUPREMES' GREATEST HITS, VOL. III</b> Motown MS 702	6	29	29	<b>HURT SO BAD</b> Nancy Wilson, Capitol ST 353	11
6	7	<b>COMPLETELY WELL</b> B. B. King, BluesWay BLS 6037	9	30	35	<b>WILLIE &amp; THE POOR BOYS</b> Creedance Clearwater Revival, Fantasy 8397	6
7	8	<b>WALKING IN SPACE</b> Quincy Jones, A&M SP 3023	11	31	42	<b>I LOVE YOU</b> Eddie Holman, ABC ABCS 701	4
8	10	<b>FOUR IN BLUE</b> Smokey Robinson & the Miracles, Tamla TS 297	12	32	32	<b>LED ZEPPELIN II</b> Atlantic SD 8236	8
9	12	<b>FEELIN' GOOD</b> David Ruffin, Motown MS 696	8	33	28	<b>ARETHA'S GOLD</b> Aretha Franklin, Atlantic SD 8227	32
10	33	<b>THIS GIRL'S IN LOVE WITH YOU</b> Aretha Franklin, Atlantic SD 8248	2	34	31	<b>TOGETHER</b> Diana Ross & the Supremes with the Temptations, Motown MS 692	18
11	11	<b>ICE ON ICE</b> Jerry Butler, Mercury SRS 61234	22	35	38	<b>R. B. GREAVES</b> Atco SD 33-311	7
12	27	<b>AIN'T IT FUNKY</b> James Brown, King KS 1092	2	36	40	<b>THAT'S THE WAY LOVE IS</b> Marvin Gaye, Tamla TS 299	3
13	13	<b>STAND</b> Sly & the Family Stone, Epic BN 26456	43	37	39	<b>FIRST TAKE</b> Roberta Flack, Atlantic SD 8230	4
14	6	<b>TOP JONES LIVE IN LAS VEGAS</b> Parrot PAS 71031	14	38	37	<b>IT'S A MOTHER</b> James Brown, King 1063	20
15	15	<b>SANTANA</b> Columbia CS 9781	10	39	16	<b>MEMPHIS UNDERGROUND</b> Herbie Mann, Atlantic SD 1522	40
16	19	<b>WHAT DOES IT TAKE TO WIN YOUR LOVE</b> Jr. Walker & the All Stars, Soul SS 721	9	40	43	<b>ABBEY ROAD</b> Beatles, Apple SO 383	5
17	14	<b>LOVE IS BLUE</b> Dells, Cadet LPS 829	27	41	20	<b>AT HOME WITH O. C. SMITH</b> Columbia CS 9908	19
18	22	<b>BABY I'M FOR REAL</b> Originals, Soul SS 716	6	42	34	<b>MY CHERIE AMOUR</b> Stevie Wonder, Tamla TS 296	20
19	18	<b>ON BROADWAY</b> Diana Ross & the Supremes & the Temptations, Motown MS 699	11	43	49	<b>MY MAN! WILD MAN!</b> Wild Man Steve, Raw 7000	4
20	30	<b>GET READY</b> Rare Earth, Rare Earth RS 507	5	44	48	<b>LOOK-KA PY PY</b> Meters, Josie JOS 4011	3
21	9	<b>CREAM OF THE CROP</b> Diana Ross & the Supremes, Motown MS 694	13	45	46	<b>LIGHTSIDE/DARKSIDE</b> Dick Gregory, Poppy PYS 60-001	6
22	17	<b>DELPHONICS' SUPER HITS</b> Philly Groove PG 1152	14	46	45	<b>SOUL SPIN</b> Four Tops, Motown MS 695	11
23	21	<b>NITTY GRITTY</b> Gladys Knight & the Pips, Soul SS 713	18	47	36	<b>GRAZIN' IN THE GRASS</b> Friends of Distinction, RCA Victor LSP 4149	42
24	24	<b>LET IT BLEED</b> Rolling Stones, London NPS 4	5	48	41	<b>POPCORN</b> James Brown, King KSD 1055	27
				49	—	<b>BEST OF THE IMPRESSIONS</b> Curtom 8004	1
				50	50	<b>FANCY FREE</b> Donald Byrd, Blue Note BST 84319	2

## Radio Ad Campaign

NEW YORK — Some 1,600 radio stations and networks will be involved in broadcasting "Do It on the Radio"—the 1970 on-air campaign to sell radio by the Radio Advertising Bureau—according to RAB president Miles David. He estimated the campaign would reach more than 90 percent of the business and advertising leaders in the 13-week project, which was launched at the beginning of February.

Backbone of the campaign is a series of commercials pushing radio produced by Chuck Blore Creative Services, Hollywood. All of the 1,600 stations have been sent an album featuring the spots.

The "IN" side  
View of  
Musical  
Instruments

# Billboard

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# TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wks. Ago			TITLE, Artist, Label & Number	Weeks On Chart
	1	2	3		
1	1	2		I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter 12273 (Blue Seas/Jac/Morris, ASCAP)	8
2	2	1		WITHOUT LOVE (There Is Nothing) Tom Jones, Parrot 40045 (Tro-Suffolk, BMI)	8
3	6	12		WALK A MILE IN MY SHOES Joe South, Capitol 2704 (Lowery, BMI)	7
4	27	—	—	BRIDGE OVER TROUBLED WATERS Simon & Garfunkel, Columbia 4-45079 (Charing Cross, BMI)	2
5	6	10	15	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	7
6	4	4	6	HONEY COME BACK Glen Campbell, Capitol 2718 (in litigation)	6
7	8	31	36	NEW WORLD COMING Mama Cass Elliot, Dunhill 4225 (Screen Gems-Columbia, BMI)	4
8	10	11	13	BREAKING UP IS HARD TO DO Lenny Welch, Commonwealth United 3004 (Screen Gems-Columbia, BMI)	7
9	9	18	25	ALWAYS SOMETHING THERE TO REMIND ME R. B. Greaves, Atco 6726 (Blue Seas, ASCAP)	4
10	5	3	4	WINTER WORLD OF LOVE Engelbert Humperdinck, Parrot 40044 (Donna, ASCAP)	11
11	15	27	35	IF I WERE A CARPENTER Johnny Cash & June Carter, Columbia 4-45064 (Faithful Virtue, BMI)	5
12	7	7	11	BLOWING AWAY Fifth Dimension, Soul City 780 (Tuna Fish*, BMI)	6
13	13	12	3	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter 12265 (Blue Seas/Jac/Twentieth Century, ASCAP)	17
14	12	9	8	WALKIN' IN THE RAIN Jay & the Americans, United Artists 50605 (Screen Gems-Columbia, BMI)	14
15	28	—	—	I CAN'T HELP FALLING IN LOVE WITH YOU Al Martino, Capitol 2746 (Gladys, ASCAP)	2
16	11	5	5	TRACES/MEMORIES MEDLEY Lettermen, Capitol 2697 (Low-Sal BMI/Gladys, ASCAP)	10
17	30	—	—	MY ELUSIVE DREAMS Bobby Vinton, Epic 5-10576 (Tree, BMI)	2
18	14	14	22	MALTESE MELODY Herb Alpert & the Tijuana Brass, A&M 1159 (Roosevelt, BMI)	5
19	19	21	27	BABY TAKE ME IN YOUR ARMS Jefferson, Janus 106 (January/Welbeck, BMI)	5
20	17	16	14	EARLY IN THE MORNING Vanity Fare, Page One 21-027 (Duchess, BMI)	15
21	26	32	38	IF I NEVER KNEW YOUR NAME Vic Dana, Liberty 56150 (Diamond, BMI)	4
22	37	—	—	PETER AND THE WOLF Charles Randolph Greene Sound, Ranwood 864 (Brookhaven, BMI)	2
23	21	22	30	GOD ONLY KNOWS Vogues, Reprise 0887 (Irving, BMI)	4
24	34	40	—	EVIL WAYS Santana, Columbia 4-45069 (Oleta, BMI)	3
25	16	17	17	ARIZONA Mark Lindsay, Columbia 4-45037 (Kangaroo, BMI)	9
26	—	—	—	KENTUCKY RAIN Elvis Presley, RCA 47-9791 (Presley/S-P-R, BMI)	1
27	24	24	29	FREIGHT TRAIN Duane Eddy, Congress 6010 (Pepamar, ASCAP)	5
28	23	30	31	BEFORE THE PARADE PASSES BY Barbra Streisand, Columbia 4-45072 (Morris, ASCAP)	4
29	35	39	—	LOVE STORY Peggy Lee, Capitol 2721 (January, BMI)	3
30	—	—	—	ALL I HAVE TO DO IS DREAM Bobbie Gentry & Glen Campbell, Capitol 2745 (House of Bryant, BMI)	1
31	25	25	28	ONE TIN SOLDIER Original Caste, TA 186 (Cents & Pence, BMI)	7
32	—	—	—	TEMMA HARBOR Mary Hopkin, Apple 1816 (Major Oak, ASCAP)	1
33	33	35	40	CONVERSATIONS Florence Henderson, Decca 732619 (Maribus, BMI)	4
34	38	—	—	EASY COME EASY GO Bobby Sherman, Metromedia 177 (Screen Gems-Columbia, BMI)	2
35	39	—	—	STAY AWHILE Jerry Vale, Columbia 4-45043 (Regent, BMI)	2
36	—	—	—	LONG LONESOME HIGHWAY Michael Parks, MGM 14104 (Hastings/Rivers, BMI)	1
37	31	34	—	IT'S JUST A MATTER OF TIME Sonny James, Capitol 2700 (Eden, BMI)	3
38	36	36	—	HEY THERE LONELY GIRL Eddie Holman, ABC 11240 (Famous, ASCAP)	3
39	—	—	—	UNTIL IT'S TIME FOR YOU TO GO Neil Diamond, Uni 55204 (Gypsy Boy, ASCAP)	1
40	40	—	—	LOVE IS ALL Malcolm Roberts, Columbia 4-45074 (Felsted, BMI)	2

\*In litigation

Billboard SPECIAL SURVEY For Week Ending 2/21/70

# Coin Machine World

## Airtown Line Goes Direct to One Stop

By EARL PAIGE

RICHMOND, Ind. — The shakeout caused by the move to multiple distribution and the dominance of the LP over the single may result in one-stops becoming the prime distributors of 45's. This is the indication recognized by Tommy Wills who is taking his Airtown Record line away from distributors and selling direct to one-stops. "I won't name the markets, but where distributors aren't interested enough to do the job for us, I've given the line to the one-stops," said Wills, whose company deals almost exclusively with jukebox operators.

Wills claims that he has sold 100,000 records since last fall when he started producing material strictly for jukeboxes. His firm is producing special medley singles and even some Little LP albums. Wills said he isn't even interested in airplay or store sales and claims that

### German Arcade Rule

MUNICH—A German inn or saloon in which amusement machines are installed, can be considered an arcade provided that the customer can operate the machines without being required to eat or drink. This is the recent decision of the highest Bavarian District Court and it means that innkeepers who come into this category are not required to seek permission from the local authority to operate amusement.

the jukebox market really has never been approached effectively.

Admitting that Airtown contradicts his skepticism about the importance of radio exposure, he said: "We're even thinking of changing the name—maybe we'll call our label 'One-Stopper' or something. We already use a 'JB' prefix for our numbering. We're doing things exactly opposite from the way we worked when we first started. In those days we went after airplay first, hoped for chart position and then store sales. Now I realize that if we make it on the jukeboxes everything else will fall in line."

Wills, a saxophone player still working every weekend, said he just returned from a 5,000-mile tour which allowed him to visit some distributors. "One distributor had 1,900 of my records on his floor and I hadn't heard from him in four months. We settled up and before I left that city I had orders for 35,000 records—just by visiting a few one-stops. Some distributors just have too much product and are not that interested in a strictly jukebox oriented label. Well, I aim to sell the jukebox market and if this means going direct to one-stops then I will."

Wills said that the apathy on the part of some segments of the record industry toward the jukebox market had nothing

(Continued on page 54)

## CHICAGO GALS TO TEND BAR?

CHICAGO—Jukebox operators here are hopeful that for the first time any female can tend bar in this city. Heretofore, a city ordinance prohibited women from working behind the bar unless they were immediate members of the owner's family, or of course, a female owner. A U.S. District Court judge has issued a temporary injunction against the ordinance in action stemming from the 1964 civil rights act, which among other criteria, prohibits job discrimination on the basis of sex. Operators here report that women bartenders often stimulate bar business and help promote jukebox play. Washington D.C. and other cities now allow women to tend bar.



TECHNICIANS from the Brandt Distributing Co., Inc. in St. Louis listen to Karel H. Johnson, holding a selector accumulator, at a recent service school sponsored by the Wurlitzer Co. The seminar was held at the Bel Air East Motor Inn.

## Jukebox Operators Rap Trend to Longer Singles

By GEORGE KNEMEYER

CHICAGO — With the increasing release of singles longer than three-and-one-half minutes, jukebox operators may have cause for alarm.

Wayne Hesch, programmer for A. N. Entertainers in Arlington Heights near here, says that long singles will cut in the revenue of the jukebox operator. "It takes the same amount of time to play one five-minute record as it does two, two-and-one-half minute records, but operators are only getting half the money if the five-minute record is playing," Hesch said. He is refusing to buy the new Simon and Garfunkel single, "Bridge Over

Troubled Water," because it is nearly five minutes long.

Hesch pointed out that a three-minute song will get played 20 times during an hour, while a five-minute song can only be played 12 times. At two plays for a quarter, the jukebox loses \$1 an hour while playing five-minute records. If the jukebox plays five-minute recordings five hours a day this is loss of \$5 per day, \$35 per week, and \$1,750 per year per jukebox.

A check of the Billboard "Hot 100" chart of Feb. 14 shows that 13 of the top 20 songs are three minutes or longer, and 10 of the Hot 100 are four minutes or longer.

The problem of the long single is not new to the jukebox operator. In 1968 "MacArthur Park" by Richard Harris and "Hey Jude" by the Beatles both were major hits and both exceeded seven minutes of playing time.

### Labels View

Speaking at the recent seminar of Music Operators of New York, Mort Hoffman of Epic Records said that "The long cut is part of the freedom of creativity we're seeing in music today. A Blood, Sweat & Tears record will get more jukebox play than a 58-second record by some unknown group. Record companies cannot control the

(Continued on page 54)

## Jukebox Groups Fight Royalty Bill

CHICAGO—The nation's jukebox operators are mounting an attack on a bill before the U.S. Senate judiciary committee which would increase the \$8 per-jukebox-per-year-songwriters' royalty passed by the House of Representatives to \$9 per year (the added dollar would be for a statutory performance royalty), which would call for a periodic review of royalty rates every five years and which would impose an additional 50-cent per-jukebox-per-year registration fee. Music Operators of America (MOA) has led the attack. The following is a roundup of reports from state associations:

### SOUTH CAROLINA

COLUMBIA — The South Carolina Coin Machine Operators Association (SC-COA) has lined up an impressive roster of recording artists for its annual convention and trade show banquet here (20). MOA executive-vice president Fred Granger, Chicago, is among guest speakers

and will talk on public relations and answer questions on the royalty proposal. All four domestic jukebox manufacturers and one foreign firm will be represented by distributors and principals from the factories.

The talent roster includes Hank Williams Jr. and the Cheatin' Heart with Lamar Morris, MGM Records; Guy Drake, whose "Welfare Cadillac" is a national hit; Lawanda Lindsey and Connie Eaton, both of whom have hits going for them on the Chart Records label; songwriter and performer Merle Kilgore; Robbi Martin, Liberty Records; Lyndia Kay Lance and Van Trevor, Royal American

Records; Harold Braun, Gale Records; Rudy Mackabee, Atlantic Records; Browning Bryant, RCA Records; Joni and Johnny Mosbey, Capitol Records; Terry Lane, Jack O'Diamonds Records; Tommy Wills, Airtown Records; and MC Jim Nesbett, who also records on Chart Records.

Exhibitors at the three-day event: Peach State (Rowe Inter-

(Continued on page 56)

## MOA Policy

CHICAGO — The Valley Forge Life Insurance Co. will carry the new group insurance plan for Music Operators of America (MOA) members beginning March 1.

Fred Granger, executive vice president of MOA, said that the characteristics of the new plan would likely be instrumental in bringing new members to the MOA. The new plan includes improved benefits, lower overall cost, better family coverage, and greater flexibility.

Under the new MOA plan, coverage will be issued up to \$45,000 depending on age and medical status. Under the old MOA plan the most anyone could get was \$15,000. The development of a new plan has been underway for several months by the insurance committee, headed by Les Montooth.

## Executive Turntable



ADAIR BALLARD

William F. Adair Jr. has been

named president of the Chicago division of Seeburg Corp. of Delaware. Adair will continue to serve as president of the Seeburg Sales Corp., a position he has held for Clayton L. Ballard has been promoted to manager of market research and sales training for the Wurlitzer Co. He formerly was manager of the Los Angeles branch office for Wurlitzer.

## Two-for-Quarter Jukebox Play Poll

(Billboard reporters covering the dramatic switch to two-for-a-quarter play pricing on jukeboxes find the changeover slow to non-existent in some areas and nearly complete in others. The new pricing policy generally results in better programming,

more money to spend on records, fewer maintenance problems, less denominations of coins to count and above all—more revenue. The greatest resistance—locations afraid that "the other guy won't change when we do." Here are four reports).

### CHICAGO

By Charles Kadlec

Jukebox operators in Chicago are fully committed to the 2-for-25¢ jukebox play, and virtually 100 percent of the units going out today have the new pricing system. Combined with changeovers of existing locations, approximately 55 percent (Western Automatic Music Co., Melody Music Co.) to 85 percent (Eastern Music Co.) of the jukeboxes now in operation have the new pricing.

Harold Schwartz of World Wide distributors noted that the price for playing a jukebox hadn't gone up since 1955, while during the same period expenses

for the operator have doubled. The change, he said, was a matter of economic necessity.

Both Melody and Eastern effect the changeover by adjusting

(Continued on page 57)

### CHARLESTON

By RAY BRACK

Two-for-25¢ jukebox pricing hasn't caught on in West Virginia yet, but Red Elkins is one expert who believes the broad effect of new pricing could be beneficial.

Elkins, a one-stop owner who sells most of the state's operators (and programs many of the routes for his customers), reports that only one West Vir-

(Continued on page 57)

### SAN FRANCISCO

By GEOFFREY LINK

Jukebox operators here are reluctant to change to 2-for-25¢ play. And those that have made the switch, are doing it gradually. H.J. Foreman, of Paramount Music, is typical of the holdouts.

(Continued on page 57)

### KANSAS

By BEVERLY BAUMER

Two-for-a-quarter pricing will be initiated soon at taverns served by Hutchinson Vending Co., Hutchinson, Kan. President Bob

(Continued on page 57)

# Jukebox Operators Rap Trend to Longer Singles

• Continued from page 53

artists' creativity. If the Beatles feel they need four minutes in which to make an artistic statement this is what they want to do."

Among record manufacturers who are conscious of the problem of long records in jukeboxes is Tommy Wills, a performer and president of Airtown Rec-

ords, a firm dealing exclusively with operator. Wills is producing a series of medley recordings usually with two songs per side but sometimes using three tunes.

"None of our medley recordings will go beyond three minutes," he said. "They are actually blended together with the same key signatures—there is no break between songs. I have heard operators complain about long records so we guarded against this in our medley series."

## Coming Events

February 21-22—South Carolina Coin Operators Association, Inc., convention, Sheridan Inn, Columbia, S.C.

March 4-7—National Vendors Association Convention, Sheraton Hotel, Chicago.

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

April 3-5—National Automatic Merchandising Association Conference, Anaheim Convention Center, Anaheim, Calif.

## What's Playing?

**Buchanan, Mich.; Location: Adult Tavern**

Frank R. Fabiano, operator, Fabiano Amusement Co.



**Current releases:**  
"Raindrops Keep Falling on My Head," B. J. Thomas, Scepter 12265;  
"Without Love," Tom Jones, Parrot 40045;  
"Don't Cry Daddy," Elvis Presley, RCA 47-9768.

**Oldies:**  
"Leavin' on a Jet Plane," Peter, Paul & Mary;  
"Is That All There Is," Peggy Lee.

**LaCrosse, Wis., Location: C&W Tavern**

Jim Stansfield, operator, Stansfield Novelty Co.



**Current releases:**  
"If I Were a Carpenter," Johnny Cash and June Carter, Columbia 45064;  
"It's Just a Matter of Time," Sonny James, Capitol 2700;  
"I've Been Everywhere," Lynn Anderson, Chart 5053.

**Minneapolis, Location: Young Adult Tavern**

Norman Pink, operator, Advance Music Co.

**Current releases:**  
"Raindrops Keep Falling on My Head," B. J. Thomas, Scepter 12265;  
"Leaving on a Jet Plane," Peter, Paul & Mary, Warner Bros.-Seven Arts 7340; 7340;  
"Down on the Corner," Creedence Clearwater Revival, Fantasy 634;  
"Walk a Mile in My Shoes," Joe Smith, Capitol 2704.

**Chicago, Location: Soul Lounge**

Moses Proffit, operator, J. M. Strong, programmer, South Central Novelty Co.



**Current releases:**  
Thank You (Falettin Me Be Mice Elf Agin)," Sly & the Family Stone, Epic 10555;  
"Call Me," Aretha Franklin, Atlantic 2706;  
"Rainy Night in Georgia," Brook Benton, Cotillion 44057.

**Springfield, Ill., Location: Adult Tavern**

Dwain Kramzar, programmer, Kramzar Amusement Co.

**Current releases:**  
"Tie Me to Your Apron Strings Again," Michael Parks, MGM 14092;  
"Without Love," Tom Jones, Parrot 40045;  
"Winter World of Love," Engelbert Humperdinck, Parrot 40044.

**Oldies:**  
"I Can't Stop Loving You," Ray Charles;  
"The Gypsy," Ink Spots;  
"It's All in the Game," Tommy Edwards;  
"Who's Sorry Now," Connie Francis;  
"Ramblin' Rose," Nat King Cole;  
"Alley Cat," Bent Fabric.



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Masquerade	285.00
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## Airtown Line Goes Direct to One Stop

• Continued from page 53

whatsoever to do with the so-called "Bonnie and Clyde" image of the jukebox industry. "That's strictly passe. The problem is that some record people view the jukebox market as an after-market; one where it can't happen until the record is on the charts.

"I intend to disprove this kind of thinking."

Wills originally became enthusiastic about the potential of the jukebox market while working under contract to Seeburg Corp. during the firm's Discotheque campaign. He exhibited at the Music Operators of America show in Chicago last year and commenced mailing samples to 1,000 operators. Over 50 percent wrote back to say they appreciated the samples.

Wills has seven artists recording for his label including trumpet player Spooky Young who works in the Johnny Carson Show band and was with Count Basie for 10 years. In addition to Wills own "Man With a Horn" releases, he is releasing material by Dumpey (Piano) Rice, Billy (Hammond) Smith, Cal Collins, Sonny Hines and Gene May's Rhythm Kings.

He plans to get into c&w and dixieland and also hopes to start selling jukebox operators in Europe and Canada.

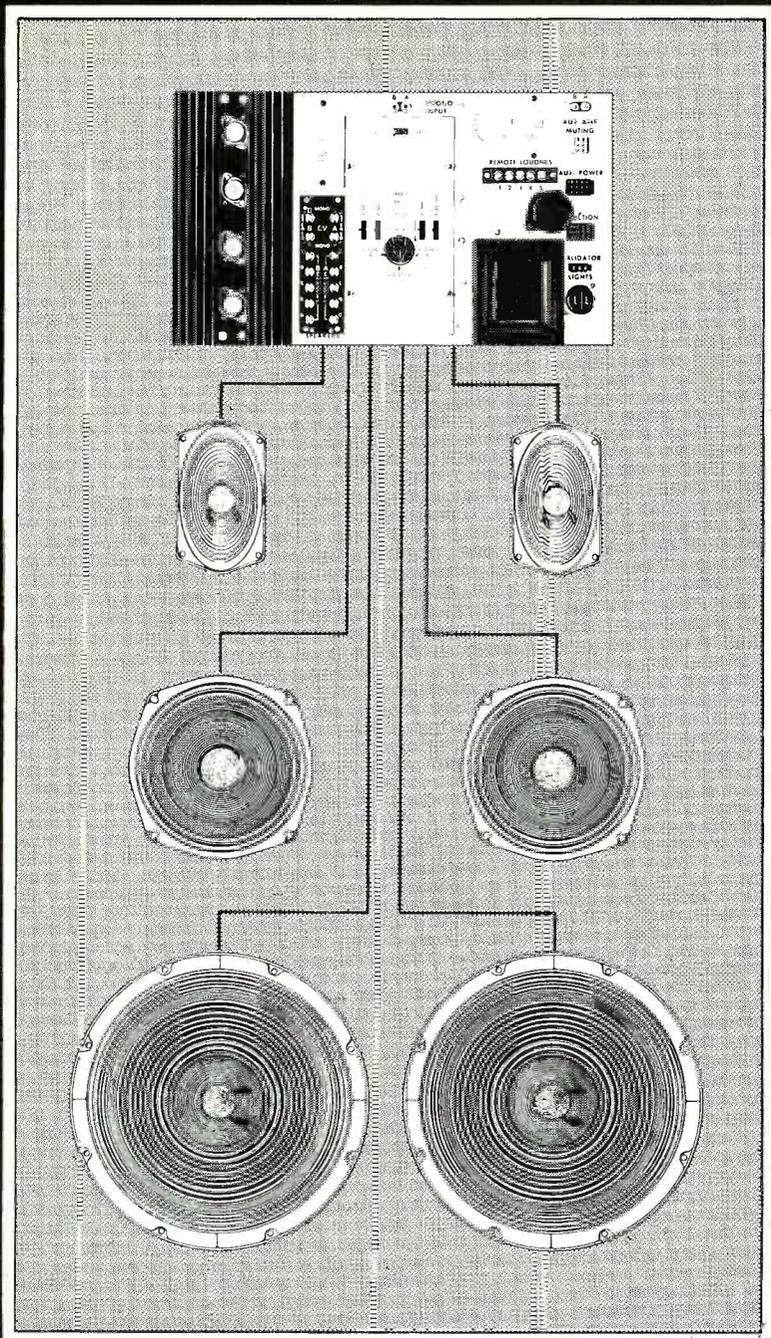
Airtown's medley singles are not extended play recordings, he points out. "The first song blends into the second and the whole recording is only 3:30 minutes long. The songs have the same key signatures so there is no break at all."

Examples of the medleys include "Beer Barrell Polka" and "Pennsylvania Polka" backed with "Tin Roof Blues" and "Sugar Blues"; "Crying Time" and "Release Me" backed with "Funny, How Time Slips Away," "Don't Know Why" and "There, I Said It Again." Sometimes only one longer song is used to back up another pair.

All Airtown records are recorded in stereo.

Wills said he has 10 medleys recorded now and hopes to build this part of the catalog to 25-30 by the end of the year. He also is aiming at the specialty market by bringing out a new version of "Easter Parade" backed with "Irish Eyes Are Smiling."

We're updating the old specialty songs such as "Happy" (Continued on page 57)



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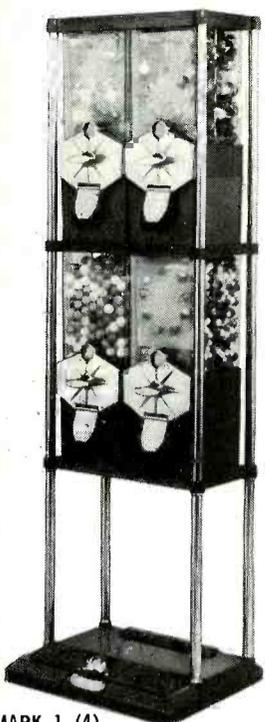
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# Associations Hit Royalty

• Continued from page 53

national) jukeboxes, Fischer, Bally, Chicago Coin, Brunswick and American Shuffleboard games); South Atlantic (Seeburg jukeboxes, Williams, United and All Tech games); Wurlitzer Dist. (Wurlitzer jukeboxes, United Billiards and Midway games); Le-Sturgeon Dist. (Rock-Ola jukeboxes, and U.S. Billiards games); ACA Sales (NSM jukeboxes); Chart Records.

## KANSAS

WICHITA — The Kansas Amusement and Music Association is among those state groups opposing the Senate copyright bill S-543 and also supporting a state bill that would make breaking into jukebox and other coin-operated equipment a Class A misdemeanor. NAMA's next meeting is set for April 4-5 but the site is to be determined.

## FLORIDA

WINTER HAVEN — The Florida Amusement and Music Association's (FAMA) officers have written their U.S. senators and is urging all members to write voicing opposition to the royalty proposal. FAMA's annual convention is set for May 7-9 at Hotel Plaza, Miami Beach.

## MISSOURI

TRENTON — Missouri Coin Machine Council officer Olin Welch said both Missouri senators have replied to petitions his company had locations sign in opposition to the royalty proposal. "We had every location sign a petition," Welch said, "so have most of our members across the state."

## OHIO

FINDLAY — The Northwest Ohio Music Operators Association elected Maynard Hopkins, Galion, president. Other officers: Lee Taylor, Findlay, vice-president; William Hullinger, Delphos, secretary-treasurer; trustees Karl Doffman, Tiffin; John Elum, Findlay; alternate trustees Carl Ludi, Findlay, and Gene Kelinecht, Elyria. The group will meet (23) at Fostoria.

(Continued on page 57)

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# Coinmen In The News

## N. TONAWANDA, N.Y.

Many operators recently attended two Wurlitzer service schools in Albany and Newark, N.Y. Attending the Albany school were **Walter I. Rice**, of Walt's Music in Scotia; **William Macarelli**, of Macarelli Amusement Co. in Catskill; **William Ogden**, of Bilotta Enterprises, Inc., in Albany; **Felice P. Caiozzo** of CNC Novelty Co. in Schenectady; **William C. Lewis**, of John Albert Company in Albany; **Donald Lampariello**, of Albany Amusement Co. in Albany; **Richard Martin**, of Bel Aire Amusement in Schenectady, and **Robert Sullivan** and **Cardinal Pombrino**, of Sullivan's Vending in Syracuse. Attending the Newark seminar were **Tony Comella**, **Coby Hunt** and **Harry E. Reiners**, of Bilotta Enterprises, Inc. in Newark; **Lloyd Hillmire** of Ace Automatics, Inc., in Newark; **Henry Genter**, of Genter and Brenon, Inc., in Brownville, and **Robert Brozi** and **Cliff Krull**, of Great Lakes Distributors in Buffalo.

## PHILADELPHIA

**Joseph Silverman**, executive secretary of the Amusement Machines Association of Greater Philadelphia, will be honored by the Philadelphia Allied Jewish Appeal (AJA) in recognition of his efforts over the years in behalf of this major philanthropic cause. He will be cited at an all-industry dinner sponsored by the AJA in cooperation with the association to be held on Wednesday evening, March 4, at the Bellevue-Stratford Hotel.

Many industry leaders are being selected to serve on the planning and programming committee. Chairman of the dinner will be **Lee Weiner**, president of the

American Vending Company in suburban Glenside, Pa., and a member of the Board of Directors of the association.

Have-A-Vend, Inc., is incorporated here as a closed corporation for the distribution and operation of candy and cigarette vending machines. The legal matters were handled by the local law firm of Fineman and Fineman. . . . Klock Vending Co., Inc., is the new name for Klock's Cigarette Vending Service Co., now that the operation has been incorporated. . . . It was a February 7 wedding for **Sharon Paula Rosen**, daughter of Rowe AMI distributor **David Rosen**. She married **C. William Kaplan**, an art student, at Har Zion Temple, where father-of-the-bride is a member of its Board of Directors. . . . Vending machine operators report a decrease from 12 to 15 per cent in sales since the State added another nickel to cigarette taxes in mid-January. Most machines have hiked the price to 50-cents with some selected locations going up to 55-cents. . . . **Martin M. Berger**, president of Cigaromat Corp. of America, appeared on WFIL-TV on "The Menorah" program in his capacity as chairman of Trade Council for the Allied Jewish Appeal. . . . A West Philadelphia movie house will be converted into a Jack Beresin Police Athletic League Center, the property alone valued at \$150,000, to house PAL sports and cultural activities, in honor of **Jack Beresin**, who pioneered in the vending business as head of Ogen Industries and before that, ABC Consolidated and Berlo Vending. **Maurie H. Orodener**

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 \*"Mystery" lighting through 0-9 unit.

**Surprise 500**  
 Right Kickout Hole normally scores 50 but is worth 500 when 10 TIMES light is lit. Trick is to catch 500 by keeping eye on 4 clue lights, which advance when any 1-point hit is scored.

**Build Up Bonus 100 TO 500**  
 Left Kickout Hole scores 100 or highest lit Bonus—200, 300, 400, 500—which advances each time any of 4 Top Rollovers or 3 Targets is hit when lit.\*  
 \*"Mystery" lighting through 0-9 unit.

**Drop Post FREE BALL GATE**  
 Post drops to playfield level, when Open Gate Button is hit, opening Free Ball Gate located at center right side of playfield. Free Ball scores 300 on way back to shooter tip.

4 Top Rollovers score 10 or 100 when lit\*  
 3 Targets score 10 or 100 when lit\*  
 2 Side Out Lanes score 100  
 \*"Mystery" lighting through 0-9 unit

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# Two-for-Quarter Jukebox Play Poll

## CHICAGO

• Continued from page 53

the jukebox on the premises and explaining the economic reasons for the change.

Western, however, puts in a different machine (not necessarily new) when they changeover to the 2-for-25¢ unit. Kem Thom of Western explained that with a different machine the new pricing system is easier for his customers and the patrons to accept because something besides the price has changed.

Schwartz said that the changeover usually results in about a 20 percent increase in revenues, but the operators indicated that increases in revenues were closely related to the neighborhood. Thom said that the revenues of the "good stops" were up as much as 18 to 30 percent, and the "average stops" were up approximately 10 percent. None of their customers, he said, had experienced a drop in revenues.

Frank Padula of Melody, and Warren Brown of Eastern said that overall revenues had not increased. Padula explained that revenues had increased or decreased between 5 and 10 percent, depending on the customer, while Brown said that revenues had just remained constant. All three operators noted that even with revenues constant, they realize an increase in profits because of the hidden savings in servicing expenditures. Brown and Thom put this savings at 30 percent.

All three operators also maintained that programming generally was not improved because there was little room for improvement. Any increases in spending for records is the result of price increases, rather than in the number of records purchased, they said.

### Better Service

Schwartz pointed out, however, that increased revenues have enabled operators to maintain their present level of programming, which might not have otherwise been possible.

Thom, Padula, and Brown said increased revenues have been absorbed by increased costs in records, equipment, and operating expenses.

## CHARLESTON

• Continued from page 53

ginia operator has switched to 2-for-25¢ play.

"He's over in a county where

# Associations Hit Royalty

• Continued from page 56

## NEBRASKA

OMAHA—A total of 54 operators and wives attended the recent meeting of Coin Operated Industries of Nebraska (COIN) here where special guest speaker A. L. (Lou) Ptacek, MOA president, explained the national trade group's public relations phase two program. COIN president Ed Kort's meeting agenda consisted of a number of topics including the possible establishment of a mechanics training school in Nebraska.

Ed Zorinsky and Howard Ellis explained a new license fee on amusement games (\$100 for each operator and \$10 for each game per year—in lieu of a state sales tax on such equipment). Rock-Ola factory engineer Bill

there isn't too much competition. In the rest of the state I can't think of anyone who's changed over except in maybe a few select spots.

"Still, if they could make the change in West Virginia it would be good for the business. I know that my costs are going up. During the past year most record companies raised prices, though it was generally done quietly."

Elkins has tried to absorb price rises but knows if the increases continue he'll have to raise the price to the operator. And increased take in jukeboxes from 2-for-25¢ pricing would enable operators to at least continue buying records at their current rate.

"Most of the fellows spend about 10 percent of the gross on records, though there are some exceptions I can think of. I think they spend less."

Without a jukebox play-price hike, Elkins increased his volume—exclusively in singles—in 1969. "I did \$20,000 more in sales last year. I don't think the singles business is dying."

Elkins is one of the few wholesalers around who exclusively deals in singles.

## SAN FRANCISCO

• Continued from page 53

"We will never change," he said. "The business has hit the price ratio it should have and we intend to stay with 3-for-25¢. I don't mind if the machines play more often. I'd rather have them playing than idle."

Howard Burton, manager of A.A. Vendors, said about 10 percent of his machines have been switched to 2-for-25¢. Because of high operating costs, he said, he would like the switch to be wider spread but he finds there is sales resistance "particularly by young people." So A.A. Vendors waits to move in new equipment for an account before making the change. "It hasn't increased the take that much yet," he said.

Jack Weiner, owner of J.J. Weiner Associates, has made the changeover "in a few accounts—mainly at bars with topless go-go girls—with good results," he said. Revenue on such accounts is up "22-23 percent," he said, adding there "is no easy way" to effect the changeover. "But when you move into a new account, start out with the new pricing." Weiner is still spending 8-10 percent of his gross revenue on record purchases.

## KANSAS

• Continued from page 53

Allen said 20 to 25 taverns would be involved. The firm currently has two-for-a-quarter pricing at private clubs, but three-for-a-quarter elsewhere. Hutchinson Vending services a total of 75 jukeboxes.

"The trend is to up the price," Allen said, "and we'll be raising prices at the taverns. The biggest problem is talking locations into it. We've had a little opposition because they say they don't want to be the first of the locations to go up. They're in favor of the hike, but they don't want to be the first to do it."

Allen said one effective way was to put out a new machine with records priced at two-for-a-quarter. The location then finds it easier to explain the price increase to the customer.

He said some larger Kansas towns and Kansas college cities experienced little difficulty with price hikes, and that some operators had reported revenue gains ranging from 10 to 40 percent.

Jukebox programming will ultimately be improved.

"As we ourselves raise prices we'll continue to follow charts and customer requests closely. We figure the customer is paying more and we've got to give more by trying harder to please him."

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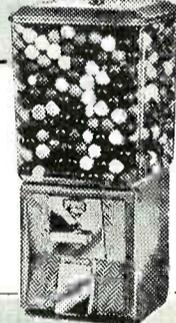
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# Billboard Album Reviews

FEBRUARY 21, 1970

## SPECIAL MERIT PICKS

### ORIGINAL CAST

**ORIGINAL CAST** — Joy. RCA Victor LSO 1166 (S)  
This sparkling off-Broadway revue is appropriately described as "A Musical Come-Together." And what exceptional talents, led by Oscar Brown Jr., come together here. Brown is partnered by an exceptional performer in Jean Pace (Mrs. Brown) and an exciting Brazilian ancient, Sivuca. Much of the material is Afro-Cuban and Brazilian. Among the many good numbers are "Under the Sun," "Brown Baby," and "Flowing to the Sea."

### POPULAR

**JACKIE WILSON**—It's All a Part of Love. Brunswick BL 754158 (S)  
Jackie Wilson, who rock 'n' rolled his way through the 50's and 60's, already has designs on the new decade of rock and soul with an up-dated sound that features Wilson a little mellow and middle-of-the-road with age. "All My Love," "For Once in My Life" and "Night" testify to Wilson's fine voice and his potential as a big chart comeback artist. Brunswick's superb David-Record team produced the disk, which could produce sales for Wilson fans old and new.

**IKE & TINA TURNERS FESTIVAL OF LIVE PERFORMANCES**—Kent KST 538 (S)  
The husband-wife soul duo of Ike & Tina Turner are everyday these days, especially on the charts where their incredible brand of pop-soul excitement has finally been realized after years as also-rans. Their live performances at the Fillmore and Madison Square Garden did the trick, but Kent presents the team as they were when "live" meant clubs and smaller audiences of devoted fans. "A Fool in Love" and "I Can't Stop Loving You" star.

**AMBOY DUKES**—Marriage on the Rocks / Rock Bottom. Polydor 24-4012 (S)  
The Amboy Dukes, a breadwinner on the Mainstream label, have moved over to Polydor and shuffled personnel to feature the wild lightning guitar bursts of Ted Nugent. Nugent's wide open electric trips and compositions highlight this hard high-voltage rocker, but the lack of vocals and melody will keep the LP from the big time. Instrumental buffs will welcome Nugent on the "Marriage" trilogy and "Children of the Woods."

**BLUE CHEER**—Philips PHS 600-33 (S)  
Blue Cheer still is very much for today as this West Coast group belts such material as "Natural Man" and vies out with bluesy material such as "Better When We Try" and gentle rockers such as "Lovin' You's Easy." "Hello L.A., Bye-Bye Birmingham" is another winner. "Saturday Freedom" is a good extended cut.

**TOM RUSH**—Columbia CS 9972 (S)  
A quality artist with a long folk-blues heritage, Tom Rush is a low-key performer whose subdued manner and quiet persistence with a melody brings a loyal following with him to Columbia. Accompanied by Trevor Veitch on lead guitar and Duke Bardwell on bass, Rush sparkles on "Old Man Song," James Taylor's "Rainy Day Man" and Fred Neil's "Wild Child." His unaffected and delicate delivery will win him new fans on Columbia and bring him quietly to the charts.

**ILLINOIS SPEED PRESS**—Duet. Columbia CS 9976 (S)  
The Illinois Speed Press gained chart action in their earlier Columbia album and this latest effort also should garner much interest. The group now is down to two men in Kal David and Paul Cotton, but these two here display much in talent. Instrumentally and vocally, this duo should score in the underground market. "Dearly" is a fine four-movement extended number. Other good cuts include "The Life" and "Sadly Out of Place."

**VARIOUS ARTISTS**—Rock 'n' Roll Survival. Decca DL 75181 (S)  
Here come some of the biggest of early rock numbers. Here's Bill Haley & the Comets ("Shake, Rattle and Roll," "Rock Around the Clock"). Here's Len Barry ("1-2-3," "Like a Baby"), Buddy Holly ("Peggy Sue") plus the Shirelles, the Flamingos, the Kalin Twins. The revival of interest on

vintage rock 'n' roll makes this one of unusual interest.

**VARIOUS ARTISTS**—Ben Bagley's Vernon Duke Revisited. Crewe CR 1342 (S)  
The indefatigable Ben Bagley digs into the works of Vernon Duke for this "Revisited" package and the composer comes off brilliantly. Duke was a classy craftsman and he gets an elegant showcase from the songhandlers, Blossom Dearie, Gloria DeHaven, Tammy Grimes, Anthony Perkins, Rex Reed, Joan Rivers and Jack Haskell.

**CHARLIE BROWN**—Up From Georgia. Polydor 24-4014 (S)  
Charlie Brown has a musical gift. His compositions and guitar-bass-harmonica work, in addition to his vocals are country-oriented but the strokes are broad enough to catch pop market attention. His work on Van Morrison's "Ro Ro Rosey" is especially good for a pop pullout.

**CUPID'S INSPIRATION**—Date TES 4020 (S)  
Cupid's Inspiration is a fresh British quartet which shows here that it can draw considerable Top 40 success. In addition to their big single of "Yesterday Has Gone," this set has another rocker in "Never Trust in Tomorrow" and a torch number in Kurt Weill's "Sweet Music." Lead vocalist Terry Rice-Milton shines in these, the old folk song "The Riddle Song," and the other good cuts.

**OTIS SPANN**—Cryin' Time. Vanguard VSD 6514 (S)  
Blues pianist Otis Spann, keystone of Muddy Waters' sound as well as his own city blues troupes, souls away into the 70's with Country Joe & the Fish's Barry Melton on lead guitar, Luther Johnson on second guitar, Lonnie Taylor on drums and Jos Davidson on bass. Spann throws his weight around on organ not to mention his usual excellence on piano, and assisting him with vocals on "Some Day" and "Blind Man" is Lucille Spann. Two Muddy Waters songs join seven of his own.

**ARMAGEDDON**—Amos AAS 7008 (S)  
Armageddon is four talented writer-performers whose rock beat and sound are right in the stream of things. Given needed radio exposure, their LP could make a lot of noise at the cash register, with such listenable cuts as "Armageddon Theme," "Creams," "Tales of Brave Ulysses," and the whimsical "Bibbidi Bobbidi Boo" from Walt Disney's "Cinderella."

**VARIOUS ARTISTS**—Ben Bagley & Michael McWhinney. Rodgers and Hart Revisited. Crewe CR 1341 (S)  
Ben Bagley gets an expert assist here from Michael McWhinney in putting together the flavorsome works of Rodgers & Hart which started with "The Garrick Gaieties" in 1925. It's a long haul from those days by singing craftsmen like Dorothy Loudon, Danny Meehan, Charloote Rae and Cy Young pull it through.

**MOTHER LOVE**—Carousel of Daydreams. Epic BN 26520 (S)  
Mother Love is the group responsible for writing two of Bobby Sherman's biggest hits, "Little Woman" and "La La Land." In this, their first LP outing they stand on their own, and turn in smooth, easy beat performances of new originals "Only Friends" and "Carousel of Daydreams," and either could step out for chart sales. They also offer fine treatments of "The Way You Look Tonight" and "Sherry, Don't Go."

### JAZZ

**BRUTE FORCE**—Embryo SD 522 (S)  
Herbie Mann's new Embryo label introduces Brute Force, six-man Ohio group, who turns out that calypso-soul-rock-jazz sound in hit fashion. Pop possibilities like "Do It Right Now" featuring a strong vocal workout, yield to heavier jazz trips and the kind of instrumental magic that sparked rock groups such as Santana. Sonny Sharrock adds his guitar to "Right Now," "Some Kind of Approval" and "The Deacon" as the group jumps in and out of many bags, all of them chart candidates.

### LOW PRICE CLASSICAL

**BEETHOVEN: THE 32 PIANO SONATAS**—Daniel Barenboim. Angel SNLV 3755 (S)  
Barenboim tackles 32 sonatas in a 14-LP set, with a spark that is quite telling. For the most part he achieves, through adeptness and knowledge, a tour de force. Should sell well because, too, it's the classical label's salute to Beethoven.

**ANDRE KOSTELANETZ CONDUCTS BIZET'S CARMEN FOR ORCHESTRA**—Columbia MS 7404 (S)  
Andre Kostelanetz has finally re-recorded his beautiful instrumental interpretation of Bizet's "Carmen," and the stereo is used to full advantage. The original pre-stereo recording was a best seller in its time, and this exciting new version should prove an important sales item.

**HANDEL: JEPHTHA**—Various Artists/English Chamber Orch. (Somary). Cardinal VCS 10077/8/9 (S)  
A very fine all-around effort launches this first recording of the Handel work based on Chapter XI of Judges. Reri Grist as Jephthah, Maureen Forrester as Hamor, Helen Watts, and Alexander Young in the title role, are in excellent form. The harpsichord work of Harold Lester is marvelous.

**BERLIOZ: REQUIEM**—Bressler/Various Artists/Utah Symphony (Abravanel). Cardinal VCS 10070/1 (S)  
Recorded in the Mormon Tabernacle, this two-LP set has an added dimension re-

garding its choral beauty. Abravanel captures its splendor in a brilliant conducting effort, spurring the tenor Charles Bressler and shaping the work for the orchestra.

**MAHLER: SYMPHONY No. 9**—Utah Symphony (Abravanel). Cardinal VSC 10075/6 (S)  
This is a handsome package of two disks, with good notes on Mahler in general and the Ninth Symphony in particular. The recording by the Utah Symphony Orchestra under the baton of Maurice Abravanel was made in the hall of the Mormon Tabernacle and is tops in sound and production values.

### FOLK

**CLANCY BROTHERS**—Flowers in the Valley. Columbia CS 9932 (S)  
The vivacious spirit of the Clancy Brothers lends extra sparkle to such tunes as "Beer, Beer," and "Flowers in the Valley." The lamentful "Dirty Old Town" becomes an even stronger comment on cities of today. "Easy and Slow" and "Bill Brown" also stand out on this album.

**KEITH SYKES**—Vanguard VSD 6548 (S)  
Keith Sykes is an exceptional contemporary folk singer. His material is tender, yet his points are made as this disk discloses. Among the 11 excellent cuts here, are "Edgar Was a Worm," "Wind," and "Sad Song." All of the material is original except for the traditional "Gypsy," which he arranged in fine style.

**OSCAR BRAND 'LIVE' ON CAMPUS**—Kapp KS 3624 (S)  
Oscar Brand, one of the most recorded of all folk artists, has a superior album here, recorded live at MacDonald College, Ste-Anne de Bellevue, Quebec. In traditional style he effectively delivers "The Complete Foggy Dew" and "Banks of Sicily," this latter with bagpipe-like whistling. His familiar "My Man's a Sailor," which is a Smothers Brothers' standard, is included as are Canadian-style numbers "Something to Sing About" and "Farewell to Nova Scotia." Throughout, even in the banter, Brand's good humor is evident.

### SOUL

**PERCY MAYFIELD SINGS PERCY MAYFIELD**—RCA Victor LSP 4269 (S)  
Pop-blues buffs will recognize Percy Mayfield as the writer of Ray Charles' million sellers "Hit the Road, Jack" and "Danger Zone," as well as a veteran singer-composer for Specialty and Chess Records. Mayfield now benefits from his association with Nina Simone and finally enjoys the showcase he deserves. Twelve of his own songs are enhanced by Eric Gale's fine guitar work, and Mayfield's voice makes this fine LP a sleeper sure to win a loyal audience, maybe more.

### BLUES

**T-BONE WALKER**—Good Feelin'. Polydor 24-4502 (S)  
Pop-blues pioneer T-Bone Walker returns in his role as a guitar virtuoso and a one-man blues band on guitar, piano and vocals. Starring with his own material, Walker revisited features sparkling guitar solos, high-spirited vocals and that traditional blues mood which, today, not only permeates all music but the youth scene in particular. A prize disk recorded in Paris, Walker plays with genius on "Women You Must Be Crazy," "Poontang" and "Reconsider."

**NEIL MERRYWEATHER, JOHN RICHARDSON & BOERS**—Kent KST 548 (S)  
Neil Merryweather hit the charts for Capitol before joining the Kent label, now making a pitch for part of the pop market. Merryweather and his quartet are a fine addition to any label, while their ability to mix vintage blues like Elmore James' "Dust My Blues" with their own richly musical and moving compositions is legitimate chart merchandise and solid listening.

### SPOKEN WORD

**ALAN WATTS**—Why Not Now. Together ST-T 1025 (S)  
Cosmologist Alan Watts, best-selling author and authority on Far East philosophies, brings his meditations to record as the vanguard of intellectuals seeking the benefits and purposeful applications of drugs. The double-disk dose of "The Art of Meditation" is an important contribution to records and to those cultists whose medium for music and information is record. Produced by Gary Usher and including a four-page brochure, this is a milestone recording by Watts.

### INTERNATIONAL

**DIE ORIGINAL SCHNEETHALER**—Philips PHI 45 (S)  
Die Original Schneethaler, a trio who have become very popular in Germany, have an engaging album here. "Annemarie" is a good favorite, while the version of Lehars "Gold und Silber" is another delight. Other luring gems include "Ver-gissmemeinich," "O du mein Edelweiss," and "Die Original Schneethaler Orchestra."

**GERMAINE MONTERO**—Canciones de Espana. Vanguard VSD 6534 (S)  
The strong voice of Germaine Montero is stunning in this program of songs of Spain. Included are numbers from Andalusia, Castile, Aragon, Asturias, Galicia, Basque country, and Montana. Roman El Granaino contributes four excellent flamenco guitar solos. Miss Montero is an international artist to be reckoned with.

## ★★★★ 4 STAR ★★★★★

### SOUNDTRACK ★★★★★

**SOUNDTRACK**—The Reivers. Columbia OS 3510 (S)

### POPULAR ★★★★★

**VARIOUS ARTISTS**—Theme Music From "2001: A Space Odyssey" and other Great Movie Themes. Polydor 24-6012 (S)  
**THEM**—Happy Tiger HT 1004 (S)  
**KEVIN AYERS**—Joy of a Toy. Harvest SKAO 421 (S)  
**DAN TERRY ORCH. & CHORUS**—Lonely Place. Happy Tiger HT 1005 (S)  
**FOURTH WAY**—The Sun and Moon Have Come Together. Harvest SKAO 423 (S)  
**THE KIMBERLEYS**—Happy Tiger HT 1006 (S)  
**BEACH BOYS BIGGEST BEACH HITS**—Era HTE 805 (S)  
**ROY HARPER**—Flat Baroque & Berserk. Harvest SKAO 418 (S)  
**FUSE**—Epic BN 26502 (S)  
**FOREST**—Harvest SKAO 419 (S)  
**LAVERN BAKER**—Let Me Belong to You. Brunswick BL 754160 (S)  
**CARL OGLESBY**—Vanguard VSD 6527 (S)  
**BATTERED ORNAMENTS**—Mantle-Piece. Harvest SKAO 422 (S)  
**EMMY LOU HARRIS**—Gliding Bird. Jubilee JGS 8031 (S)  
**THE DIRTY OLD MEN**—Nocturne NRS 902 (S)  
**VARIOUS ARTISTS**—Rock 'n' Roll Juke Box. Era HTE 806 (S)

### LOW PRICE POPULAR ★★★★★

**THE MAGIC OF DORIS DAY**—Harmony HS 11382 (S)

# Action Records

## Singles

### ★ NATIONAL BREAKOUTS

**GOTTA HOLD ON TO THIS FEELING** . . .  
Jr. Walker & the All Stars, Soul 35070 (Jobete, BMI)

**LOVE GROWS (Where My Rosemary Goes)** . . .  
Edison Lighthouse, Bell 858 (January, BMI)

### ★ REGIONAL BREAKOUTS

**THERE ARE NO REGIONAL BREAKOUTS THIS WEEK**

## Albums

### ★ NATIONAL BREAKOUTS

**BROOK BENTON** . . .  
Today  
Cotillion SD 9018

**RICK NELSON** . . .  
In Concert  
Decca DL 75162

**TAMMY WYNETTE** . . .  
Ways to Love a Man  
Epic BN 26519

### ★ NEW ACTION LP'S

**JAY AND THE AMERICANS** . . .  
Wax Museum  
United Artists UAS 6719

**SKILLET & LEROY** . . .  
The Burglar in the Bedroom  
Laff LAFF A141

**YUSEF LATEEF** . . .  
The Diverse  
Atlantic SD 1548

**CHARLEY PRIDE** . . .  
Just Plain Charley  
RCA Victor LSP 4290

**JOHN MAYALL & THE BLUESBREAKERS** . . .  
Diary of a Band  
London PS 570

**FLIP WILSON** . . .  
The Devil Made Me Buy This Dress  
Little David LD 1000

**MONGO SANTAMARIA** . . .  
Feelin' Alright  
Atlantic SD 8252

**JANE BIRKIN & SERGE GAINSBURG** . . .  
Je T'Aime  
Fontana SRF 67610

### LOW PRICE COUNTRY ★★★★★

**THE LEGENDARY JOHNNY HORTON**—Harmony HS 11384 (S)  
**JOHNNY DOE SINGS MORE BIG COUNTRY HITS**—Alshire S 5183 (S)  
**JUDI LANE SINGS HITS MADE FAMOUS BY COUNTRY QUEENS**—Alshire S 5182 (S)

### CLASSICAL ★★★★★

**BEETHOVEN: QUINTET Op. 29/QUARTET IN F**—Aronowitz/Amadeus Quartet. DGG 139 444 (S)  
**MAHLER: SYMPHONY No. 3**—Krooskos/University of Utah Civic Chorale/Utah Symphony (Abravanel). Cardinal VCS 10072/3 (S)  
**DVORAK: SYMPHONY No. 9**—London Symphony (Rowicki). Philips 802 903 LY

### JAZZ ★★★★★

**ATTILA ZOLLER**—Gypsy Cry. Embryo SD 523 (S)  
**MIROSLAV VITOUS**—Infinite Search. Embryo SD 524 (S)

### SOUL ★★★★★

**THE INCREDIBLE SOUL OF B.B. KING**—Kent KST 539 (S)  
**FRED HUGHES**—Baby Boy. Brunswick BL 754157 (S)  
**WILDARE EXPRESS**—Walk On By. Brunswick BL 754162 (S)

### LOW PRICE SOUL ★★★★★

**ANNELLE**—A Taste of Soul. Alshire S 5184 (S)

### FOLK ★★★★★

**THE WEAVERS ON TOUR**—Vanguard VSD 6537 (S)  
**DORSEY BURNETTE'S GREATEST HITS**—Era HTE 800 (S)  
**ERIC ANDERSEN**—A Country Dream. Vanguard VSD 6540 (S)  
**REX HOLMAN**—Here in the Land of Victory. Pentagram PE 1001 (S)

### GOSPEL ★★★★★

**MUSICAL HARTS SING TIME**—Skylite SLP 6085 (S)  
**HARMONIZING FOUR**—Tommie & Lonnie & Me. Atlantic SD R-026 (S)  
**YOUNG AND FREE**—Goin' Somewhere. Word WST 8503-LP (S)  
**SMITTY GATLIN & THE SMITTY GATLIN TRIO**—Skylite SLP 6083 (S)

### POLKA ★★★★★

**DON PEACHEY ORCH.**—Musically Yours. Cadet CDT S-103 (S)

### SPOKEN WORD ★★★★★

**VARIOUS ARTISTS**—In the Beginning. . . Creative Sound CSM 1532 (S)

### INTERNATIONAL ★★★★★

**ORLANDO MARIN**—Out of My Mind. Brunswick BL 754159 (S)  
**JANIKA BALAZ TAMBURITZA ORCH.**—Tamburitza Party. Philips PHI 429 (S)  
**SOVIET BALLET MOISSEIEV ORCH./SAMSON GALPERINE**—Rollicking Russia. Philips PHI 453 (S)  
**VARIOUS ARTISTS**—Tirolean Holiday. Philips PHI 449 (S)

## Mogull Deal on 'Pumping Water'

**CANNES** — Ivan Mogull has concluded a deal with Alan Boubllil of Taboo Productions for the U.S. publishing rights to "Pumping the Water," which will be released Monday (2) on the Janus label. Mogull also arranged to have Avco Embassy Records' catalog and it's publishing wings, Avemb Songs Inc. and Avco Embassy Music Publishing Inc., represented in Spain by Fabrica de Discos Columbia, S.A. for records. Ivan Mogull Espanola will handle music publishing for Spain.

## Scepter Acquires 'Kangaroo' Master

**NEW YORK** — Scepter Records has purchased the master of "Kangaroo" by Abraham & the Casanovas, which has broken in Shreveport and Memphis. The agreement was made between Steve Tyrell, Scepter's vice president in charge of product and promotion, and Dee Morais of Heads Up Productions.

### ALBUM REVIEWS

#### BB SPOTLIGHT

Best of the album releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

#### SPECIAL MERIT

Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

#### FOUR STARS

★★★★ Albums with sales potential within their category of music and possible chart items.

More Album Reviews on Page 47



AL BENNETT, seated left, Liberty/UA president, displays the gold record earned by Gary Lewis & the Playboys for the million-selling album, "Golden Greats." Seated with Bennett is Lewis. Standing from left are Liberty/UA artists relations director Richard Oliver, and Lewis' manager, Mike Marcinko.

## How to Get Out of Rough Via Am. Sound

WARREN, Mich. — Golf enthusiasts can now take their golfing instructions with them when they tee off. The American Sound Corp., based here, has released, on cassette, golf instructions by golfing pro Arnold Palmer. The cassette, accompanied by an instructional booklet, is packaged in a 4½ x 12 inch clear thermo plastic vinyl jacket.

Frank Day, president of American Sound, said the decision to release the cassette was based on Palmer's increasing popularity as a golf instructor, as well as on the convenience and portability of the cassette as an instructional medium. Available only through direct mail orders, the cassette sells for \$9.95. The company is also offering a portable cassette player at a \$19.95 list price.

In other instructional innovations for cassette, and 8-track, American Sound will soon offer skiing instructions on both configurations. In an agreement now being concluded, the company will feature Olympic Gold Medal winner, Jean-Claude Killy as the instructor. The package by the French ski champion and three-time gold medal winner will be titled, "The Killy Way," and is due for consumer release in January next year.

In March 1970, American Sound will offer another cassette and 8-track innovation of special interest to ladies, with the re-

lease of beauty care instructions on both configurations. Jean Shrimpton, professional model and actress, will conduct the program which is being directed to both the career girl and teenage market.

### GRT Budget Catalog

• Continued from page 22

is broadening its scope in the budget market in classical, country, jazz, folk and gospel repertoire.

"With the price of players steadily declining," said Finn, "there is more need to expose budget product."

Tom Bonetti, GRT marketing director, feels there are two reasons to release budget product: sales longevity and "name" value. "There's a strong market for select budget tapes from artists with name power on records. We see an excellent sales potential in this area but strictly on a selective product basis."

### Futterman in Pub Pact With Melodie

NEW YORK — Lew Futterman has completed contract arrangements for a three-year subpublishing arrangement with Germany's Melodie Der Welt Music, for the LF Music group catalog. Futterman also renewed his publishing agreement for LF in Scandinavia with Stigandersson.

## 30 ALBUMS IN SUN CATALOG

NASHVILLE—How important was the Sun Records catalog? Shelby Singleton, who purchased all of the old masters from Sam Phillips, said that before it's all over he will have re-released more than 30 Sun albums. This is in addition to the many hit singles that he has released featuring such artists as Johnny Cash and Jerry Lee Lewis. Phillips produced the material 10-15 years ago in his Memphis studio. Singleton acquired distribution rights on everything except the Elvis Presley product, which had been sold many years ago to RCA Records in the original Presley deal.



JERRY SCHOENBAUM, center, president of Polydor Records, maps out plans for a new Flamingos recording with Zeke Carey, left, group's creative director, and Ted Cooper, of the Wes Farrell Organization, Flamingos producers.

## Jamie/Guyden's Cohen Initiates Memorial Fund

PHILADELPHIA — An official memorial cancer fund, initiated by Larry Cohen, national sales and promotion director of Jamie/Guyden Record Distribution Corp. in memory of his wife who died at the age of 23 on Jan. 22, has been approved by the University of Pennsylvania Hospital in Philadelphia. The fund will be utilized to establish fellowships or grants in the field of advanced cancer research and surgery, and will be under the direct administration of the Department of Cancer Surgery at the Hospital.

Friends wishing to help expedite this fund can send mail contributions to: The Linda Cohen Cancer Research Fund, c/o University of Pennsylvania Hospital, 34th and Spruce Streets, Philadelphia, Pa., 19104, Attention: Dr. Horace MacVaugh, III.

## New Mercury Studios Set Up

SAN FRANCISCO — Mercury Records has established new recording studios here under the name Mercury Sound Studios West as part of Mercury's office complex at 1340 Mission St. The studios are equipped for 8- and 16-track recording and bookings from outside artists and producers are being accepted, said Bob Sarenpa, a&r director; George Horn, new studio manager, formerly with Trident Studios, and assistant Mark Harman, formerly with Amigo Studios, head engineering under the direction of John Eargle, Mercury's New York based engineering chief.

## Recorder Player

• Continued from page 18

plicator," Muntz said. The young executive points out that there are still many areas which are good 4-track communities and that the people who bought equipment are now turning to local duplicating sources for their music.

The warm weather climates—where stereo tape first got its start—remain the last bastions of 4-track country. But Muntz feels that people are buying compatible units today, not straight 4's.

With the introduction of the first compatible recorder, Muntz joins the ranks of cassette hardware companies nurturing the do-it-yourself music habit.



PAUL LEKA, right, producer of "Na Na, Hey Hey, Kiss Him Goodbye" by Steam on Mercury Records, receives a gold record for more than one million copies sold of the single, from Bob Reno, Mercury's director of recorded product.

## RECORD REVIEW

### Newbery Awards New Children's Issues a Delight

NEW YORK — Newbery Awards Records, a division of Miller-Brody Productions in New York, is making six new children's stories available in its exceptional series. A few months back, the first six were released, and met with much critical acclaim. The stories chosen to be dramatized have all won the Newbery Medal "for the most distinguished contribution to American literature for children," and this latest release features Esther Forbes' "Johnny Tremain"; Elizabeth Yates' "Amos Fortune, Free Man"; Cornelia Meigs' "Invincible Louisa"; E.L. Konigsburg's "From the Mixed-Up Files of Mrs. Basil E. Frankweiler"; Carol Ryrie Brink's "Caddie Woodlawn"; and Elizabeth Enright's "Thimble Summer" (NAR 3007/12.) The packaging and liner notes on each of the albums offer a wealth of background information about the story and related items, plus a vocabulary check for the student. The musical backgrounds are either original and especially created to fit the mood of the story, or make use of various folk themes and melodies associated with the period and characters of the individual story.

The Newbery Awards albums are produced with great care and merit the attention of educators and parents.

JOE TARAS

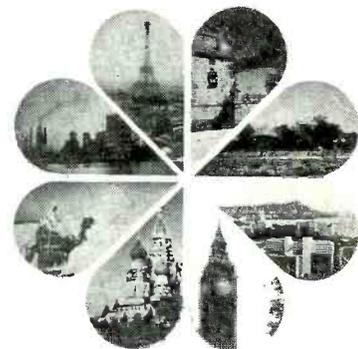
### Music City Will Distribute Chess

CHICAGO — Chess Recording Corp. has given Music City Record Distributors, Inc. in Nashville, exclusive distribution rights to all Chess products. Chess, a division of GRT Corp., has Chess Records, Checker Records, Cadet/Concept Records, Neptune Records, Head Records and the newly formed Pumpkin Records.

### Producer Conner Bows Record Co.

MONROE, Michigan — Independent producer Tom Conner has launched a record company, CLB Archive Records. The company will be directed toward documentary recordings of folk and blues artists. Their first album, released Feb. 2, contains the efforts of Ted Lucas, Phil Marcus Esser, Charlie Latimer, Andy Cohen, Marc Chover and Custer's Last Band.

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# 4106

# Canadian News Report

## CAP NAMES AD AGENCY

TORONTO—Capitol Records (Canada) Ltd. has appointed MacManus, John & Adams of Canada Ltd. as its agency to handle the company's advertising, promotion and publicity here.

Contact between company and agency will be maintained through Roland J. Legault, Capitol's advertising and sales promotion manager, and John Rush, MJ&A vice president, who will supervise the account.

## Quality Reissues Two 60's Disks

TORONTO — Two disks originally released in the early 1960's are being re-released by Quality Records. "Tutti Frutti" by Mickey Lee Lane is being given a special release in the Quebec market with a possible national release shortly. A Quality spokesman said that requests for the disk suddenly started late last month in the Montreal area. The company is trying to trace the origin of interest in the record.

"House of the Rising Sun" by the Animals is being re-released nationally at a time when the Frijid Pink's version of the same song is starting to pick up

(Continued on page 64)

## WB Sets Up Bonus System for Staffers to Hunt for Local Talent

TORONTO — Warner Bros. announced that the company was setting up an incentive bonus system for branch managers, sales and promotion men to discover new Canadian talent, at the Warner-Atlantic co-op conventions, Jan. 30-Feb. 1. The decision to become actively involved in the development of local acts is a major move for WB, since the company has no official a&r department at present. In the past, besides handling U.S. product, WB marketed finished product produced by independent Canadian companies.

Explaining the talent search, Ken Middleton, WB Canadian general manager, said that the acts discovered would be developed with an eye to releasing their product either in the U.S. or in Canada on one of the WB-Atlantic labels.

Middleton made the announcement during a sales and promotion meeting of WB product. The Atlantic meetings were held the following day, Feb. 1.

It was the first time that WB held a national convention in Canada. Besides the 25 Canadian representatives who gathered from Coast to Coast, a number of key U.S. executives were also on hand for the talks. A com-

pany spokesman said that their presence illustrated the growing importance of the Canadian market to WB in the U.S.

U.S. representatives present included Mo Ostin, president; Joe Smith, executive vice president; Phil Rose, vice president, director of international operations.

Clyde McGregor, Canadian national sales manager, chaired the informal meetings, which began Saturday morning with a stereo tape presentation of selections from 25 new WB LP's.

### Outlines Program

In the afternoon, Middleton outlined the talent search and

bonus incentive program. He also said that because of the heavy advance orders for Gordon Lightfoot's new LP, his first for WB, Canada would have a 10-day dealer advance release over U.S. release. The album, which is scheduled for an early March release, has already chalked up an advance order of 60,000 in Canada.

Middleton also announced that a "hot line" direct to WB offices in Burbank would be in operation shortly. The service will enable all Canadian branches to call the U.S. head office for automatic information

(Continued on page 64)

## Cap Drive on Angel Product

TORONTO—Capitol Records will launch a big promotional campaign on all their Angel product beginning Thursday (16). The campaign, "From Angel . . . a Devil of a Sale," was recently introduced in the U.S., where it was tied in closely with the company's "New Spirit of Capitol" push on pop disks.

As part of the campaign, Capitol is releasing a sampler featuring cuts from Angel LP's. The album will sell at a suggested list price of \$1.35. During the sale all LP's in the Angel catalog are being marked down below their regular prices.

The drive is backed up by 30-second radio spots on easy listening stations in Vancouver, Ottawa and Quebec City. Co-op newspaper ads will be placed in the same three cities, and in Montreal and Toronto.

## Melbourne Tie On Leacock

TORONTO—To tie in with the centennial celebration of Canadian humorist Stephen Leacock, Melbourne Records has released an LP with readings of his works by Vancouver actor John Drainie. The album was recorded a few years back shortly before Drainie's death in 1966.

## From The Music Capitals of the World

### TORONTO

Promoter Dick Flohill will bring in a number of blues artists for a Blue Monday Concert at Massey Hall (23), including Bobby Bland, Buddy Guy, Chicago Blues Band, Otis Spann, and local act, Whiskey Howl. Lonnie Johnson is special guest. . . . Quality Records product is spotlighted in their new bi-monthly publication, "Celebration," aimed at dealers and radio personalities. Quality's Top 20 sellers and a breakout picture of new releases are included. . . . Capitol out with Claude Valade's new LP, "Apres L'Amour." . . . Poppy Family giving a concert in Windsor, March 5, and in Waterloo, March 6. . . . John Houlding, president of RCA (Canada) here for talks with Ontario executives Feb. 5-6. . . . Montreal's Andy Kim off to West Germany, March 5, to receive a Silver Lion Award from Radio Luxembourg for his "Baby I Love You" disk. Trip is the first of many tours scheduled for Kim

outside North America. TV, press conferences will be held in Amsterdam, Denmark, Paris, Madrid and London. . . . Cellist Jacqueline du Pre and pianist Daniel Barenboim pulled 2,700 to Massey Hall, Feb. 5. . . . Several portfolios of Bag 1, the lithographs by John Lennon, being exhibited at Poster Palace, Sunday 15-

(Continued on page 63)

## MLS Chooses 'Alley' Single

TORONTO — Ronnie Hawkins' "Down in the Alley" single has been picked by the Maple Leaf System to receive national exposure on its 12 station radio network. The disk was submitted for the Jan. 22 review by International Tape Cartridge Corp., who distributes Hawkins' product here on the Hawk label. The record, backed by ITCC's heaviest promotional campaign for any single they have released, has already been charted on most Top 30 stations across the country, including stations not connected with the MLS network.

## A&M SETS UP TAPE DISTRIBS

TORONTO — Distribution of 8-track CARtridges and cassettes of A&M Records in Canada will be handled by Capitol Records, London Records, and Canada Assemblies for the same areas they distribute A&M Records, announced Jerry Lacoursiere, new managing director of A&M for Canada. Quality Records will continue to duplicate tape product for the A&M label.

## Billboard Canada's Top Singles

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	VENUS Shocking Blue, Colossus 108	7
2	2	ARIZONA Mark Lindsay, Columbia 45037	6
3	6	I WANT YOU BACK Jackson 5, Tamla/Motown 1157	6
4	7	WALK A MILE IN MY SHOES Joe South, Capitol 2704	3
5	4	NO TIME Guess Who, Nimbus 9-74-0300	7
6	—	TRAVELIN' BAND/WHO'LL STOP THE RAIN Creedence Clearwater Revival, Fantasy 637	1
7	3	WHOLE LOTTA LOVE Led Zeppelin, Atlantic 2690	9
8	8	FANCY Bobbie Gentry, Capitol 2675	5
9	13	THANK YOU (Falettin Me Be Mice Elf Agin)/EVERYBODY IS A STAR Sly & the Family Stone, Epic 10555	2
10	15	HONEY COME BACK Glen Campbell, Capitol 2718	2
11	5	THAT'S WHERE I WENT WRONG Poppy Family, London M17375	7
12	9	I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter 12273	4
13	14	BLOWING AWAY Fifth Dimension, Soul City 780	2
14	10	WITHOUT LOVE Tom Jones, Parrot 40045	5
15	11	DON'T CRY DADDY/RUBBERNECKIN' Elvis Presley, RCA 9768	10
16	16	LET'S WORK TOGETHER Wilbert Harrison, Sue 11	3
17	18	HE AIN'T HEAVY, HE'S MY BROTHER Hollies, Epic 10532	2
18	12	LIFE IS A SONG Gainsborough Gallery, Reo 9026	3
19	19	HEY THERE LONELY GIRL Eddie Holman, ABC 11213	2
20	—	JENNIFER TOMPKINS Street People, Columbia MU 4-11365	1

Billboard SPECIAL SURVEY For Week Ending 2/21/70

## Billboard Canada's Top Albums

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	LED ZEPPELIN II Atlantic SD-8236	14
2	1	ABBEY ROAD Beatles, Apple SO 383	18
3	5	THE BAND Capitol STAO 132	17
4	3	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 8397	8
5	4	LET IT BLEED Rolling Stones, London NPS 4	9
6	6	ENGELBERT HUMPERDINCK Parrot PAS-71031	6
7	10	TO OUR CHILDREN'S CHILDREN'S CHILDREN Moody Blues, Threshold THS-1	5
8	7	SANTANA Columbia CS 9781	14
9	8	TOM JONES LIVE IN LAS VEGAS Parrot PAS-71030	13
10	11	EASY RIDER Soundtrack, Reprise 2026	12
11	12	WAS CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill DS 50068-N	8
12	9	TOUCHING YOU, TOUCHING ME Neil Diamond, Uni 73071	7
13	—	TRY A LITTLE KINDNESS Glen Campbell, Capitol SW-389	1
14	17	JOE COCKER! A&M SP 4224	4
15	—	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter SPS-580	1
16	15	POPPY FAMILY London M-17375	5
17	13	ALBUM 1700 Peter, Paul & Mary, Warner Bros.-Seven Arts WS 1700	5
18	—	LIVE PEACE IN TORONTO 1969 Plastic Ono Band, Apple 3362	1
19	14	BUTCH CASSIDY & THE SUNDANCE KID Burt Bacharach/Soundtrack, A&M SP 4227	4
20	—	IN THE COURT OF THE CRIMSON KING King Crimson, Atco-SD-8245	1

Billboard SPECIAL SURVEY For Week Ending 2/21/70

# International News Reports

## Nordsee Begins U.K. Beaming

By RODNEY COLLINS

LONDON—Commercial station Radio Nordsee International began its U.K. transmissions Feb. 13. From 5 p.m. to 1 a.m. the station is broadcasting daily programs in English on the 186 metre medium wave band.

Roger (Twiggy) Day, former Radio Caroline and Radio Luxembourg disk jockey, is heading the English transmissions from the boat Mebo 11, anchored 25 miles west of Radio Veronica in the North Sea.

Originally, Nordsee intended to employ only U.S. announcers for the station, avoiding problems with the British Government's Marine Offences (Broadcasting) Act. The appointment of Roger Day as a senior announcer, however, seems to suggest a switch in policy.

The ship, 'Mebo 11' is carrying 30 days supply of food and water "in case of any emergencies." The station is understood to be taking these precautions in order to fight any possible opposition from the Dutch Government. The GPO, however, will take no action in Britain against Radio Nordsee.

Radio Nordsee International offices are at Albiesriederstrasse 315, 8047 Zurich, Switzerland.



AT THE recent CBS publishing affiliates seminar in Paris were, bottom, left to right, Gunnar Bergstrom (Sweden), Sol Rabinowitz (U.S.A.), Deke Arlon (U.K.), Philippe Boutet (France), Ettore Carrera (Italy). Top, left to right: Martin Clark (U.K.), Harvey Schein (U.S.A.), Neil Anderson (U.S.A.), Peter de Rougemont (France), Bernd Simon (Germany), Vittorio Somalvico (Italy), Dag Haeggqvist (Sweden), Nick Demey (France).

## Pye Completes Wide Distribution Changes

LONDON — Extensive changes in its distribution pattern have been completed by Pye. It will take effect beginning March 1. And from April 1, Phonodisc will introduce a revamped system of distributing Philips-Polydor product from a new depot in Ilford which will service the whole U.K.

Under the new Pye system, minimum orders are being raised from \$12 to \$24 and fewer dealers will in future receive regular van calls. Those affected will instead have to order direct from their area depots.

The Phonodisc move, engineered towards an ultimate streamlining and rationalization of the Philips-Polydor distribution, will bring about the closure of the Croydon depot. The switch to direct distribution will co-

incide with a transfer to a computer control of ordering and movement of product.

The moves focus attention on one of the chief burdens faced by the majors—that of reconciling an efficient distribution service in face of declining profit margins.

With distribution reckoned to account for around 20 percent of expenditure, it is an area which attracts close scrutiny where economies are being considered. That supplies to smaller dealers should be hit is an inevitable and a further indication of the trend towards concentration of sales in the larger high turnover outlets.

## EVOLUTION IS NOW INDIE

LONDON — Evolution Records, previously linked with Zel Records under managing director Mohammed Zachariya, has become a separate operation with new offices at 63 Old Compton Street, London, W.1., under Mrs. Betty Wrydon.

Zachariya is signing new artists for Evolution to boost its competitiveness. A&R work will be handled by independent producers, the product will be distributed in the U.K. by RCA and Zachariya himself will supervise overseas licensing.

## Rio Tourist Dept's Contest Winners Hailed by Public

RIO DE JANEIRO — The winners of the Tourist Department's annual Carnival Song contest had solid public approval. Cheers greeted the naming of the five winners by a committee of critics and artists before a crowd of 18,000 jammed into the Maracananzinho basketball stadium.

"O Primeiro Clarim" by Clecius Caldas and Rutinaldo

and Michael Holm, and Rahn plans to release one single per month. Second single to be issued will feature Austrian-Canadian singer-songwriter Jack Grunsky.

## Venezuela to Back New Wave Festival

CARACAS—The Venezuelan government will sponsor and finance the first Onda Nueva International Festival, set for Caracas in January 1971.

Onda Nueva — which means new wave—is a rhythm pattern indigenous to Venezuela and one of the chief interpreters of the music, Aldemaro Romero is currently in the U.S. setting up details for the festival.

Guests will be 25 composers and 25 artists, said Romero, and each composer must submit two compositions in onda nueva rhythm together with arrangements.

Involved in the festival organization is the television and radio station, Radio Caracas, under the general direction of Corporation Onda Nueva International.

Romero, who has been invited as guest conductor at the Festival of Latin American Song in Mexico City in March, stressed that there would be no charge for either artists or record companies for an appearance at the festival.

## One Stop Ban On Imports to U.K. Is Stayed

LONDON — The ban imposed on One Stop Records and Beat & Commercial Records (trading as Musicland) against importation of certain American album product into the U.K. in an initial court hearing held Dec. 12 was made permanent at hearing held before Justice Plowman Jan. 16.

It was also determined that the defendants pay to the plaintiffs — Carlin Music Corporation, Shadamm Music Limited, Jobete - Carlin Music Limited, Burlington Music Limited and Francis Day & Hunter Ltd.—an agreed sum by way of damages and royalties. Defendants are also to pay court costs.

The imported albums involved in the action featured product by Elvis Presley, Gladys Knight & the Pips, and Diana Ross, the Supremes and the Temptations.

won first place. Performed by old-time samba singer Dircinha Batista. "Nao Me Deixes" by Osvaldo Nunes took second place. Nunes sang his own entry. "Bandeira Branca" by Max Nunes and Laercio Alves, came third with Dalva de Oliveira singing.

Fourth was "Bloco da Lua" by Luis Reis and Miguel Gustavo; performed by the Joab Chorus, and fifth was "Broco do Dodo Crioulo" by Nilton Paz and Ivone Rabelo, and sung by Marlene.

Marlene, who was asked by the censors to refrain from "bumps and grinds," won a prize for the best interpretation, in a judges' gesture of solidarity.

The first three prizes will be shared between composer and performer and all expenses will be paid by the Venezuelan government during the four day festival.

First prize is \$10,000, second \$5,000, third \$2,500. A special popularity prize of \$2,500 will be awarded, and prizes of \$50,000 will be given for the best arrangement and for the best conductor.

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# 140 Reps Attend Philips' 70's Meet

AMSTERDAM — Theme of the third annual convention of Philips Phonographic Industries, held Jan. 22 and 23 in the RAI Congress Center, Amsterdam, was "The Challenge of the Promising Seventies" as heralded by Coen Solleveld, president of PPI and Deutsche Grammophon, in his speech which followed the opening address.

The 140 delegates from 22 countries heard how the company had expanded in the past decade throughout the world and how music publishing activities had been strengthened by the acquisition of Chappell, the world's biggest music publishing house, in 1968. Delegates also learned how the group's artist management and television division had been formed.

"We now have a solid base to expand upon and a promising new era before us," said

Solleveld, who then related how much he was impressed by the figures for tape development in the U.S. — "a dramatic development which is reshaping the structure of the music business."

The two-day convention studied all aspects of the music business, including direct marketing, rack merchandising, much publishing, musicassettes, and popular and classical repertoire.

Among the top personalities present at the convention were Georges Meyerstein - Maigret, head of the publishing division of the PPI-DGG group; Joop van der Velden, managing director of PPI, and group president Coen Solleveld.



LESLIE GOULD, third from left, at a reception to announce his appointment as director of international operations, Famous Music Corp. and chairman and managing director of Famous Chappell in the U.K. Left to right, Frank Coachworth, managing director, Chappell/London; Mort Nasitir, publisher Billboard; Bill Gallagher, president, Famous Music; Gould; Jack Weiderman, executive vice president, Famous Music, and Andre De Vekey, Billboard European director.

# Theo Seeger, Music Great, Dead at 78

HAMBURG — Theodor O. Seeger, who died in a Hamburg hospital Jan. 14 at age 78, was one of the most distinguished and honored men in the European music industry.

Born in 1891, the son of a newspaper printer and publisher, Seeger gained commercial and publishing experience early in life because of the untimely death of his father.

After a commercial education, and training in a Sofia banking company, Seeger became a bank and export merchant. After the 1914-18 war he returned to publishing, specializing in fine art periodicals.

In 1934, Richard Strauss appointed Seeger manager of the Association of German Composers and one of his most memorable achievements was his part in the creation of the Foundation for Veteran Composers.

Seeger was also active in the international field, being the German delegate to the Confederation Internationale des Societes d'Auteurs et Compositeurs (CISAC) and to the Bureau International de l'Edition Mechanique. (BIEM).

After the second world war, Seeger administered the Kompositionen (Veteran Composers' Home) until lack of financial support forced it to close down. Seeger then took over the young talent studio of Polydor and in 1956 was asked by Ralph S. Peer to head the German branch of the Peer-Southern Organization.

Seeger thus founded Peer Musikverlage and thanks to his enterprise and commercial abilities Peer and its associate companies, Alba, Tico and Team, developed from modest beginnings into one of the leading music publishing groups in Germany.

In August ill health obliged Seeger to hand over the companies to Mrs. Gertraud Seeger and Michael Karnstedt.

## Teal Plans Own Company in U.K.

LONDON — South Africa's Teal Records is planning to open up its own company in London within the next few months.

Ray Walter, who has been running the company's publishing firm, will come here to head the U.K. operation. Walter previously worked for the Aberbach music firms in South Africa and Australia. In London he has worked for Campbell Connelly and recorded for EMI AS Eddie Parker.

## New Hungarian Copyright Authors Rights Law Starts

BUDAPEST—The new Hungarian Copyright Law of 1969 went into effect Jan. 1 along with the third law regarding authors rights.

Protected are literary, dramatic and musical works, ballets, pantomimes, official speeches, radio and television plays, films and all kinds of fine arts creations including photographs. The protective period for all these works, except artistic photos, (15 years after first publication) and films (50 years after first publication) is established as in the former law of 1921—50 years after creators' death. In the case of

co-authors the period starts with the next January after the last collaborator's death.

Indefinitely protected are the creators' personal rights — i.e. obligatory mention of creators' names or obligatory anonymity, unchangeability of artistic creations etc. After expiration of the 50 years period, personal rights are guarded by the Hungarian Bureau For The Protection of Authors Rights (ARTISJUS).

Foreign creators from all countries where Hungarian creators are protected by reciprocal contracts or similar arrangements, are also covered by the new law.

Already-published works can be used without payment and creators' consent if they are used for educational purposes in schools or in scientific educational works. In both cases the mention of creators' names and original titles is obligatory.

## 'Aquele Abraco' Top Brazil Tune

RIO DE JANEIRO—A consensus of six popular music critics classified "Aquele Abraco" by Gilberto Gil as the best Brazilian song written last year. Four of composer Jorge Ben's songs were among the first.

The nine other songs were, "Irene" by Caetano Veloso; "Be-co Do Mota" by Milton Nascimento; "Pais Tropical" by Jorge Ben; "Que Pena" by Jorge Ben; "Se Voce Pensa" by Roberto and Erasmo Carlos; "Mundo Nova Vida Nova" by Luis Gonzaga Junior; "Visao Geral" by Cesar Costa Filho and Ronaldo Monteiro de Sousa; "Que Maravilha" by Jorge Ben; and, "Carolina Carol Bela" by Jorge Ben.

## Pye U.K. Rights To Ambassador

LONDON — Pye has secured U.K. licensing rights to the U.S. Ambassador label, an established budget line. The deal is for five years.

Ambassador, which incorporates a country subsidiary Mountain Dew and a catalog of

## Rack Outlets In Holland Hurt Stores

AMSTERDAM — Fears that record sales through outlets other than record shops were beginning to have an adverse effect on record dealers, were expressed at a meeting of record retailers in Amsterdam.

M. A. Norden, owner of the Intermezzo Record Shop in Amsterdam said that the real figures of record sales through the industry rack jobbing organization, Grammoservice, irregular rack jobbers and record clubs were much greater than the record industry liked to suggest.

Norden claimed that in 1969, record dealers accounted for 79.7 percent of total industry turnover, with Grammoservice claiming 8.7 percent, independent rack jobbers 9.4 percent and record clubs 2.2 percent.

Robert Oeges, assistant managing director of Polydor Nederland, claimed however that record dealers still had 95 percent of the total turnover and that Norden's estimate of the Grammoservice share was much too high.

"What could be an important factor," said Oeges, "is the activity of the independent rack jobbers, because of their price-cutting policies."

## New Indie Record Club Will Bow in U.K. on June 1

LONDON — A new record club, totally independent of any manufacturing company, will bow June 1 under the tentative title of Record Plan Ltd. The club, set up by Tim Ormiston, is being financially backed by a City firm and already has the support of many record companies.

Ormiston, who resigned his post with Redifussion's RIM label in early January to develop the club, has already negotiated deals for product from Decca, Pye, RCA, CBS, Blue Horizon, Transatlantic, Warner-Reprise, President, Ember and Beacon labels and has had talks with EMI and Island.

children's records, will be released here on Pye's Marble Arch label.

## Gruner & Jahr Station

HAMBURG — German publishing company Gruner & Jahr is launching commercial radio station, Radio Maritime GmbH, to serve an area between Tenerife and Majorca which, during the summer is visited by more than one million German tourists.

Radio Maritime, broadcasting on medium wave and VHF, will be managed by Dr. Friedrich Landgraf, Alexander Jahr and Guenther Rudin and its program director will be Klaus

Laubrunn, former editor of the youth magazine O.K.

Programs will be recorded and edited in Hamburg.

Radio Maritime will absorb the existing Studio Aleman which for three years has been operated by Guenther Rudin daily between 7 and 8 p.m., broadcasting in German.

The new station will open May 1 on a full-time basis and advertising content of the daily programs will not exceed 10 percent.

## TRANS'ATIC TRADE SHOW FEATURES THE SOFT SELL

LONDON—Transatlantic's Travelling Sound Circus took to the road Jan. 27 when it opened at the Londoner Hotel. And if the term "circus" relates more to entertainment than to a high-pressure sales conference, the description is entirely accurate.

As dealers—and there were close to 200 at the opening trade show—registered, they were given a catalog and other material. That was where the sales pitch began and that was where it ended.

According to Transatlantic chief Nat Joseph "the whole intent of this trade show is to introduce new product in an entertaining and pressure-free atmosphere and to discuss any problems dealers might have. After we tour Britain in February we'll send the tapes and slides to our European licensees for translation and use in their areas."

The brief presentation featured back-screen projection of slides on two screens with synchronized tapes of sound and humorous commentary. The show took nearly six months to produce.

Previewed in the presentation was new product by Pentangle's John Renbourn, Champion Jack Dupree, Marsupilami, Mick Farren and the People Band.

The Sound Circus continued its tour at the Central Hotel in Glasgow Feb. 9, the Piccadilly in Manchester (10) and the Leofrick Hotel in Coventry (13). Transatlantic provincial representatives and wholesalers were in attendance along with John Cooper and Dave Thomas from the London sales office.

# From The Music Capitals of the World

• Continued from page 60

March 15. . . . "Cat Woman" by **Abaco Dream** and "When Julie Comes Around" by the **Cuff Links** big hits in most markets nationally but getting no airplay here.

Irish folk singer **Danny Doyle** in town for three weeks at the Golden Nugget, Feb. 2-Saturday (21). . . . Both **Mother Tuckers** **Yellow Duck** and **Edward Bear** cutting new LP's for Capitol. . . . **David Jensen**, former lead singer of the **Eighth Day**, signed by Quality. Company hopes to break his first single in the U.S. on the MGM label. . . . Birchmount's **Pete Schofield** orchestra signed for a dance at the Ontario Science Centre, March 21. . . . **Frankie Laine** helped the Friar's Tavern begin a series of dance marathons to help publicize the opening of the club's new Nickelodeon Room. Weekly winners of the marathons which are held daily from noon to closing, will compete in a 36 or 48-hour marathon next month.

**Bruce Bissell**, WB British Columbia promotion man, reports that **Fleetwood Mac** played to capacity crowds in two shows in Vancouver recently, and that **John Hammond** drew large crowds to the city's Riverqueen during his eight day engagement. . . . "That's Where I Went Wrong" by the **Pappy Family** in the top spot at CKPT, Peterborough. "No Time" by the **Guess Who** is the chart topper at CHNO, Sudbury. . . . **Buck Owens** and "Hee Haw" regulars signed for a concert at Maple Leaf Gardens, March 1. . . . **Bill Monroe** got rave reviews for his Feb. 5 concert. **John Hart**, CFGM music director, scheduled a bluegrass special featuring the singer's disks to coincide with his appearance. . . . Radio York (York University) broadcasting 24 hours now.

London Records is distributing

## Executive Turntable

**Gerhard Schulze**, former assistant manager of Teldec, Hamburg, has been appointed general sales manager, succeeding **Artur Waizenegger**. New national sales manager is **Rolf Engleder**. . . . Discos Movieplay, Madrid, appointed **Mrs. Annie Reig** as international liaison manager, reporting to **Carlos Guitart**. . . . ATV financial director **Jack Gill** joined the board of Northern Songs. Gill is named as chairman of the company. **Charles Silver** resigned from the Northern Songs board but will remain as a consultant to the firm. He is also a director of Dick James Music.

## German Reps Named for Fest

MUNICH — Olympia Music Productions artists Ben Thomas, Knut Kiesewetter and Yvonne Silova, will represent West Germany in the Coupe d'Europe Musicale 1970 to be held in Berne, Switzerland Monday-Saturday (23-28.)

The manager of the German team is Olympia Music Productions chief **Ralph Siegel Jr.** Musical direction will be handled by **Ralf Nowy** and **Stephan Zobel**.

Meanwhile, Ben Thomas has had "Das ist kein Fall fur Scotland Yard" released by Electrola, and another Olympia artist **Buddy Caine** has recorded Siegel's own "Ich weiss, dass wir zwei uns wiedersehen" for CBS.

"Recreation Time" / "As Feelings Go" by **Spring**, the initial release of the Coast label from Vancouver. . . . **Carlton Showband** touring the East Coast. . . . RCA gospel group, **Blackwood Brothers** slated to appear in Kingston on March 6, and in Stratford, March 7. . . . The **Kinks** filled in for the **Flying Machine** at the University of Waterloo's winter carnival, Feb. 6 when the group cancelled their North American tour. **Neil Diamond** and **Dion** also headlined the show. . . . Recent **Elvis Presley** promotional salute at CKOC, Hamilton drew almost 10,000 entries to a contest held in connection with the weekend special. . . . New single by the **Meadow** (formerly **Mythical Meadow**) is a Beatle song, "Oh Darling." . . . Illness and missing plane flights forced **Thelonious Monk** to arrive four days late for his opening at the Colonial Tavern. . . . RCA servicing the Winnipeg area from their Toronto offices. . . . A Motown Revue is being scheduled at O'Keefe Centre for sometime in March. . . . **Duke Ellington** orchestra joined the **Toronto Symphony** for a concert, Feb. 14. . . . **Leapy Lee's** "Good Morning" a popular song on MOR and country stations. . . . **Bobby Bare** at the Horseshoe Monday (16)-Saturday (21).

## RIO DE JANEIRO

Brothers **Marcos** and **Paulo Sergio Vale** are making separate LP's for Odeon. . . . **Elis Regina** and **Maria Betania** made personal appearances in Sao Paulo nightclubs. . . . The third **Jimi Hendrix** record has been released in Brazil—"The Jimi Hendrix Experience" (Polydor). Hendrix is a great influence on Brazilian pop composers. . . . Most of the big record companies gave their employees paid holidays between New Year's and Carnival—summer in the southern hemisphere. . . . **Elizabeth**, composer and singer, has been contracted by **Enrique Lebediger** for RGE Records and Editores Fermata publishing house. **HENRY JOHNSTON**

## PARIS

Barclay artist **Alain Barriere** has recorded in London "While I Live," "Now That Love Has Gone" and "Why Don't You Go" by **Gil King** for Major Minor release. . . . **Sidney Bechet**, **Louis Armstrong** and **Mezz Mezzrow** are featured on the Vogue budget double-album "Jazz Classics of New Orleans." . . . Barclay is releasing four albums of Brazilian music from the Elenco catalog. . . . Following her appearance at MIDEM, **Astrud Gilberto** made a TV appearance on the ORTF show "Arpeges." . . . Philips is promoting five albums by **Serge Gainsbourg** backed by the **Alain Goraguer** and **Arthur Greenslade** orchestras. One, dedicated to **Brigitte Bardot**, is titled "Initials B.B." . . . From the Verve/Forecast label, Polydor is launching the Moving Folk series. First albums are by **Richie Havens**, **Janis Ian**, and **Tim Hardin**. From the Storyville catalog Polydor is issuing an 11-album package, "Portraits in Blues." **MICHAEL WAY**

## COLOGNE

German music publisher **Bosworth & Co.** has moved to new offices at Richartzstrasse 10, 5 Cologne 1. Bosworth, whose catalog includes a number of Franz Lehar operettas, is publishing a special luxury edition of the Lehar waltz "Gold and Silver," to commemorate the centenary this year of the composer's birth. . . . Gerig Musikverlage, which had great success with the song "I'm a Man" as recorded by the **Spencer Davis** group, is benefiting from the re-

vival of the song by **Chicago** on CBS, which is making a big impact here and getting heavy jukebox play.

**URSULA SCHUEGRAF**

## HAMBURG

Metronome reports 10,000 sales of the **Siw Malmqvist** album "Today" within two weeks of release. . . . The second German music festival held in the first week of February in Hannover, featured 50 first performances and 13 national premieres among works from 120 contemporary German composers. . . . MCA artist **Josef Lufer** drew excellent criticisms following his first performance in Hamburg. . . . The **Arrivals'** recording "Friends" is getting extensive airplay here. . . . German artist **Manuela** has lodged a complaint through her lawyer against ARD program director **Gruefeldt** and the jury who failed to nominate her as one of the candidates from whom Germany's Eurovision representative will be selected. **WALTER MALLIN**

## WELLINGTON, N. Z.

Allied International has completed arrangements with Audio Fidelity, U.K., to release the full catalog of International Victrola and Victor lines. The arrangement was made through RCA Records, U.K. . . . First single, "Fire," released on Pye by **Cellophane**, winner of last year's local Battle of the Bands contest. . . . Budget lines booming in New Zealand following marketing arrangements and concessions made with national supermarkets and chain stores during last few months. . . . HMV signed **Dave Jordan**, twice winner of the composers' Silver Scroll Award. He will record a single shortly.

Kiwi Records, A.H. and A.W. Reed subsidiary, has produced a series of language educational LP's in French and Maori, conforming with the Education Department requirements. With the printed texts they are scheduled for export. An Australian subsidiary has already been set up. . . . Songwriters **Clive Cockburn** and **Val Murphy** will record an LP for HMV. . . . Back in New Zealand after touring the U.K., Hong Kong, Philippines and Australia, **Human Instinct** released "I Think I'll Go Back Home" (Pye). . . . U.K. group the **Peddlers** will tour shortly and appear for a season at Oliver's night club, Wellington. The group is also set for two short, live television shows produced by **John Barningham**. . . . **Howard Morrison** has recorded "Tell Me," a **Bacharach-David** composition, for worldwide distribution. Local RCA chief **Bill Walsh** made the decision to promote it worldwide. Producer was **Wayne Senior**, a double gold disk award winner. . . . Group **Max Marritt** and the **Meteors** signed with RCA (Australia). **JOHN P. MONAGHAN**

## BERLIN

Intro/Hansa has launched the 16-year-old singer **Marlann Rosenberg** who, together with songwriter **Joachim Heider**, has signed an exclusive contract with the company. . . . The Felix Mendelssohn-Bartholdy prize has been awarded to 20-year-old pianist **Raymund Havenith** of Cologne and to the Hamburg string quartet of **Kiyoshi Okayama**, **Yoshiko Hattori**, **Hans Kohlhase** and **Richard Grocock**. The award is made annually by the Berlin Foundation Stiftung Preussischer Kulturbesith to students at German music colleges. . . . Hansa Music Productions reports that "Jingle Jangle" by the **Archies** has reached gold disk status. A German version of the song has been recorded by **Manuela**. . . . According to the German Disc Jockey Organization, the biggest hit of 1969 in German discotheques was "Geh nicht vorbei" by **Christian Anders**. . . . **Peter Meisel's** progressive pop band **Shol Caravan** will tour Czechoslovakia in March. . . . Hansa is giving

strong promotion to "Ma Belle Amie" by the Dutch group **Tea Set**. **WALTER MALLIN**

## STOCKHOLM

**Toots Thielemans** (Philips) visited Sweden recently to record a program for TV 2 produced by **Olle Helander** and **Karl Haskel**. So Philips is busy promoting the new LP "Toots on Tour." . . . U.S. bassist **Red Mitchell** has been engaged for a special TV orchestra on Channel 1 titled "Hylands Horna" featuring **Lennart Hyland** and guests. . . . The soundtrack LP from the TV series "Pippi Langstrump" (Philips) has sold more than 100,000 copies and Philips will have more orders coming in. It may become the biggest LP seller so far in Sweden. . . . **Jethro Tull** (Island) and the **Clouds** (Island) are touring Scandinavia. . . . **Jokkmokks-Jokke** (Karussell) taking a rest, after hectic year, in Canary Islands. . . . **Love Affair** in Sweden for concerts and so CBS are promoting new single "Lincoln County."

Philips still handling a lot of CBS' foreign catalog and are at present promoting **The Gun's** album "Gunsight." They are also promoting a new CBS cassette with **Walters Carols**, "Switched-On Bach." . . . Two new signings for Sonet Grammofoon AB — singer **Stefan Dehmer** and pop group **Opus III**. . . . Folk group **Diddlers** (Sonet) have signed management contract with Hefan Information, owned by **Lars-Olof Helen**. Diddlers will make their first single in Swedish this month. . . . Sonet working on minor promotion campaign for new Cadel albums with artists **Brother Jack McDuff**, **The Soulful Strings** and **Marlena Shaw**. **KJELL GENBERG**

## ZURICH

Switzerland leading show orchestra, the **Hazy Osterwald Sex-**

tet, will play its first ever U.S. engagement at the Red Onion, Aspen, Colo., during this month and March. To coincide with the visit, **Osterwald** plans to release an album by the sextet on his Mabel label in the U.S. . . . Musikvertrieb has acquired Swiss distribution of the German Resono label which specializes in television soundtracks. First Swiss release is an album by **Hase Caesar**. . . . The S&S Record Service, run by Swiss businessmen Studach and Sollberger, has taken over distribution in Switzerland of the low-price Europa - Somerset catalog. The S&S company is located in Basel at Grienstrasse 115. . . . Intercord has released the debut recording of the pop trio **Twins Company**, "These Are Not My People." . . . "Grueziwohl Frau Stirnimaa," the Swiss hit by the **Minstrels**, has sold more than 240,000 copies to become the best-selling record ever released in Switzerland. EMI's **Hans-Ueli Hasler** reports that sales are still good. . . . Former journalist **Peter Zumsteg** has opened a progressive pop club, the Electric Circus, in Lausanne and has already featured **Terry Reid**, **Circus**, **Keith Relf's Renaissance** and The Swiss group **Krokodil**.

**Vera Waelle**, former singer with **Les Sauterelles**, has made her debut as a solo artist for Philips with the German version of the **Jackie de Shannon** hit "Put a Little Love in Your Heart" ("Alles Theorie"). . . . **Frank Zappa's** Straight Records will be distributed here by EMI. . . . **Hans-Heinrich Kunz**, who opened Switzerland's first record import shop, Musicland in Zurich, has opened a progressive pop club called Cheetah which will feature British and U.S. groups, live and on disk. . . . Producer **Werner Schmid** is planning a Swiss production of the musical "Hair." . . . **Les Sauterelles** have released

(Continued on page 64)

## HITS OF SPAIN

BIGGEST IN SALES DURING CHRISTMAS SEASON

# LA ROMERIA EL ABUELO VITOR PAXARINOS

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(BELTER RECORDS)

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# HITS OF THE WORLD

## BRAZIL

SAO PAULO  
(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1	1	A NAMORADA QUE SONHEI—Nilton Cesar (RCA)	Nilton Cesar (RCA)
2	1	I'VE BEEN HURT—Bill Deal (Polydor)	Bill Deal (Polydor)
3	2	VENUS—Shocking Blue (Polydor)	Shocking Blue (Polydor)
4	3	SE EU PUDESSE CONVERSAR COM DEUS—Antonio Marcos (RCA)	Antonio Marcos (RCA)
5	4	YESTER-ME, YESTER-YOU YESTERDAY—Stevie Wonder (Ebrau)	Stevie Wonder (Ebrau)
6	5	MY PLEDGE OF LOVE—Joe Jeffrey (Top Tape)	Joe Jeffrey (Top Tape)
7	6	UMA LAGRIMA—Paulo Henrique (RCA)	Paulo Henrique (RCA)
8	7	TRISTE—Almir Rogerio (Copacabana)	Almir Rogerio (Copacabana)
9	8	THE COLOUR OF MY LOVE—Jefferson (Decca)	Jefferson (Decca)
10	9	PAIS TROPICAL—Wilson Simonal (Odeon)	Wilson Simonal (Odeon)

## BRITAIN

(Courtesy Record Retailer)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOVE GROWS—*Edison Lighthouse (Bell)—Mustard/Schroeder/Mason (Tony Macaulay)	Edison Lighthouse (Bell)
2	4	LEAVIN' ON A JET PLANE—Peter, Paul and Mary (Warner Bros.) Harmony (A. Grossman/M. Okun)	Peter, Paul and Mary (Warner Bros.)
3	15	LET'S WORK TOGETHER—Canned Heat (Liberty)—United Artists (Skip Taylor/Canned Heat)	Canned Heat (Liberty)
4	6	WITCH'S PROMISE—*Jethro Tull (Chrysalis)—Chrysalis (Terry Ellis/Ian Anderson)	Jethro Tull (Chrysalis)
5	5	COME AND GET IT—Badfinger (Apple) Northern	Badfinger (Apple)
6	3	REFLECTIONS OF MY LIFE—*Marmalade—Walrus (Marmalade)—Decca	Marmalade (Decca)
7	2	TWO LITTLE BOYS—*Rolf Harris (Columbia)—Darewski (C. M. Clarke)	Rolf Harris (Columbia)
8	10	TEMMA HABOUT—*Mary Hopkin (Apple)—Rak/Major Oak (Mickie Most)	Mary Hopkin (Apple)
9	8	I'M A MAN—Chicago (CBS)	Chicago (CBS)
10	21	VENUS—*Shocking Blue (Penny Farthing)—Page Full of Hits (Rob Van Leeuwen)	Shocking Blue (Penny Farthing)
11	9	FRIENDS—*Arrival (Decca)—Carlin/Enquiry (Alex Murray)	Arrival (Decca)
12	30	I WANT YOU BACK—Jackson 5 (Tamla/Motown)—Jobete Carlin (Corporation)	Jackson 5 (Tamla/Motown)
13	7	RUBY DON'T TAKE YOUR LOVE TO TOWN—Kenny Rogers & the First Edition (Reprise)—Southern	Kenny Rogers & the First Edition (Reprise)
14	13	I CAN'T GET NEXT TO YOU—Temptations (Tamla Motown)—Jobete/Carlin (Norman Whitfield)	Temptations (Tamla Motown)
15	11	ALL I HAVE TO DO IS DREAM—Bobbie Gentry/Glen Campbell (Capitol)—Acuff-Rose (Kelly Gordon/Al De Lory)	Bobbie Gentry/Glen Campbell (Capitol)
16	28	WEDDING BELL BLUES—5th Dimension (Liberty)—20th Century (Bones Howe)	5th Dimension (Liberty)
17	12	SUSPICIOUS MINDS—Elvis Presley (RCA)—London Tree (Mark Lipskin)	Elvis Presley (RCA)
18	36	WANDRIN' STAR/I TALK TO THE TREES—Lee Marvin, Clint Eastwood (Paramount)—Chappell (Tom Mack)	Lee Marvin, Clint Eastwood (Paramount)
19	17	SOMEDAY WE'LL BE TOGETHER—Diana Ross & the Supremes (Tamla Motown)—Jobete/Carlin (Johnny Bristol)	Diana Ross & the Supremes (Tamla Motown)
20	16	HITCHING A RIDE—Vanity Fare (Page One)	Vanity Fare (Page One)
21	14	TRACY—Cuff Links (MCA)—Van Lee & Emily M	Cuff Links (MCA)
22	49	MY BABY LOVES LOVIN'—White Plains (Deram)—Cookaway (Greenaway/Cook)	White Plains (Deram)
23	25	BOTH SIDES NOW—Judy Collins (Elektra)—Essex (Mark Abramson)	Judy Collins (Elektra)
24	32	YEARS MAY COME YEARS MAY GO—*Herman's Hermits (Columbia)—Cyril Shana (Mickie Most)	Herman's Hermits (Columbia)
25	20	THE LIQUIDATOR—8 Harry J. All Stars (Trojan)—B and C (Harry Johnson)	8 Harry J. All Stars (Trojan)
26	19	SUGAR, SUGAR—Archies (RCA)—Don Kirshner Music	Archies (RCA)
27	18	GOOD OLD ROCK 'N' ROLL—*Dave Clark Five (Columbia)—Various (Dave Clark)	Dave Clark Five (Columbia)
28	22	MELTING POT—*Blue Mink (Phillips)—Cookaway (Blue Mink)	Blue Mink (Phillips)
29	27	LET IT ALL HANG OUT—Jonathan King (Decca)—Jon Jo (Jonathan King)	Jonathan King (Decca)
30	24	BUT YOU LOVE ME DADDY—Jim Reeves (RCA)—Burlington (Chet Atkins/Danny Davies)	Jim Reeves (RCA)
31	26	LEAVIN' DURHAM TOWN—*Roger Whittaker (Columbia)—Meyolico (Dennis Preston)	Roger Whittaker (Columbia)
32	41	RAINDROPS KEEP FALLING ON MY HEAD—Sacha Distel (Warner Bros.)—Blue Seas/Jac (Jimmy Wisner)	Sacha Distel (Warner Bros.)
33	29	WITHOUT LOVE—*Tom Jones (Decca)—Valley (Peter Sullivan)	Tom Jones (Decca)
34	33	ELIZABETHAN REGGAE—*Byron Lee (Duke)—Chappell (Byron Lee)	Byron Lee (Duke)
35	46	NA NA HEY HEY KISS HIM GOODBYE—Steam (Fontana)—United Artists (Paul Lenka)	Steam (Fontana)

This Week	Last Week	Title	Artist
31	31	JUST A LITTLE MISUNDERSTANDING—Contours (Tamla Motown)—Jobete Carlin (C. Paul/W. M. Stevenson)	Contours (Tamla Motown)
32	—	DOWN ON THE CORNER—Creedence Clearwater Revival (Liberty)—Burlington (John Fogerty)	Creedence Clearwater Revival (Liberty)
33	34	GIRLIE—*Peddlers (CBS)—Lillian/Carlin (Cyril Smith)	Peddlers (CBS)
34	48	SOMETHING'S BURNING—Kenny Rogers & the First Edition (Reprise)—Carlin (Jimmy Bowen/K. Rogers)	Kenny Rogers & the First Edition (Reprise)
35	—	UNITED WE STAND—Brotherhood of Man (Deram)—Mills (Tony Hiller)	Brotherhood of Man (Deram)
36	40	GOOD MORNING—Leapy Lee (MCA)	Leapy Lee (MCA)
37	23	COMIN' HOME—Delaney & Bonnie (Atlantic)—Throat (DG ON)	Delaney & Bonnie (Atlantic)
38	—	LIGHT FLIGHT (LP)—Pertangle (Transatlantic)—Carlin (Shel Talm)	Pertangle (Transatlantic)
39	—	SYMPATHY (LP)—Rare Bird (Charisma)—Stratsong (John Anthony)	Rare Bird (Charisma)
40	47	AUGUST OCTOBER—*Robin Gibb (Polydor)—NEMS (Robin Gibb)	Robin Gibb (Polydor)
41	—	BE YOUNG BE FOOLISH BE HAPPY—Tams (Stateside)—Lowery (Joe South)	Tams (Stateside)
42	—	VIETNAM (LP)—Jimmy Cliff (Trojan)—Island (Leslie Kong/Larry Fallon)	Jimmy Cliff (Trojan)
43	45	TRY A LITTLE KINDNESS—Glen Campbell (Capitol)—Ardmore & Beechwood (Al De Lory)	Glen Campbell (Capitol)
44	35	SHE SOLD ME MAGIC—Lou Christie (Buddah)	Lou Christie (Buddah)
45	43	WITH THE EYES OF A CHILD—*Cliff Richard (Columbia)—Peter Vince	Cliff Richard (Columbia)

## DENMARK

(Courtesy Danish Group of IFPI)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HER KOMMER PIPPI LANGSTRUMP—Inger Nilsson (Philips)	Inger Nilsson (Philips)
2	2	DU BURDE KOEBE DIG EN TYROLERHAT—*Johnny Reimar (Philips)—Sweden Music	Johnny Reimar (Philips)
3	3	SUGAR SUGAR—Archies (RCA)—Sweden Music	Archies (RCA)
4	—	TAKE OFF YOUR CLOTHES—Peter Sarstedt (United Artists)—Sweden Music	Peter Sarstedt (United Artists)
5	8	LINDA—Jeremy Spencer (Reprise)	Jeremy Spencer (Reprise)
6	6	PROEV OG DROEM NOGET SMUKT—*Ole (Polydor)—Dacapo	Ole (Polydor)
7	7	ONE MILLION YEARS—Robin Gibb (Polydor)—Dacapo	Robin Gibb (Polydor)
8	—	DON'T CRY DADDY—Elvis Presley (RCA)—Dacapo	Elvis Presley (RCA)
9	—	YESTER-ME YESTER-YOU YESTERDAY—Stevie Wonder (Tamla-Motown)—Imudico	Stevie Wonder (Tamla-Motown)
10	5	SUSPICIOUS MINDS—Elvis Presley (RCA)—Dacapo	Elvis Presley (RCA)

## JAPAN

(Courtesy Original Confidence Co., Ltd.)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KURONEKO NO TANGO—*Minagawa Osamu (Philips)—Suiseisha	Minagawa Osamu (Philips)
2	2	DRIF NO ZUNDOKO-BUSHI—*Drifters (Toshiba)—Watanabe	Drifters (Toshiba)
3	3	SHIROI IRO WA KOIBITO NO IRO—*Betzy & Chris (Denon)—Pacific	Betzy & Chris (Denon)
4	4	AWAZUNI AISHITE—*Uchiyama Hiroshi & Cool Five (RCA)—Ai Pro.	Uchiyama Hiroshi & Cool Five (RCA)
5	9	WATASHI GA SHINDARA—*Hirota Mieko (Columbia)—Watanabe	Hirota Mieko (Columbia)
6	10	THE TRAIN—1910 Fruitgum Co. (Buddah)—Aberback Tokyo	1910 Fruitgum Co. (Buddah)
7	7	KENKA NO ATO DE KUCHIZUKE O—*Ishida Ayumi (Columbia)—J&K	Ishida Ayumi (Columbia)
8	12	KOKUSAISEN MACHIAISHITSU—*Aoe Mina (Victor)—Fuji	Aoe Mina (Victor)
9	5	HANA TO NAMIDA—*Mori Shin-ichi (Victor)—Watanabe	Mori Shin-ichi (Victor)
10	8	WAKARE NO SAMBA—Hasegawa Kiyoshi (Philips)—Shinko	Hasegawa Kiyoshi (Philips)
11	15	KOIBITO/OMOIDE NO GREEN GRASS—*Moriyama Ryoko (Philips)—Shinko/Shogakukan	Moriyama Ryoko (Philips)
12	—	AI NO BIGAKU—*Peter (CBS Sony)—S&T	Peter (CBS Sony)
13	14	COME TOGETHER/SOMETHING—Beatles (Apple)—Toshiba	Beatles (Apple)
14	17	SHINJUKU NO ONNA—*Fuji Keiko (RCA)—Nihon Geino	Fuji Keiko (RCA)
15	11	SEALED WITH A KISS—Lettermen (Capitol)—Taiyo	Lettermen (Capitol)
16	6	IKEBUKURO NO YORU—*Aoe Mina (Victor)—Zen-On	Aoe Mina (Victor)
17	16	DOYO NO YORU NANIKAGA OKIRU—*Mayuzumi Jun (Capitol)—Ishihara	Mayuzumi Jun (Capitol)
18	13	EARLY IN THE MORNING—Cliff Richard (Odeon)—Revue Japan	Cliff Richard (Odeon)
19	—	NAGEKI NO BOIN—*Gettei Kacho (Teichiku)—Mirika	Gettei Kacho (Teichiku)
20	—	KITAGUNI NO MACHI—*Tsuruoka Masayoshi & Tokyo Romantica (Teichiku)—Geion	Tsuruoka Masayoshi & Tokyo Romantica (Teichiku)

## MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	2	DOWN ON THE CORNER—Creedence Clearwater Revival (Liberty)	Creedence Clearwater Revival (Liberty)
2	3	DON'T CRY DADDY—Elvis Presley (RCA)	Elvis Presley (RCA)
3	6	CALL ME NUMBER ONE—Tremeloes (CBS)	Tremeloes (CBS)
4	4	WHEN JULIE COMES AROUND—Cufflinks (Decca)	Cufflinks (Decca)
5	1	EARLY IN THE MORNING—Vanity Fare (Philips)	Vanity Fare (Philips)
6	10	TWO LITTLE BOYS—Rolf Harris (Columbia)	Rolf Harris (Columbia)
7	5	MAKE YOUR OWN KIND OF MUSIC—Mama Cass (Stateside)	Mama Cass (Stateside)
8	—	MARIAN—Cats (Columbia)	Cats (Columbia)
9	—	COME AND GET IT—Badfinger (Apple)	Badfinger (Apple)
10	7	JINGLE JANGLE—Archies (RCA)	Archies (RCA)

## MEXICO

(Courtesy Radio Mil)

This Week	Last Week	Title	Artist
1	2	LA NAVE DEL OLVIDO—Jose Jose (RCA)	Jose Jose (RCA)
2	7	VENUS—Shocking Blue (Polydor)	Shocking Blue (Polydor)
3	1	SUGAR, SUGAR (Azucar, Azucar)—Archies (RCA)	Archies (RCA)
4	4	UNA LAGRIMA—Estela Nunez (RCA)	Estela Nunez (RCA)
5	3	HERIDO (I've Been Hurt)—Bill Deal & Rhondels (Polydor)	Bill Deal & Rhondels (Polydor)
6	5	EL AMOR ES PARA LOS DOS—Los Baby's (Peerless)	Los Baby's (Peerless)
7	6	ORGULLOSA MARIA (Proud Mary)—Creedence Clearwater (Liberty)	Creedence Clearwater (Liberty)
8	—	EN MI LIBRO—Marco Antonio Vazquez (Peerless)	Marco Antonio Vazquez (Peerless)
9	9	TU QUE ME DAS—Carlos Lico (Capitol)	Carlos Lico (Capitol)
10	10	YO TE AMO . . . YO TAMPOCO—Sergio Gainsbourg-Jane Birkin (Gamma)	Sergio Gainsbourg-Jane Birkin (Gamma)

## NEW ZEALAND

(Courtesy New Zealand Broadcasting)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	NATURE—*Fourmyla (HMV)	Fourmyla (HMV)
2	5	NA NA HEY HEY KISS HIM GOODBYE—Steam (Fontana)	Steam (Fontana)
3	8	COME AND GET IT—Badfinger (Apple)	Badfinger (Apple)
4	2	AND WHEN I DIE—Blood Sweat & Tears (CBS)	Blood Sweat & Tears (CBS)
5	6	(CALL ME) NUMBER ONE—Tremeloes (CBS)—Biem (GRC)	Tremeloes (CBS)
6	3	LADY SAMANTHA—*Shane (HMV)—Oliver (Crewe)	Shane (HMV)
7	4	JEAN—Oliver (Crewe)	Oliver (Crewe)
8	7	WEDDING BELL BLUES—Fifth Dimension (Liberty)	Fifth Dimension (Liberty)
9	10	DOWN ON THE CORNER—Creedence Clearwater Revival (Liberty)	Creedence Clearwater Revival (Liberty)
10	—	RAINDROPS KEEP FALLING ON MY HEAD—B.J. Thomas (Scepter)	B.J. Thomas (Scepter)

## NORWAY

(Courtesy Verdens Gang)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	6	RAINDROPS KEEP FALLING ON MY HEAD—B.J. Thomas (Scepter)—Sonora	B.J. Thomas (Scepter)
2	1	SUGAR SUGAR—Archies (RCA Victor)—Sweden Music	Archies (RCA Victor)
3	4	YESTER-ME YESTER-YOU YESTERDAY—Stevie Wonder (Tamla/Motown)—Bendixsen	Stevie Wonder (Tamla/Motown)
4	5	MELTING POT—Blue Mink (Philips)	Blue Mink (Philips)
5	2	SOMETHING—Beatles (Apple)—Sonora	Beatles (Apple)
6	3	JE T'AIME . . . MOI NON PLUS—Jane Birkin & Serge Gainsbourg (Disc 'A2)—Stockholms Musikproduktion	Jane Birkin & Serge Gainsbourg (Disc 'A2)
7	7	VI VIL GI—*Gluntan (Odeon)—EMI Norsk	Gluntan (Odeon)
8	—	DON'T CRY DADDY—Elvis Presley (RCA Victor)—Belinda	Elvis Presley (RCA Victor)
9	9	I'LL NEVER FALL IN LOVE AGAIN—Bobbie Gentry (Capitol)—Sonora	Bobbie Gentry (Capitol)
10	8	OH WELL—Fleetwood Mac (Reprise)—Bendixsen	Fleetwood Mac (Reprise)

## PUERTO RICO

(Courtesy WKAQ-EL Mundo)

This Week	Last Week	Title	Artist
1	1	CHE CHE COLE—Willie Colon (Fania)	Willie Colon (Fania)
2	2	NEGRA PALOMA—Marco A. Muniz (RCA)	Marco A. Muniz (RCA)
3	3	TUS RECUERDOS—Lebron Bros. (Cotique)	Lebron Bros. (Cotique)
4	4	IT'S FOR YOU—Challengers (Mariel)	Challengers (Mariel)
5	5	PELAO—Ralfi Pagan (Fania)	Ralfi Pagan (Fania)
6	6	QUE LEVANTE LA MANO—Roberto Ledesma (Gema)	Roberto Ledesma (Gema)
7	7	EL HUERFANITO—Blanca R. Gil (Velvet)	Blanca R. Gil (Velvet)
8	8	AMPARO ARREBATO—Ricardo Rey (Alegre)	Ricardo Rey (Alegre)
9	9	TIEMBLAS—Tito Rodriguez (UA Latino)	Tito Rodriguez (UA Latino)
10	10	TAKE A LETTER MARIA—R.B. Greaves (Atco)	R.B. Greaves (Atco)

## RIO DE JANEIRO

(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1	2	SE EU PUDESSE CONVERSAR COM DEUS—Antonio Marcos (RCA)	Antonio Marcos (RCA)
2	1	A NAMORADA QUE SONHEI—Nilton Cesar (RCA)	Nilton Cesar (RCA)
3	3	A CIGANA—Nelson Ned (Copacabana)	Nelson Ned (Copacabana)
4	4	VENUS—Shocking Blue (Polydor)	Shocking Blue (Polydor)
5	5	YESTER-ME, YESTER-YOU YESTERDAY—Stevie Wonder (Ebrau)	Stevie Wonder (Ebrau)
6	6	YOU'VE GOT YOUR TROUBLES—Jack Jones (Cahntecler)	Jack Jones (Cahntecler)
7	7	SUGAR, SUGAR—Archies (RCA)	Archies (RCA)
8	8	I'VE BEEN HURT—Bill Deal (Philips)	Bill Deal (Philips)
9	9	MY PLEDGE OF LOVE—Joe Jeffrey (Top-Tape)	Joe Jeffrey (Top-Tape)
10	10	TAKE A LETTER MARIA—R.B. Greaves (Philips)	R.B. Greaves (Philips)

## SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	1	OH ME, OH MY—Lulu (Columbia)	Lulu (Columbia)
2	2	SIGN ON FOR THE GOOD TIMES—Merrilee Rush (Stateside)	Merrilee Rush (Stateside)
3	3	TRY A LITTLE KINDNESS—Glen Campbell (Capitol)	Glen Campbell (Capitol)
4	5	DOWN ON THE CORNER—Creedence Clearwater Revival (Liberty)	Creedence Clearwater Revival (Liberty)
5	7	RAINDROPS KEEP FALLING ON MY HEAD—B.J. Thomas (Scepter)	B.J. Thomas (Scepter)
6	8	ALL I HAVE TO DO IS DREAM—Glen Campbell & Bobbie Gentry (Capitol)	Glen Campbell & Bobbie Gentry (Capitol)
7	—	TWO LITTLE BOYS—Rolf Harris (Columbia)	Rolf Harris (Columbia)
8	—	REFLECTIONS OF MY LIFE—Marmalade (CBS)	Marmalade (CBS)
9	4	ELI'S COMING—Three Dog Night (Stateside)	Three Dog Night (Stateside)
10	6	RAIN—Jose Feliciano (RCA)	Jose Feliciano (RCA)

## SOUTH AFRICA

(Courtesy Springbok Radio, EMI)

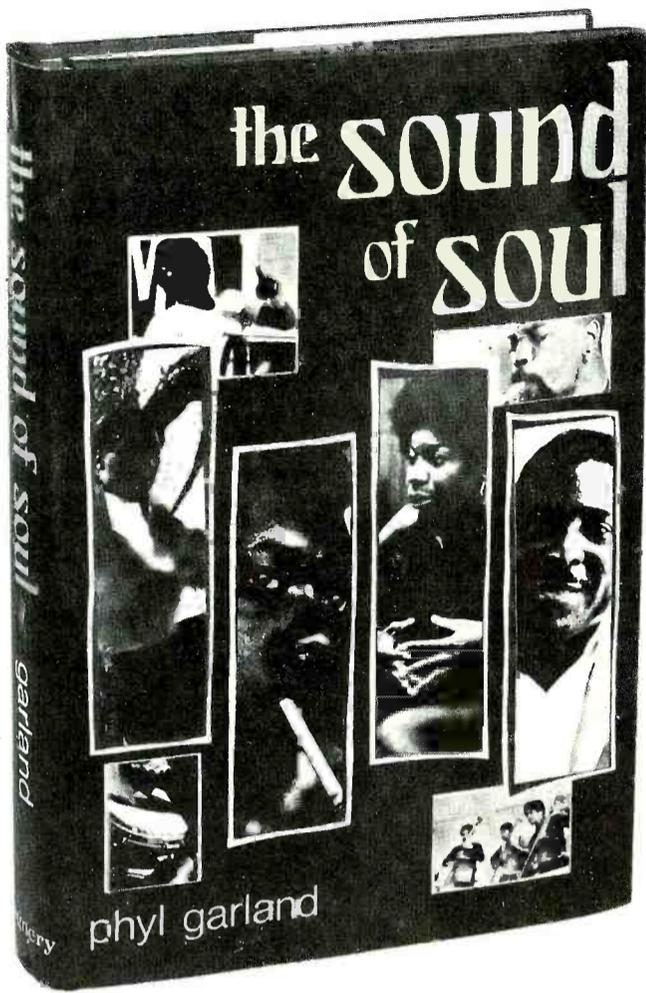
This Week	Last Week	Title	Artist
1	1	PRETTY BELINDA—Chris Andrews (Pye)—Laetrec (Teal)	Chris Andrews (Pye)
2	3	THERESA—Dave Mills (Storm)—Kerry Dempsey—Angela Music (Gallo)	Dave Mills (Storm)
3	4	RAINDROPS KEEP FALLING ON MY HEAD—B.J. Thomas (Scepter)—Laetrec (Gallo)	B.J. Thomas (Scepter)
4	5	JAM UP JELLY TIGHT—Tommy Roe (ABC Paramount)—Lowery Music (Teal)	Tommy Roe (ABC Paramount)
5	2	CALL ME NUMBER ONE—Tremeloes (CBS)—Biem (GRC)	Tremeloes (CBS)
6	7	WITHOUT LOVE—Tom Jones (Decca)—Duchess Music (Gallo)	Tom Jones (Decca)
7	10	DON'T CRY DADDY—Elvis Presley (RCA)—Belinda (Teal)	Elvis Presley (RCA)
8	—	ALL I HAVE TO DO IS DREAM—Bobby Gentry/Glen Campbell (Capitol)—Kelly Gordon & Al DeLory-Acuff Rose (EMI)	Bobby Gentry/Glen Campbell (Capitol)
9	8	HE AIN'T HEAVY, HE'S MY BROTHER—Hollies (Parlophone)—Alto Music (EMI)	Hollies (Parlophone)
10	—	LIQUIDATOR—Harry J. All Stars (Fontana)—Harry J. Recording—Biem (Trutone)	Harry J. All Stars (Fontana)

## WB Sets Up System

Continued from page 60

on geographical sales patterns of the company's product. The information supplied will assist branches in planning sales and promotional campaigns here.

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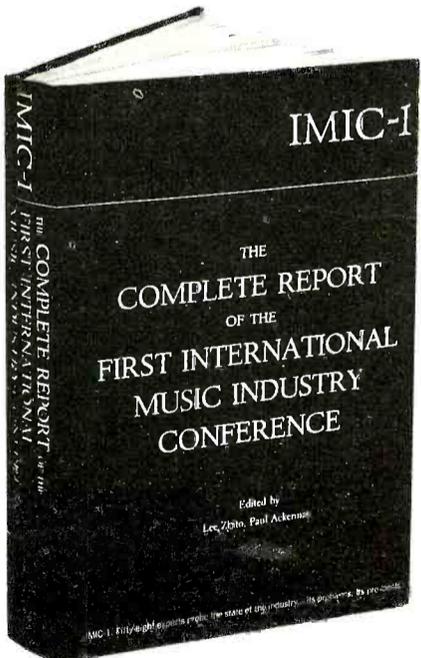
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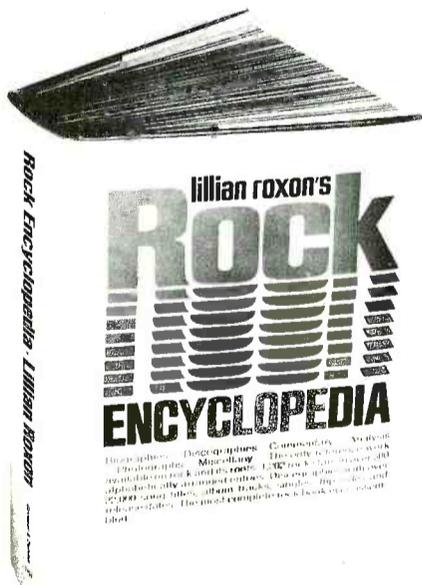
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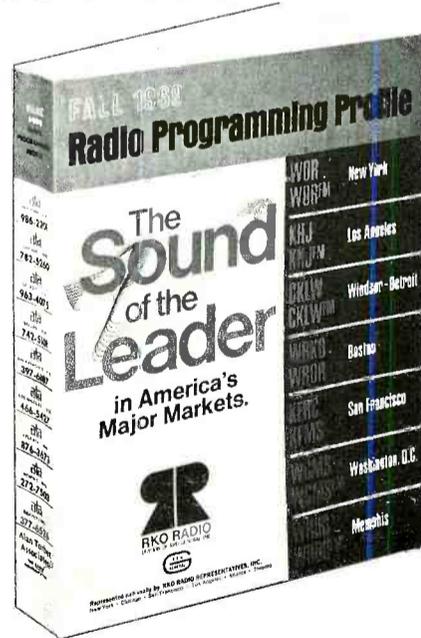
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# HOT 100

FOR WEEK ENDING FEBRUARY 21, 1970

★ STAR PERFORMER—Sides registering greatest proportionate sales progress this week. Record Industry Association of America seal of certification as million selling single.

WEEKS ON CHART	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
1	4	8	1 <b>THANK YOU (Falettin Me Be Mice Elf Again/EVERYBODY IS A STAR)</b> Sly & the Family Stone (Sly Stone), Epic 5-10555																											
2	5	7	2 <b>HEY THERE LONELY GIRL</b> Eddie Holman (Peter DeAngelis), ABC 11240																											
3	13	49	3 <b>BRIDGE OVER TROUBLED WATER</b> Simon & Garfunkel (Simon, Garfunkel & Halsey), Columbia 4-45079																											
4	2	2	4 <b>I WANT YOU BACK</b> The Jackson 5 (The Corporation), Motown 1157																											
5	9	18	5 <b>TRAVELIN' BAND/WHO'LL STOP THE RAIN</b> Credence Clearwater Revival (John Fogerty), Fantasy 637																											
6	6	9	6 <b>NO TIME</b> Guess Who (Jack Richardson), RCA 74-0300																											
7	3	3	7 <b>RAINDROPS KEEP FALLING ON MY HEAD</b> B.J. Thomas (Burt Bacharach-Hal David), Scepter 12265																											
8	8	11	8 <b>PSYCHEDELIC SHACK</b> The Temptations (Norman Whitfield), Gordy 7096																											
9	4	1	9 <b>VENUS</b> Shocking Blue (Robert van Leeuwen), Colossus 108																											
10	14	26	10 <b>RAINY NIGHT IN GEORGIA</b> Brook Benton (Arif Mardin), Cotillion 44057																											
11	10	13	11 <b>ARIZONA</b> Mark Lindsay (Jerry Fuller), Columbia 4-45037																											
12	12	16	12 <b>WALK A MILE IN MY SHOES</b> Joe South (Joe South), Capitol 2704																											
13	11	5	13 <b>WITHOUT LOVE (There Is Nothing)</b> Tom Jones (Peter Sullivan), Parrot 40045																											
14	18	33	14 <b>MA BELLE AMIE</b> Tee Set (Jerry Ross), Colossus 107																											
15	16	27	15 <b>THE THRILL IS GONE</b> B. B. King (Bill Szymczyk), BluesWay 61032																											
16	24	50	16 <b>THE RAPPER</b> Jaggerz (Sixxus Prod), Kama Sutra 502																											
17	7	6	17 <b>I'LL NEVER FALL IN LOVE AGAIN</b> Dionne Warwick (Burt Bacharach-Hal David), Scepter 12273																											
18	27	37	18 <b>GIVE ME JUST A LITTLE MORE TIME</b> The Chairmen of the Board (Staff), Invictus 9074																											
19	25	28	19 <b>DIDN'T I (Blow Your Mind This Time)</b> Delfonics (Stan & Bell Prod), Philly Groove 161																											
20	22	25	20 <b>HONEY COME BACK</b> Glen Campbell (Al DeLory), Capitol 2718																											
21	29	35	21 <b>HE AIN'T HEAVY, HE'S MY BROTHER</b> Hollies (Ron Richards), Epic 5-10532																											
22	15	8	22 <b>WHOLE LOTTA LOVE</b> Led Zeppelin (Jimmy Page), Atlantic 2690																											
23	21	21	23 <b>BLOWING AWAY</b> Fifth Dimension (Bones Howe), Soul City 780																											
24	37	40	24 <b>EVIL WAYS</b> Santana (Brent Dangerfield), Columbia 4-45069																											
25	17	14	25 <b>DON'T CRY DADDY/RUBBERNECKIN'</b> Elvis Presley, RCA 47-9768																											
26	23	24	26 <b>BABY TAKE ME IN YOUR ARMS</b> Jefferson (John Schroeder), Janus 106																											
27	33	34	27 <b>OH ME OH MY</b> Lulu (Jerry Wexler, Tom Dowd, Arif Mardin), Atco 6722																											
28	28	19	28 <b>WALKIN' IN THE RAIN</b> Jay & the Americans (Sandy Yaguda & Thomas Kaye), United Artists 50605																											
29	19	15	29 <b>SOMEDAY WE'LL BE TOGETHER</b> Diana Ross & the Supremes (Johnny Bristol), Motown 1156																											
30	60	73	30 <b>HOUSE OF THE RISING SUN</b> Frijid Pink (Mike Valvano), Parrot 341																											

31	26	22	31 <b>WINTER WORLD OF LOVE</b> Engelbert Humperdinck (Peter Sullivan), Parrot 40044																			
32	20	10	32 <b>JINGLE JANGLE</b> Archies (Jeff Barry), Kirshner 63-5002																			
33	36	46	33 <b>ALWAYS SOMETHING THERE TO REMIND ME</b> R. B. Greaves (Ahmet Ertegun-Jackson Howe), Atco 6726																			
34	35	43	34 <b>BREAKING UP IS HARD TO DO</b> Lenny Welch (Billy Davis-Helen Miller-Rose Marie), Commonwealth United 3004																			
35	30	30	35 <b>SHE CAME IN THROUGH THE BATHROOM WINDOW</b> Joe Cocker (Denny Cordell-Leon Russell), A&M 1147																			
36	31	31	36 <b>FANCY</b> Bobbie Gentry (Rick Hall), Capitol 2675																			
37	44	67	37 <b>NEVER HAD A DREAM COME TRUE</b> Stevie Wonder (Henry Cosby), Tamla 54191																			
38	45	55	38 <b>IF I WERE A CARPENTER</b> Johnny Cash and June Carter (Bob Johnston), Columbia 4-45064																			
39	47	53	39 <b>JENNIFER TOMKINS</b> Street People (Paul Vance), Musicor 1365																			
40	96	—	40 <b>KENTUCKY RAIN</b> Elvis Presley (Elvis Presley), RCA 47-9791																			
41	64	99	41 <b>CALL ME/SON OF A PREACHER MAN</b> Aretha Franklin (Jerry Wexler, Tom Dowd & Arif Mardin), Atlantic 2706																			
42	32	32	42 <b>LET'S WORK TOGETHER</b> Wilbert Harrison (Juggy Murray), Sue 11																			
43	34	36	43 <b>ONE TIN SOLDIER</b> Original Caste (Dennis Lambert & Brian Potter), TA 186																			
44	51	64	44 <b>NEW WORLD COMING</b> Mama Cass Elliot (Steve Barri-Joel Sill), Dunhill 4225																			
45	46	57	45 <b>OH WHAT A DAY</b> Dells (Bobby Miller), Cadet 5663																			
46	48	62	46 <b>DO THE FUNKY CHICKEN</b> Rufus Thomas (Al Bell-Tom Nixon), Stax 0059																			
47	41	41	47 <b>HOW CAN I FORGET YOU/GONNA GIVE HER ALL THE LOVE I GOT</b> Marvin Gaye (Norman Whitfield), Tamla 54190																			
48	43	44	48 <b>LOVE BONES</b> Johnny Taylor (Don Davis), Stax 0055																			
49	53	65	49 <b>I'VE GOTTA MAKE YOU LOVE ME</b> Steam (Paul Leka), Mercury 73020																			
50	50	58	50 <b>THE TOUCH OF YOU</b> Brenda & the Tabulations (Gilda Woods-Brenda & Tabs), Top & Bottom 401																			
51	73	98	51 <b>THE BELLS</b> Originals (Marvin Gaye), Soul 35069																			
52	63	75	52 <b>EASY COME, EASY GO</b> Bobby Sherman (Jackie Mills), Metromedia 177																			
53	95	—	53 <b>ALL I HAVE TO DO IS DREAM</b> Bobbie Gentry & Glen Campbell (Al DeLory & Kelly Gordon), Capitol 2745																			
54	89	92	54 <b>COME AND GET IT</b> Badfinger (Bill Miller), Apple 1815																			
55	83	—	55 <b>IT'S A NEW DAY</b> James Brown (James Brown), King 6292																			
56	56	61	56 <b>I'M JUST A PRISONER</b> Candi Staton (Rick Hall), Fame 1460																			
57	54	56	57 <b>MOON WALK, PART I</b> Joe Simon (John R.), Sound Stage 7 2651																			
58	55	59	58 <b>MY HONEY AND ME</b> Luther Ingram (Johnny Baylor), Ko Ko 2104																			
59	67	86	59 <b>MY ELUSIVE DREAMS</b> Bobby Vinton (Billy Sherrill), Epic 5-10576																			
60	57	60	60 <b>WON'T FIND BETTER THAN ME</b> New Hope (Mike), Jamie 1381																			
61	68	74	61 <b>GOOD GUYS ONLY WIN IN THE MOVIES</b> Mel and Tim (Gene Chandler), Bamboo 109																			
62	69	72	62 <b>HOW CAN I TELL MY MOM &amp; DAD</b> Lovellites (J. Cameron-C. Johnson), UNI 55181																			
63	65	69	63 <b>JE T'AIME... MOI NON PLUS</b> Jane Birkin & Serge Gainsbourg (Jack Baverstock), Fontana 1665																			
64	—	—	64 <b>GOTTA HOLD ON TO THIS FEELING</b> Jr. Walker & the All Stars (Johnny Bristol), Soul 35070																			

65	71	83	65 <b>WHY SHOULD I CRY</b> The Gentrys (The Gentrys-Knox Phillips), Sun 1108																			
66	52	54	66 <b>YOU GOT ME HUMMIN'</b> Cold Blood (David Robinson), San Francisco 60																			
67	62	70	67 <b>GOT TO SEE IF I CAN'T GET MOMMY (To Come Back Home)</b> Jerry Butler (Gamble-Huff), Mercury 73015																			
68	—	—	68 <b>LOVE GROWS (Where My Rosemary Goes)</b> Edison Lighthouse (Tony Macaulay), Bell 858																			
69	72	85	69 <b>IF I NEVER KNEW YOUR NAME</b> Vic Dana (Ted Glasser), Liberty 56130																			
70	66	68	70 <b>HELLO IT'S ME</b> Naz (Naz & Michael Friedman), 56C 001																			
71	78	82	71 <b>SHILO</b> Neil Diamond (Jeff Barry-Ellie Greenwich), Bang 575																			
72	76	77	72 <b>OH WELL (Part I)</b> Fleetwood Mac (Fleetwood Mac), Reprise 0883																			
73	85	—	73 <b>SOMETHING'S BURNING</b> Kenny Rogers & the First Edition (Jimm Bowen-Kenny Rogers), Reprise 0888																			
74	82	93	74 <b>I CAN'T HELP FALLING IN LOVE WITH YOU</b> Al Martino (Wes Farrell), Capitol 2746																			
75	79	84	75 <b>SUPERSTAR</b> Murray Head with the Trinidad Singers (Tim Rice-Andrew Lloyd Webber), Decca 732603																			
76	77	79	76 <b>DOWN IN THE ALLEY</b> Ronnie Hawkins (Jerry Wexler-Tom Dowd), Cotillion 44060																			
77	86	—	77 <b>WALKING THROUGH THE COUNTRY</b> Grass Roots (Steve Barri), Dunhill 4227																			
78	98	—	78 <b>RAG MAMA RAG</b> The Band (John Palladino), Capitol 2705																			
79	—	—	79 <b>GOTTA GET BACK TO YOU</b> Tommy James & the Shondells (Tommy James, Bob King), Roulette 7071																			
80	—	—	80 <b>THE DECLARATION</b> Fifth Dimension (Bones Howe), Bell 860																			
81	81	95	81 <b>SHE'S READY</b> Spiral Starecase (Sonny Knight), Columbia 4-45048																			
82	93	—	82 <b>HEARTBREAKER</b> Grand Funk Railroad (Terry Knight), Capitol 2732																			
83	88	90	83 <b>WELFARE CADILLAC</b> Guy Drake (Don Hosca for Trip Universal), Royal American 1																			
84	84	—	84 <b>KEEP ON DOIN'</b> Isley Brothers (R. Isley, O. Isley, R. Isley), T-Neck 914																			
85	94	96	85 <b>1984</b> Spirit (Spirit) Ode 128																			
86	91	91	86 <b>VICTORIA</b> Kinks (Ray Davies), Reprise 0863																			
87	—	—	87 <b>UNTIL IT'S TIME FOR YOU TO GO</b> Neil Diamond (Tom Catalano), Uni 55204																			
88	—	—	88 <b>TAKE A LOOK AROUND</b> Smith (Joel Sill & Steve Barri), Dunhill 4228																			
89	—	88	89 <b>SHADES OF GREEN</b> Flaming Ember (Stagecoach), Hot Wax 6907																			
90	90	—	90 <b>A FRIEND IN THE CITY</b> Andy Kim (Jeff Barry), Steed 723																			
91	—	—	91 <b>THE CAT WALK</b> Village Soul Choir (Mike Abbott), Abbott 2010																			
92	92	—	92 <b>TICKET TO RIDE</b> Carpenters (Jack Daugherty), A&M 1142																			
93	—	—	93 <b>CALIFORNIA GIRL</b> Eddie Floyd (Booker T. Jones), Stax 0060																			
94	—	—	94 <b>JUST SEVENTEEN</b> Raiders (M. Lindsay), Columbia 4-45082																			
95	—	—	95 <b>BABY MAKE IT SOON</b> Flying Machine (J. Macleod), Congress 6012																			
96	97	—	96 <b>IF YOU'VE GOT A HEART</b> Bobby Bland (Jay Wellington), Duke 458																			
97	—	—	97 <b>TEMMA HARBOUR</b> Mary Hopkin (Mickie Most), Apple 1816																			
98	100	—	98 <b>THE FIGHTIN' SIDE OF ME</b> Merle Haggard & the Strangers (Ken Nelson), Capitol 2719																			
99	99	—	99 <b>TAKE IT OFF HIM AND PUT IT ON ME</b> Clarence Carter (Rick Hall), Atlantic 2702																			
100	—	—	100 <b>COMIN' HOME</b> Delaney & Bonnie & Friends Featuring Eric Clapton (Delaney Bramlett), Atlantic 584308																			

## HOT 100—A TO Z—(Publisher-Licensee)

All I Have to Do Is Dream (House of Bryant), BMI	53
Always Something There to Remind Me (Blue Seas/Jac/Anne Rachel), ASCAP	33
Arizona (Kangaroo), BMI	11
Baby Make It Soon (January), BMI	95
Baby Take Me in Your Arms (January/Welbeck), BMI	26
The Bells (Jobete), BMI	23
Blowing Away (Tuna Fish), BMI	51
Breaking Up Is Hard to Do (Screen Gems-Columbia), BMI	34
Bridge Over Troubled Water (Charing Cross), BMI	3
California Girl (East/Memphis), BMI	93
Call Me (Pundit), BMI	41
The Cat Walk (Ardan), BMI	91
Come and Get It (Maelen), BMI	54
Comin' Home (Throat/Delbon/Cotillion), BMI	100
The Declaration (Mocar/Fifth Star)	80
Didn't I (Blow Your Mind This Time) (Nickel Shoe), BMI	19
Do the Funky Chicken (East/Memphis), BMI	46
Don't Cry Daddy (Gladys/BnB), ASCAP	25
Easy Come, Easy Go (Screen Gems-Columbia), BMI	52
Evil Ways (Oleta), BMI	24
Fancy (Shayne), ASCAP	24
The Fightin' Side of Me (Blue Note), BMI	90
A Friend in the City (Unart/Joachim), BMI	94
Give Me Just a Little Time (Gold Forever), BMI	18
Good Guys Only Win in the Movies (Cachand/Patchal), BMI	61
Gonna Give Her All the Love I Got (Jobete), BMI	47
Got to See If I Can't Get Mommy (To Come Back Home) (Chevis/McCoy), BMI	67
Gotta Get Back to You (Big Seven), BMI	79
Gotta Hold on to This Feeling (Jobete), BMI	64
He Ain't Heavy, He's My Brother (Harrison), ASCAP	21
Heartbreaker (Storybook), BMI	82
Hello It's Me (Screen Gems-Columbia), BMI	70
Hey There Lonely Girl (Famous), ASCAP	2

Honey Come Back (Publisher in litigation)	20
House of the Rising Sun (Gallico), BMI	30
How Can I Forget You (Jobete), BMI	47
How Can I Tell My Mom & Dad (Moo-Lah), BMI	62
I Can't Help Falling in Love With You (Gladys), ASCAP	74
I Want You Back (Jobete), BMI	4
How Can I Forget Your Name (Diamond), BMI	69
If I Were a Carpenter (Fairful-Wirue), BMI	38
If You've Got a Heart (Don), BMI	96
I'll Never Fall in Love Again (Blue Seas/Jac/Morris), ASCAP	17
I'm Just a Prisoner (Fame), BMI	56
It's a New Day (Dynamite), BMI	55
I've Gotta Make You Love Me (Little Heather/MRC), BMI	49
Je T'Aime... Moi Non Plus (Painted Desert), BMI	63
Jennifer Tomkins (Moonbeam), ASCAP	39
Jingle Jangle (Don Kirshner), BMI	32
Just Seventeen (Broom), BMI	94
Keep On Doin' (Triple Three), BMI	84
Kentucky Rain (Presley/S-P-R), BMI	40
Let's Work Together (Sagittarius), BMI	42
Love Bones (East/Memphis), BMI	48
Love Grows (Where My Rosemary Goes) (January), BMI	68
Ma Belle Amie (Legacy), BMI	14
Now Can I Forget You (Jobete), BMI	57
My Honey and Me (Klondike), BMI	58
My Elusive Dreams (Tree), BMI	59
Never Had a Dream Come True (Jobete), BMI	37
New World Coming (Screen Gems-Columbia), BMI	44
1984 (Hollenbeck), BMI	85
No Time (Dunbar), BMI	6
Oh Me Oh My (I'm a Fool For You Baby) (Nostrac), ASCAP	27
Oh Well (Part I) (Eden), BMI	72
Oh What a Day (Las Go Round), BMI	45
One Tin Soldier (Cents & Pence), BMI	43
Psychedelic Shack (Jobete), BMI	8

Rag Mama Rag (Canaan), ASCAP	78
Raindrops Keep Fallin' on My Head (Blue Seas/Jac/20th Century), ASCAP	7
Rainy Night in Georgia (Combine), BMI	10
The Rapper (Sixxus Revival/Kama Sutra), BMI	16
Rubberneckin' (Presley), BMI	25
Shades of Green (Gold Forever), BMI	89
She Came in Through the Bathroom Window (Maelen), BMI	35
She's Ready (Agee), BMI	81
Shilo (Tallyrand), BMI	71
Someday We'll Be Together (Jobete), BMI	29
Something's Burning (BnB), ASCAP	50
Thank You (Falettin Me Be Mice Elf Again/Everybody Is a Star (Stone Flower), BMI)	1
The Thrill Is Gone (Feist/Grosvenor House), ASCAP	15
Ticket to Ride (Maelen), BMI	92
The Touch of You (One Eyed-Soul), BMI	5
Travelin' Band (Jondora), BMI	5
Superstar (Leeds), ASCAP	75
Take a Look Around (Trosdale), BMI	88
Take It Off Him and Put It On Me (Fame), BMI	99
Temma Harbour (Major Oak), ASCAP	97
Thank You (Falettin Me Be Mice Elf Again/Everybody Is a Star (Stone Flower), BMI)	1
The Touch of You (One Eyed-Soul), ASCAP	12
Without Love (There Is Nothing) (Tro-Suffolk), BMI	13
Won't Find Better (Than Me) (Dandelion), BMI	60
You Got Me Hummin' (Pronto/East/Memphis), BMI	66

## BUBBLING UNDER THE HOT 100

101. THE GHETTO.....Donny Hathaway, Atco 6719
102. SPIRIT IN THE SKY.....Norman Greenbaum, Reprise 0885
103. SPARKLE & SHINE.....Clique, White Whale 338
104. TRY (Just a Little Bit Harder).....Janis Joplin, Columbia 4-45080
105. ROCK 'N' ROLL MUSIC.....Frost, Vanguard 35101
106. COUNTRY GIRL.....Jeannie C. Riley, Plantation 44
107. NORWEGIAN WOOD.....Sergio Mendes & Brasil '66, A&M 1164
108. LONG LONESOME HIGHWAY.....Michael Parks, MGM 14104
109. FREE AS THE WIND.....Brooklyn Bridge, Buddah 162
110. YOU'RE THE ONE.....Little Sister, Atlantic 9000
111. TO THE OTHER WOMAN.....Doris Duke, Canyon 28
112. FUNKY CHICKEN.....Willie Henderson, Brunswick 7-55429
113. YOU'VE MADE ME SO VERY HAPPY.....Lou Rawls, Capitol 2734
114. MOODY.....O. C. Smith, Columbia 4-45098
115. ROCK ISLAND LINE.....Johnny Cash, Sun 1111
116. CAN'T HELP FALLING IN LOVE WITH YOU.....Andy Williams, Columbia 4-45094
117. DON'T GET CLOSE.....Little Anthony, United Artists 50625
118. LOVE, PEACE & HAPPINESS.....Chambers Brothers, Columbia 4-45088
119. MY WOMAN MY WOMAN MY WIFE.....Marty Robbins, Columbia 4-45091
120. LOVE LAND.....Charles Wright & the Watts 103rd Street Rhythm Band, Warner Bros.-Seven Arts 7365

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

# GET IT ON!

3 - O. M. TRIPPLICATE  
INTER-OFFICE MEMO

INTER-OFFICE CORRESPONDENCE

**Soul** DIVISION OF MOTOWN RECORDS

TO: BARNEY ALES

FROM: C/MARVIN GAYE

SUBJECT: THE ORIGINALS' NEW SINGLE - "THE BELLS" SOUL 35069

DATE: 2 / 3 / 70

MESSAGE:  
THIS IS THE MOST FANTASTIC RECORD I'VE HEARD IN A LONG TIME!

C.M.P.G.

ORIGINATOR - DO NOT WRITE BELOW THIS LINE

REPLY:  
It should be...you wrote and produced it.

Barney Ales

DATE: 2 / 6 / 70

cc: Phil Jones  
Billie Jean

BA:ma

FORM 3-O. M.

SEND PARTS 1 & 2 & 3 WITH CARBON INTACT - PART 3 WILL BE RETURNED WITH REPLY

The Bells is another ringer\* from Soul Records.

(...in more ways than one.)



"The Sound of Young America"

# Spotlight Singles

NUMBER OF  
SINGLES REVIEWED

THIS WEEK  
226

LAST WEEK  
165

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart

## TOP 20 POPS SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

### JOHN ONO LENNON—INSTANT KARMA (We All Shine On) (3:18)

(Prod. Phil Spector) (Writer: Lennon) (Maclen, BMI)—Solid beat rocks this John Lennon lyric which turns it into a sing-along and can't miss a high spot on the Hot 100. Flip: "Who Has Seen the Wind! (2:02) (Ono, BMI). Apple 1818

### THE BOX TOPS—YOU KEEP TIGHTENING UP ON ME (2:50)

(Prod. Tommy Cogbill & Chips Moman) (Writer: Thompson) (Earl Barton, BMI)—Back in their hit sound of "Cry Like a Baby" and "The Letter," group has a blockbuster item here that will take them right to the Top 20. Their best and most commercial outing in a while. Flip: (No Information Available). Bell 865

### \*GARY PUCKETT AND THE UNION GAP— LET'S GIVE ADAM AND EVE ANOTHER CHANCE (2:27)

(Prod. Dick Glasser) (Writers: West-Mainegra) (Press, BMI)—The consistent Top 20 winners start off the year with another hot item destined to follow in their smash hit path. Driving rock ballad offers a strong dance beat as well as a top Puckett vocal workout. Flip: (No Information Available). Columbia 4-45097

### TOMMY ROE—STIR IT UP AND SERVE IT (2:30)

(Prod. Steve Barri) (Writers: Roe-Weller) (Low-Twi, BMI)—Following up his "Jam Up Jelly Tight" smash, Roe has another sure-fire top of the chart item in this easy-beat rocker. Flip: "Firefly" (2:20) (Low-Twi, BMI). ABC 11258

## TOP 60 POPS SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

### CUFF LINKS—RUN SALLY RUN (2:27)

(Prod. Paul Vance & Lee Pockriss) (Writers: Vance-Pockriss) (Vanlee/Emily, ASCAP)—Following up "When Julie Comes Around," group has a wild swinger here in this strong Paul Vance-Lee Pockriss rhythm item. Will prove a big one! Flip: "I Remember" (2:41) (Vanlee/Emily, ASCAP). Decca 32639

### JIMMY CLIFF—COME INTO MY LIFE (2:55)

(Prod. Larry Fallon & Leslie Kong) (Writer: Cliff) (Irving, BMI)—Jamaican-born Cliff hit with solid sales and chart impact here and in England with his initial entry "Wonderful World, Beautiful People." This infectious rhythm followup will prove equally as potent for sales and chart action. Top vocal workout! Flip: "Viet Nam" (3:24) (Irving, BMI). A&M 1167

### BILLY PRESTON—ALL THAT I'VE GOT (3:34)

(Prod. George Harrison) (Writers: Preston-Troy) (Apple, ASCAP)—Preston made quite a chart dent with his "That's the Way God Planned It." This George Harrison production followup will fast surpass the sales of that recent outing. It's a swinger mover from start to finish! Flip: "As I Get Older" (3:40) (Apple, ASCAP). Apple 1817

### \*RICK NELSON—EASY TO BE FREE (3:09)

(Prod. Rick Nelson) (Writer: Nelson) (Hilliard, BMI)—Nelson made a strong chart comeback with his "She Belongs to Me" and this folk ballad followup has all that sales potential and more. Top entry culled from his hot "in-concert" chart LP. Flip: "Come On In" (2:28) (Hilliard, BMI). Decca 732635

### THE NEWBEATS—LAURA (What's He Got That I Ain't Got) (2:35)

(Prod. Don Gant) (Writer: Ashley) (Al Gallico, BMI)—The Leon Ashley country and pop hit gets a potent rock-revival headed right for a high spot on the Hot 100. It's a strong followup for their recent chart item, "Groovin' Out on Life." Flip: "Break Away (From that Boy)" (2:25) (Acuff-Rose, BMI). Hickory 1562

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

**NINA SIMONE—Assignment Song (sequence) (3:30)** (Stroud Prods. & Enterprises, Inc.) (Writer: Hendin) (Felitious-Minandy, BMI)—Recorded in live performance the unique stylist has a potent item here with a lyric concerning lovers set to a funky rhythm beat. Watch out for this one! RCA 74-0311

**\*THEME FROM "Z"—(Writer: Theodorakis) (Blackwood, BMI)—HENRY MANCINI & HIS ORCH. (2:03)** (Prod. Joe Reisman) RCA 74-0315 / **MARGARET WHITING (2:45)** (Prod. Arnold Golland Ent.) (Writers: Theodorakis-Martin) London 132 / **FERRANTE & TEICHER (2:50)** (Prod. George Butler) United Artists 50646—Three equally powerful versions of the theme from the highly acclaimed film. The Mancini and Ferrante & Teicher treatments are instrumental with a slight variation on the piano duo's reading. The Whiting version is the sole vocal entry, titled "Life Goes On," and is loaded with play and sales potential

**JOSE FELICIANO—Point of View (2:43)** (Prod. Rick Jarrard) (Writers: J. & H. Feliciano) (Jose & Hilda Feliciano, BMI)—Feliciano with a strong piece of ballad message material that offers much appeal for soul programming as well as pop. RCA 47-9807

**JOE TEX—You're Right, Ray Charles (3:34)** (Prod. Buddy Killen) (Writer: Tex) (Tree, BMI)—Wild rocker with a clever lyric line and a powerful dance beat, with much chart potential—pop and soul. Dial 4096

**RAY STEVENS—I'll Be Your Baby Tonight (2:30)** (Prod. Jim Malloy & Ray Stevens) (Writer: Dylan) (Dwarf, ASCAP)—Much chart potential for this clever delivery of the Bob Dylan rhythm ballad material. Monument 1187

**ARTHUR CONLEY—They Call the Wind Maria (2:54)** (Prod. Johnny Sandlin) (Writers: Loewe-Lerner) (Chappell, ASCAP)—From the current film, "Paint Your Wagon," Conley updates the ballad beauty with a soulful and commercially potent reading. Atco 6733

**JERRY NAYLOR—But for Love (2:18)** (Prod. Sonny Knight) (Writers: Cashman-Pistilli-West) (Ampco, ASCAP)—Strong folk rhythm ballad with an equally strong vocal workout. Much commercial appeal. Columbia 4-45106

**BOB SEGAR SYSTEM—Lucifer (2:20)** (Prod. Hideout Prod'ns) (Writer: Segar) (Gear, ASCAP)—Hard driving rocker is a strong entry for that "Ramblin' Gambler" Man" group. Capitol 2748

**GAINSBROUGH GALLERY—Life Is a Song (2:32)** (Writers: G. & B. Tomasco) (Dundee, BMI)—Happy rhythm climbed high on the Canadian charts and offers much of that play, sales and chart potential for the U.S. Evolution 1016

**\*JAYE P. MORGAN—Applause (2:20)** (Prod. Ron Kramer) (Writers: Strouse-Adams) (E. H. Morris, ASCAP)—Title tune of the Lauren Bacall B'way musical version of "All About Eve" is a bouncy rhythm item delivered in top form here. A sure bet for play and juke box action. Beverly Hills 9344

**BOB DARIN—Maybe We Can Get Together (3:49)** (Prod. A.B.Q. Prod'ns & Bob Darin) (Writer: Darin) (T.M., BMI)—Easy-beat folk ballad with a strong lyric line and a top Darin vocal workout. Direction 4002

**ROBIN GREAN—Call Me Down to Chelsea (2:36)** (Prod. Charles Randolph Grean) (Writer: Grean) (September, ASCAP)—Here's a powerful debut of a fresh new folk-rock sound. Loaded with commercial appeal, the original material is delivered in top style and right at the Top 40 playlist with chart action to follow. Ranwood 867

**\*LEAPY LEE—Good Morning (2:24)** (Prod. Gordon Mills) (Writer: Meager) (Dick James, BMI)—Here's a happy rhythm item that should prove a top programmer for both pop and country play and sales to follow. Decca 732626

**THE VENTURES—Swan Lake (2:20)** (Prod. Bob Reisdorff) (Ad. Wilson-Taylor-McGee-Durrill) (Tridex, BMI)—A pop updating of the classic is a strong easy-beat rhythm entry that could prove a left-field big one. Liberty 56153.

## TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

### CHARLEY PRIDE—IS ANYBODY GOIN' TO SAN ANTONIO (2:10)

(Prod. Jack Clement) (Writers: Martin-Kirby) (Tree, BMI)—Chalk up another top of the chart item for the exceptional stylist in this rhythm ballad loaded with play, sales and chart potency. Flip: "Things Are Looking Up" (2:42) (Pi-Gem, BMI). RCA 47-9806

### LORETTA LYNN—I KNOW HOW (2:31)

(Prod. Owen Bradley) (Writer: Lynn) (Sure-Fire, BMI)—Following up her "Wings Upon Your Horns," she changes pace with this clever rhythm ballad penned by the equally clever Miss Lynn. A certain chart topper! Flip: "Journey to the End of My World" (2:30) (Sure-Fire, BMI). Decca 32637

### BILL PHILLIPS—SHE'S HUNGRY AGAIN (2:40)

(Prod. Owen Bradley) (Writer: Null) (Cedarwood, BMI)—His "Little Boy Sad" took him right up there in the Top 20. This emotional reading of a strong Cecil Null ballad has all that potential and more! Strong entry. Flip: "You've Still Got a Place in My Heart" (2:16) (Fred Rose, BMI). Decca 32638

### CAL SMITH—THE DIFFERENCE BETWEEN GOING AND REALLY GONE (2:18)

(Prod. Walter Haynes) (Writers: Townsley-Helms) (Sure-Fire, BMI)—Here's a potent ballad weeper that will spiral Smith right up the chart. Powerful material and performance. Flip: "My Happiness Goes Off" (2:30) (Hill & Range/Blue Crest, BMI). Kapp 2076

## CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

**JACK RENO—That's the Way I See It (2:40)** (Tree, BMI). DOT 17340  
**CARL SMITH—Pull My String and Wind Me Up (1:45)** (Milene, ASCAP). COLUMBIA 4-45086  
**CHET ATKINS & HANK SNOW—Difficult (2:19)** (Athens, BMI). RCA 47-9803  
**JAN HOWARD—Rock Me Back to Little Rock (2:19)** (Wilderness, BMI). DECCA 32636  
**PENNY DeHAVEN—I Feel Fine (2:24)** (Maclen, BMI). IMPERIAL 66437  
**RED SOVINE/LOIS WILLIAMS—Castle of Shame (2:43)** Tarheel, BMI)—**Why Don't You Haul Off and Love Me (2:14)** (Tarheel, BMI). STARDAY 885  
**DON RICH & THE BUCKAROOS—The Night They Drove Old Dixie Down (3:08)** (Canaan Music, ASCAP). CAPITOL 2750  
**LA WANDA LINDSEY & KENNY VERNON—Pickin' Wild Mountain Berries (2:40)** (Crazy Cajun, BMI). CHART 5055  
**MELBA MONTGOMERY—Where Do We Go From Here (3:00)** (Passkey, BMI). CAPITOL 2758  
**MARVIN RAINWATER—I Love My Country (3:16)** (Brave/Tree, BMI). WARNER BROS. 7373  
**DAVE PEEL—Wax Museum (2:05)** (Sue-Mirl, ASCAP). CHART 5054  
**BEN COLDER—Big Sweet John (2:45)** (Fred Rose, BMI). MGM 14111  
**DOYLE HOLLY & THE BUCKAROOS—I'll Be All Right Tomorrow (2:38)** (Blue Book, BMI). CAPITOL 2756  
**COUNTRY MAMMA ANNIE—Who Do You Think You're Foolin' (1:54)** (Jetstar, BMI). STARTIME 107  
**LINDA WEBB—It's Enough to Cause a Good Girl to Go Wrong (2:58)** (Tree, BMI). MONUMENT 1183  
**MAYF NUTTER—Hey There Johnny (Setter Redbone, ASCAP). STRAIGHT 107**  
**SHARON SMITH—That's What My Man Means to Me (2:01)** (Tree, BMI). DOT 17341  
**SMOKEY ROBERTS—Irma Jackson (2:38)** (Blue Book, BMI). CAPITOL 2754  
**TONY BOOTH—Irma Jackson (2:25)** (Blue Book, BMI). MGM 14112

## TOP 20 SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

## THERE ARE NO SOUL SPOTLIGHTS THIS WEEK

## CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

**ARTISTICS—Just Another Heartache (2:35)** (Dakar/RC, BMI). BRUNSWICK 755431  
**TED TAYLOR—I Feel a Chill (2:45)** (Su-ma Day & Davis, BMI). RONN 40  
**BETTY LaVETTE—Do Your Duty (2:37)** (Drief, BMI). SILVER FOX 21  
**THE BLOSSOMS—I Ain't Got to Love Nobody Else (2:37)** (Press, BMI). BELL 857  
**PERCY MAYFIELD—To Live the Past (Ninandy, BMI). RCA 74-0307**  
**JUNIOR PARKER—You Can't Keep a Good Woman Down (2:14)** (Wally Roker, BMI). MERCURY 73030  
**THE VIBRATIONS—Smoke Signals (2:38)** (Assorted, BMI). NEPTUNE 21  
**LEON HAYWOOD—I Wanna Thank You (2:20)** (Jim-Edd, BMI). CAPITOL 2752  
**ROSSALING MADISON—Fancy (2:31)** (Larry Shayne, ASCAP). SILVER FOX 20  
**LORENZO'S SOUL TREATMENT—Keep an Eye (2:52)** (Jobete, BMI). MINIT 32094

Apple Records present

MAGIC CHRISTIAN MUSIC  
BY  
**BADfINGER**



Twelve new songs, including **Come and Get It** from  
the soundtrack of *The Magic Christian*

Out Now APPLE ST 3364

# TOP LP'S

FOR WEEK ENDING FEBRUARY 21, 1970

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
16	1	1	LED ZEPPELIN II Atlantic SD 8236					Ⓢ
19	2	2	BEATLES Abbey Road Apple SO 383					Ⓢ
15	4	3	TOM JONES Live in Las Vegas Parrot PAS 71031					Ⓢ
11	3	4	CREDENCE CLEARWATER REVIVAL Willie and the Poor Boys Fantasy 8397					Ⓢ
8	5	5	ENGBERT HUMPERDINCK Parrot PAS 71030					Ⓢ
12	6	6	ROLLING STONES Let it Bleed London NPS 4					Ⓢ
24	8	7	SANTANA Columbia CS 9781		NA			Ⓢ
6	9	8	JACKSON 5 I Want You Back Motown MS 700		NA			Ⓢ
2	44	9	★ CHICAGO Columbia KGP 24		NA			Ⓢ
13	7	10	THREE DOG NIGHT Was Captured Live at the Forum Dunhill DS 50068					Ⓢ
14	11	11	JOE COCKER! A&M SP 4224		NA			Ⓢ
4	12	12	GRAND FUNK RAILROAD Grand Funk Capitol SKAO 406		NA			Ⓢ
19	13	13	THE BAND Capitol STAO 132					Ⓢ
7	14	14	MOODY BLUES To Our Children's Children's Children Threshold THS 1					Ⓢ
8	20	15	★ B. J. THOMAS Raindrops Keep Fallin' on My Head Scepter SPS 580					Ⓢ
7	10	16	PLASTIC ONO BAND Live Peace in Toronto 1969 Apple SW 3362					Ⓢ
56	17	17	BLOOD, SWEAT & TEARS Columbia CS 9720					Ⓢ
35	18	18	CROSBY/STILLS/NASH Atlantic SD 8216					Ⓢ
25	15	19	SOUNDTRACK Easy Rider Dunhill DKS 50063 (Tapes Reprise 8 RM 2026)					Ⓢ
20	21	20	TEMPTATIONS Puzzle People Gordy GS 949					Ⓢ
3	33	★	GLEN CAMPBELL Try a Little Kindness Capitol SW 389		NA			Ⓢ
9	23	22	TOMMY ROE Twelve in a Roe ABC ABCS-700					Ⓢ
15	24	23	STEPPENWOLF Monster Dunhill DS 50066					Ⓢ
13	16	24	BURT BACHARACH/SOUNDTRACK Butch Cassidy & the Sundance Kid A&M SP 4227		NA			Ⓢ
9	19	25	DAVID FRYE I Am the President Elektra EKS 75006					Ⓢ
5	26	26	QUICKSILVER MESSENGER SERVICE Shady Grove Capitol SKAO 391					Ⓢ
2	46	★	HELLO, I'M JOHNNY CASH Columbia KCS 9943					Ⓢ
2	82	★	ARETHA FRANKLIN This Girl's in Love With You Atlantic SD 8248					Ⓢ
84	27	29	IRON BUTTERFLY In-A-Gadda-Da-Vida Atco SD 33-250					Ⓢ
11	29	30	TOMMY JAMES & THE SHONDELLS Best of Roulette SR 42040		NA			Ⓢ
11	35	31	LES McCANN & EDDIE HARRIS Swiss Movement Atlantic SD 1537		NA		NA	Ⓢ
82	30	32	ORIGINAL CAST Hair RCA Victor LOC 1150 (M); LSO 1150 (S)		NA			Ⓢ
33	32	33	ISAAC HAYES Hot Buttered Soul Enterprise ENS 1001					Ⓢ
14	38	34	JEFFERSON AIRPLANE Volunteers RCA Victor LSP 4238		NA			Ⓢ
44	40	35	SLY & THE FAMILY STONE Stand Epic BN 26456					Ⓢ

★ STAR PERFORMER - LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.  
NA Not Available

TAPE PACKAGES AVAILABLE

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
56	34	36	PETER, PAUL & MARY Album 1700 Warner-Bros.-Seven Arts WS 1700					Ⓢ
7	31	37	DIANA ROSS & THE SUPREMES Greatest Hits, Vol. III Motown MS 702					Ⓢ
16	22	38	BOBBY SHERMAN Little Woman Melromedia MS 1014		NA	NA		Ⓢ
11	36	39	NEIL DIAMOND Touching You, Touching Me UNI 73071					Ⓢ
17	28	40	CHARLEY PRIDE The Best of RCA Victor LSP 4223		NA			Ⓢ
34	25	41	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827					Ⓢ
3	43	42	LETTERMEN Traces/Memories Capitol ST 390		NA	NA		Ⓢ
39	50	43	FIFTH DIMENSION Age of Aquarius Soul City SCS 92005					Ⓢ
13	37	44	ELVIS PRESLEY From Memphis to Vegas/ From Vegas to Memphis RCA Victor LSP 6020		NA	NA		Ⓢ
7	45	45	RASCALS See Atlantic SD 8246					Ⓢ
29	49	46	SOUNDTRACK Midnight Cowboy United Artists UAS 5198		NA			Ⓢ
54	47	47	LED ZEPPELIN Atlantic SD 8216					Ⓢ
8	48	48	TRAFFIC Best Of United Artists UAS 5500		NA			Ⓢ
24	39	49	CREDENCE CLEARWATER REVIVAL Green River Fantasy 8393					Ⓢ
16	41	50	MICHAEL PARKS Closing the Gap MGM SE 4646		NA	NA		Ⓢ
11	74	★	RARE EARTH Get Ready Rare Earth RS 507			NA	NA	Ⓢ
33	42	52	THREE DOG NIGHT Suitable for Framing Dunhill DS 50058					Ⓢ
18	58	53	SOUNDTRACK Paint Your Wagon Paramount PMS 1001					Ⓢ
13	51	54	DIANA ROSS & THE SUPREMES Cream of the Crop Motown MS 694					Ⓢ
2	98	★	JAMES BROWN Ain't It Funky King KS 1092		NA	NA	NA	Ⓢ
9	62	56	COLD BLOOD San Francisco 200		NA			Ⓢ
11	57	57	KING CRIMSON In the Court of the Crimson King: An Observation by King Crimson Atlantic SD 8245		NA	NA		Ⓢ
12	53	58	DENNIS YOST & THE CLASSICS IV Golden Greats, Vol. 1 Imperial LP 16000					Ⓢ
28	54	59	BLIND FAITH Atco SD 33-304 A/B					Ⓢ
12	56	60	GRASS ROOTS Leaving It All Behind Dunhill DS 50067					Ⓢ
20	52	61	JANIS JOPLIN I've Got Dem Ol' Kozmic Blues Again, Mama Columbia KCS 9913					Ⓢ
9	63	62	B. B. KING Completely Well BluesWay BLS 6037					Ⓢ
55	60	63	CREDENCE CLEARWATER REVIVAL Bayou Country Fantasy 8387					Ⓢ
8	69	64	GRATEFUL DEAD Live Dead Warner Bros.-Seven Arts 2WS 1830					Ⓢ
89	68	65	JOHNNY CASH AT FOLSOM PRISON Columbia CS 9639					Ⓢ
10	77	★	ZEPHYR Command/Probe CPLP 4510				NA	Ⓢ
15	70	67	SOUNDTRACK Hello, Dolly 20th Century-Fox DTCS 5103					Ⓢ
20	67	68	JETHRO TULL Stand Up Reprise RS 6360					Ⓢ
2	73	69	GUESS WHO American Women RCA Victor LSP 4266		NA	NA		Ⓢ
14	71	70	QUINCY JONES Walking in Space A&M SP 3123		NA			Ⓢ

TAPE PACKAGES AVAILABLE

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
5	75	71	MERLE HAGGARD Okie From Muskogee Capitol ST 384			NA		Ⓢ
2	120	★	SHOCKING BLUE Colossus 1000			NA		Ⓢ
5	76	73	FRIJID PINK Parrot PAS 71033					Ⓢ
14	61	74	FERRANTE & TEICHER Midnight Cowboy United Artists UAS 6725			NA		Ⓢ
11	66	75	BYRDS Ballad of Easy Rider Columbia CS 9942			NA		Ⓢ
17	64	76	DIONNE WARWICK Golden Hits, Vol. II Scepter SPS 577					Ⓢ
55	79	77	SOUNDTRACK Romeo & Juliet Capitol ST 2993					Ⓢ
20	81	78	GRAND FUNK RAILROAD On Time Capitol ST 307			NA		Ⓢ
41	93	79	CHICAGO TRANSIT AUTHORITY Columbia GP 8			NA		Ⓢ
90	85	80	ARLO GUTHRIE Alice's Restaurant Reprise RS 6267					Ⓢ
32	78	81	BEST OF THE CREAM Atco SD 33-291					Ⓢ
23	80	82	JOHN MAYALL Turning Point Polydor 4004					Ⓢ
10	83	83	JOSE FELICIANO Alive Alive-O RCA Victor LSC 6021			NA		Ⓢ
61	94	84	SOUNDTRACK Oliver Colgems CSOD 5501					Ⓢ
7	89	85	STEAM Mercury SR 61254					Ⓢ
6	91	86	JOE SOUTH Don't It Make You Want to Go Home? Capitol ST 392			NA		Ⓢ
24	84	87	ROLLING STONES Through the Past Darkly (Big Hits, Vol. II) London NPS 3					Ⓢ
37	86	88	TOM JONES This Is Parrot PAS 71028					Ⓢ
11	65	89	PEGGY LEE Is That All There Is? Capitol ST 386					Ⓢ
16	90	90	B. J. THOMAS Greatest Hits Scepter SPS 578					Ⓢ
30	88	91	OLIVER Good Morning Starshine Crewe CR 1333			NA		Ⓢ
8	92	92	PINK FLOYD Ummagumma Harvest STBB 388			NA	NA	Ⓢ
84	55	93	SOUNDTRACK 2001: A Space Odyssey MGM S1E ST 13					Ⓢ
23	59	94	GLEN CAMPBELL "LIVE" Capitol STBO 268					Ⓢ
31	87	95	BEST OF THE BEE GEES Atco SD 33-292					Ⓢ
1	—	★	BROOK BENTON TODAY Cotillion SD 9018			NA	NA	Ⓢ
3	97	97	FEVER TREE Creation UNI 73967			NA	NA	Ⓢ
1	—	98	RICK NELSON IN CONCERT Decca DL 75162			NA	NA	Ⓢ
1	—	★	TAMMY WYNETTE Ways to Love a Man Epic BN 26519			NA	NA	Ⓢ
24	72	100	ARCHIES Everything's Archies Calendar KES 103			NA		Ⓢ
17	111	101	JAMES GANG Yer Album BluesWay BLS 6034					Ⓢ
9	104	102	CHAMBERS BROTHERS Love, Peace & Happiness Columbia KGP 20			NA	NA	Ⓢ
38	103	103	MOODY BLUES On the Threshold of a Dream Deram DES 18025					Ⓢ
6	130	★	JR. WALKER & THE ALL STARS What Does It Take? Soul SS 721			NA	NA	Ⓢ
12	95	105	JOHNNY WINTER The Second Columbia KCS 9947			NA	NA	Ⓢ

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

TAPE PACKAGES AVAILABLE

# JESUS CHRIST

That's the name of the world's newest rock opera. The production is now under way in London. The original cast album will be on Decca Records.

It's only logical. The original cast album of the world's first rock opera, **"Tommy,"** is on Decca Records.

**"Superstar," 732603,** is right out of the up-coming **"Jesus Christ"** original cast album and features **Murray Head.** The single is already well up on the charts.

It's on Decca Records.

Jesus Christ. It's only logical.





## California Takes Sunday as A Day-in, Day-Out Business

• Continued from page 14

these giants are located, smaller shops have been forced into a Sunday situation. Small record shops not near the big department or discount stores are not being pressured into opening. They watch and, in a few instances, try to see what happens by opening on Sunday.

Ed Mango, owner of Valley Record Center in Studio City, has begun experimenting with noon to 5 p.m. hours on Sunday.

Unless a store advertises that it's open on Sunday, it might as well not be waiting for customers, Mango said. "Properly planned, a Sunday opening could be the best day in the week because people have more free time to shop, particularly the men." Mango said that he doesn't like being forced into staying open. But he feels that unless he moves, his business could begin to get hurt.

The owners of "head shops" which sell psychedelic posters, mod clothing and rock records,

## M'Media Acquires 'Knockin' Master

NEW YORK — Metromedia Records has acquired the master of "Keep a Knockin' Get Back/Etc." originally released on Banana Records. The disk stepped out in the Charlotte, N. C. market via plays on WAYS.

Tommy Noonan, general manager of Metromedia, started the ball rolling late last week with special shipments of 500 Banana disks in advance of the Metromedia disk which was to be ready Friday (6).

## GARNER'S 'SEA' NOW IN STEREO

NEW YORK—Erroll Garner's "Concert by the Sea" album, originally released by Columbia Records in 1956, has been given a stereo release by the label. Columbia's engineers applied advanced techniques to create the stereo recording from the master as it was recorded by Garner at a concert in Carmel, Calif.

## FTC Eyes Record Clubs

• Continued from page 1

has notified the club in writing that he does not want that particular monthly selection. However, rumors that hearings on the practice were imminent by the Trade Regulations Rules Division, were cooled by acting chief Bill Dixon. Things are still at the exploratory stage, he said.

Complaints have come to the FTC, and many hold that the practice itself is "inherently unfair" because it penalizes the consumer by making him mail back the books or records at his own expense if he has failed to get his "negative" notice to the club on time to prevent delivery. Some complainants have said the clubs do not allow them time to get the do-not-send notice back, and that mail or other delays beyond control also penalize the customer, never the club.

Dixon (not the former chair-

man and present FTC Chief Paul Rand Dixon says another grievance is against club advertising which does not make it clear that the contracting member will have to return merchandise at his own expense if he fails to send in the notice in writing. "We have studied many of the club ads," said Dixon "and unless a customer was really looking for it, he would not be likely to notice this aspect of the selling."

A number of options are open to the commission. Among others, it can outlaw the practice outright. Or it can take up a number of individual complaints and warn the industry in this way. Or it can work through the trade regulations procedure.

### Protection

If the matter is handled through the Trade Regulations division, rules could provide more protection for the con-

sumer without banning the practice of negative option. Advertising as well as billings would have to carry emphatic notice that after a certain time, silence is considered acceptance by the contracting members. Also, a rule could state that unless a certain number of days' notice is given, the customer is not responsible for the return of records or books at his own expense.

Dixon said "No matter which way it is decided, the other side is going to put the commission in the middle of a hot argument." If the practice is outlawed, the clubs will fight it—but if modifying rules are set up, or if only a few individual cases are brought, consumer interests and complainants will call it "ineffectual." The Regulations Division has made its recommendation to the commissioners, but is not saying what, at this time.

## Competition Is Chicago Word

• Continued from page 14

for Rose) but traffic was very light. It isn't profitable for us to stay open because other stores in the Loop area are not. People just do not come downtown on Sundays."

Andy Andersen said The Record Center, on Chicago's north side, remains open only two Sundays each year—those immediately prior to Christmas: "The whole Chamber of Commerce, of which I am a member, encourages that our neighborhood stores stay open those days. This year, we did as well on the first Sunday; usually the Sunday immediately before Christmas is twice as good." Andersen summed up Sunday selling this way:

"The retailers that jump into Sunday selling seal it up fast. Those stores in a shopping center that is open Sundays do well. Those stores who independently remain open on Sunday while their neighbors are closed only rob their Saturday and Monday receipts. Some stores remain open on Sunday but close Monday; this just compounds the error."

Typifying the small retailer looking for additional business through Sunday opening is Arlington Records in suburban Arlington Heights where there is no shopping center nearby and no real competitive reason to remain open on Sundays. "We started opening noon to 5 p.m. a month ago," said manager Rod Heiden, who operates the store alone on Sundays. "We just wanted more business."

## Janus Gets Rights to Pye's Product; Label Tie in U.K.

• Continued from page 1

Jefferson and the Flying Machine helped the label pull in more than \$500,000 on its initial album program, which was launched in November. Other good LP sellers for the label were by Canned Heat and Johnny Winter.

Even though he has locked up Pye product, Schlachter will continue to develop artists and material from domestic sources.

And to further Janus' move in the contemporary market, Schlachter signed blues guitarist Harvey Mandel, a member of Canned Heat, as well as a longterm production agreement with Abe Kesh, Kesh, who hosts a nightly radio show on station KSAN-FM in San Francisco, has produced Blue Cheer, Chuck Berry, Graham Bond, and three previous albums by Mandel.

Other groups that Janus will be pushing in the contemporary market are Eagle, Illusion and Shaky Vic.

## 'John and Mary' To RCA Italiana

NEW YORK — "John and Mary," a recent Decca Records release, produced and published by Ivan Mogull, has been placed by Mogull with RCA Italiana for Italy. He has also placed it with RCA in Mexico, and with Smart Records for Argentina.

## Never on Sunday Is Theme Song of Milwaukee Stores

By BENN OLLMAN

MILWAUKEE — Sunday opening is strictly a matter of location in the Beer Town market. Stores situated in any of the area's large shopping centers stay open on Sunday. Downtown shops, without exception, stay shuttered on Sunday.

"We're not open on Sundays and we're definitely not ever going to be open on Sunday," said Stu Glassman, of volume Downtown Radio Doctors. "We don't need the business that bad. Our customers know we close on Sunday and they go elsewhere if they feel they have to buy something. Even if the entire Downtown Association voted to stay open on Sundays, we wouldn't do it. It makes no difference to me if we do lose some business on Sundays to our competitors. We also take into consideration that our employees put in a pretty busy six-day work schedule. They aren't anxious to work on Sunday—and neither am I."

Record World, recent newcomer to the downtown Milwaukee disk retailing scene, also turns thumbs down on Sunday selling. "We don't cater to the same type of trade that buys the impulse bargain records in the big discount stores on Sundays," said manager, Dennis Belmann. "Our customers will wait until Monday if they want a specific album from our shop."

Out on the outskirts near the giant Brookfield Shopping Center, but not a part of it, is fast growing Brookfield Music Center. Manager, Larry Wright, admitted that staying open on Sundays is "tempting" since 45

out of the 60 shopping center outlets nearby are open on Sunday.

According to Larry Wright, "Opening on Sunday would be like adding another Tuesday to our week, as far as volume goes. We did stay open a couple of Sundays just before last Christmas and found it quite profitable. But for the long pull it would mean hiring extra help and revising our whole pay setup. But who knows? Some day we may have to switch to a Sunday policy. At present, however, we're happy to close our doors and let the big chain outfits have the Sunday sales."

Mike Kozlow, manager here for the Kansas City-based Recco, Inc., operator of the disk departments in the big Treasure Island Stores and GEX Discount Stores, said Sunday opening is standard policy.

"Sunday is an important day for us," said Kozlow. "All the other departments in the chains in which we handle record racks are open—so we stay open, too. It is difficult to assess, however, on a percentage basis just how much Sunday sales affect our total volume picture. We do know, however, that our stores are always busy on Sundays."

Particularly notable here was the radical switch in Sunday policy by the J. C. Penney stores. Here, in the Milwaukee market, they joined the pre-holiday crowd and kept their doors open on Sundays for the very first time.

According to word from key employes, J. C. Penney's pre-holiday Sunday sales were under expectations. But the chain has nevertheless continued to keep its stores open on Sundays since the start of the new year.

## WB to Handle Youngbloods' Co.

LOS ANGELES — The Youngbloods newly formed label will be distributed by Warner Bros. The group lives in San Francisco and plans most of its recording activity there.

The group was formed nearly five years ago in Boston and has recorded three albums for RCA, with its final LP for that company being edited for release later this year.

## Ohio Blue Law

• Continued from page 14

closed on Sunday now but are not sure they will stay closed.

"It's hard to say. No decision has been reached yet," said Rex W. Este, manager. (There are seven Zayres' stores in Greater Cleveland.)

Do other stores open on Sunday hurt? "Well, sure. People get used to shopping at a store and would like to continue any day of the week. Let's face it. People want to shop Sundays. If they can't come here, they'll go elsewhere."

Disc Records in Westgate Shopping Center, Fairview Park, Cleveland's first major shopping center, was open the Sunday before Christmas but will not repeat.

"It worked out. We were only open 4½ hours that Sunday compared to 11 hours on previous days but we did 5 percent of our business," said manager David Frost."

# Executive Turntable

• Continued from page 6

was previously with Kapp Records as national sales manager, a position he held with Decca Records who he joined as salesman in 1957. . . . Roulette Records has named five regional sales and promotion men to the label: **Ed Schreiber** is Midwest regional sales manager. He is a former creative sales consultant with Warner Bros. and will headquarter in Chicago. **Irwin Mazur**, former head of Mazur Enterprises, is Roulette's eastern regional sales manager. In the promotion department, **Mike Milrod** will cover the near Midwest area, **Lew Shapiro** the Atlantic seaboard area and **Richard Gurlek** the Midwest. Shapiro previously headed his own East Coast promotion office, Milrod was in radio and Gurlek is a former Roulette man, just out of the Army. . . . **C. W. (Chick) Doherty** named to the newly created post of national promotion coordinator for country product, Decca Records. Based in Nashville, Doherty has worked for the last 20 years in the record business in New Orleans, Cincinnati and Dallas. . . . **Tom Kasten**, formerly working in print and television advertising, joins Ovation Records as artist-promotions director. . . . **Jerry Simon** appointed professional manager, East Coast, Beechwood Music Corp. Most recently he was executive creative director, E.B. Marks Music. He began his career with Majestic Records in 1948, and his background includes professional manager of Doris Day's publishing firms, promotion director, Warner Bros. and head of his own label, RSVP records. . . . **Candy Leigh** named director of artist relations for Gerald W. Purcell Associates and subsidiaries, GWB Records and Grapevine Records. Miss Leigh was recently director of Eastern activities, Tetragrammaton Records.

★ ★ ★

**Howard Alperin** named manager of sales for all deleted Liberty/UA product. He was formerly national sales manager for the Sunset division of Liberty/UA. . . . **Howard Siegel** joins Audiomasters in Sepulveda, Calif., as vice president and marketing director. He was previously national sales manager of Certon's Vivid Sound line. . . . **Patti Wright** joins Columbia's Hollywood publicity staff as assistant to **Michael Ochs**, department manager. . . . **Chuck Huesman** and **Scott Ross** have joined A&M as Miami and Los Angeles regional sales managers respectively. Huesman was formerly with Mainline in Atlanta and Ross with Transcontinental Music in Los Angeles.

★ ★ ★



GOWAN



FEINSTEIN



WOLFSON



SMITH

Chess Records named **Joe Gowan** as administrative assistant to Marshall Chess, president of the company. Gowan, former director of marketing for Columbia Records, will be in charge of business affairs relating to contracts. In other moves, **Judy Feinstein** joined the Chess sales department and **Herb Wolfson** was named accounting manager. Both are former Mercury employees. . . . **Donald F. Smith** named national sales manager for professional audio products with Ampex Corp. He has been with the company since 1960.

★ ★ ★

**Al Klein** resigned as national sales director of Motown Records. Klein is negotiating with several other companies, and has returned to Dallas to assist in clearing up the estate of his father who died last week. . . . **Aaron Wasserman** appointed president and elected a director of Magnetic Media Corp., blank tape manufacturer. . . . **Frank Clarke** joined American Tape Duplicators in sales. . . . **Art Gaines** rejoined Concord Electronics as general manager of the Lexington division. . . . **Tom Bonetti** appointed vice president and general manager GRT Music Tapes, a newly formed division of the GRT Corp. Before joining GRT three years ago, Bonetti had been product manager for Mercury Records in Chicago. . . . **Bud Stebbins** named midwest promotion manager for Ampex Records. Stebbins was formerly promotion manager for Summit Distributors in Skokie, Ill. Prior to that he owned Stebbins Enterprises, a management company.

★ ★ ★

**June Sadowski** named production assistant-writer at Jerry Verbel, Inc., a TV/radio cassette production firm with general offices in New York and production offices in Morris County, N.J. . . . **Corbett Evans** named international music education consultant for Peer-Southern. He's a former executive officer of the Juilliard School at Lincoln Center. . . . **Pat Baird** appointed managing editor of Peer-Southern's Music Leader, a monthly newsletter, and assistant to **Andy Hussakowsky**. . . . **Jackie Reinach** appointed vice president of Rene Enterprises and general manager of its publishing division, Claro Music.

## Capitol in Soul Drive

• Continued from page 1

man forceful direction, he said. In addition to the buildup of the sales force, Capitol has distribution pacts with Invictus and Fame Records, two blues-oriented companies. And it employs six black promotion men.

Capitol's black salesmen are located locally (Harold Coston who came from National General last July); in New York (Marty Mack, who came from NBC as one of the company's pioneer black salesmen two years ago); in Detroit (Richard Sanders, who came from an oil company last October); in Chicago (Lorenzo Marvel, who also joined the label several years ago and has remained through several black music buildup attempts).

There is also a second black salesman in Los Angeles, but the majority of his accounts are not in the black community, so he does not come under Lavong's department.

Lavong has been with Capitol since last July, coming out of jazz and blues radio. He has been recruiting men by placing ads in black newspapers and also through word of mouth.

He is involved in the signing of new black acts and gets involved in planning programs with Fame and Invictus.

## Gospel Music Showcase in N.Y. Planned

NEW YORK — Plans are under way to create a gospel music showcase at the Charity Baptist Church in Brooklyn, according to the Rev. Edward L. Wharton. The location, which was formerly the Savoy Theater, 1515 Bedford Ave., seats 2,500 and is equipped with all necessary facilities.

Rev. Wharton hopes to stage the first show in approximately five weeks. He stated he would draw upon nationally-known talent, both black and white.

Rev. Wharton is motivated by the fact that there is an acute shortage of locations for the presentation of gospel programs. This situation, he points out, creates an economic problem for gospel artists and forces many of them to leave the field for the more lucrative pop music business. Rev. Wharton hopes the Brooklyn experiment will be the first step in creating a series of gospel showcases in key cities.

In addition to gospel music programs, the entertainment schedule at the Charity Baptist Church will include films and plays which are related to the gospel music idiom, Rev. Wharton said.

## Double Sixteen

• Continued from page 18

many advantages to cassette—this concept has to take over eventually.

When it does, Canon says he will be ready with a quality cassette. His 30, 60 and 90-minute packages now sell for \$2.25, \$2.98 and \$3.98, respectively. **EARL PAIGE**

# TOMORROW

By ED OCHS

EVEN AMONG rock musicians it's not only how well you play but who your friends are. It started with a little innocent jamming which leads to star-swapping, band-breaking and brief affairs with various wandering rock troupes. Today, "Friends" are so prevalent that they practically outnumber the Delaney and Bonnies, Mountains and Led Zeppelins. And if you can count as friends Eric Clapton, Jimmy Page, Nicky Hopkins, David Bromberg or Edgar Winter, then you're traveling with the best band-aids in the business. Rock stars are gigging in and out of their own groups, and between broken groups, crossing label lines to record with friends, manufacturers are "sharing" artists with other labels, breathing new life into rock and keeping before the public, both live and on record, some of rock's most creative gypsies. Perhaps now that companies are swapping musicians, it might not be too farfetched to speculate that labels will soon "borrow" or lease records from other labels and mix their own libraries of material to develop the sampler.

Samplers are nothing new (remember those oldie-but-goodie albums) and over the years have taken on many different names and packaging. Yet almost every manufacturer uses the sampler—in one way or another, as a sales aid, extended-play jukebox disk, for a vault and vintage series, and for socio-geographical records. The Beatles' "Sgt. Pepper" milestone, knitting cut into cut to tie the record together under a single concept, plus the recent blues revival, which literally revived fast-fading blues patriarchs, helped to excite the industry to reconsider the very phonograph record that the ever-changing music is printed on. Atlantic, Warner Bros., Capitol and Blue Thumb are already programming their best new and recent cuts, while crossing label lines to program choice cuts into albums and "trips" similar to what FM radio has been doing, not to mention home tape buffs and their pirate faction, would further glorify rock with recorded festivals. We are all fans in the music business, and because we love the music there is also a little deejay in all of us. In fact, some of the best deejays are not on the air, making up the million living room producers who string records together for their friends. Some of them are artists in their own right and should be recorded.

★ ★ ★

**JACK NICOLSON**, Peter Fonda's martyred saint-sidekick in "Easy Rider," recently accepted a gold record for the soundtrack album at Dunhill Records' distributors' convention in Los Angeles. Despite the fact that Dunhill's own Smith (gasp) dared to sub for the Band on "The Weight" and Byrd-brain Roger McGuinn gives himself away as Bob Dylan's stand-in on "It's Alright Ma," the movie score hit the market coming and going—at the box office and record shop, and the music pitched the movies, too. The success of "Easy Rider" guarantees that the '70's will be littered with low-budget films, low-budget movie houses (Bill Graham has only to pull down the screen) and high-profit soundtracks. And who knows, Graham may bring the opening night premiere and Academy Award to the Lower East Side.

★ ★ ★

**THE EMPIRE ROOM** of the Waldorf-Astoria, for you out-of-towners, is one plastic fantastic phantasmagoria dreamed up by that much abused minority—the rich. First, the room could only have been conceived by Walt Disney. It is as enormous as a whale's belly, and high above the heads jerking and jockeying excitably to give and get a better view, is a temporary ceiling stippled to look like dark stary heavens. The ghost of F. Scott Fitzgerald moves intensely from table to table eavesdropping for high tragedy over soft steaks and champagne. Yet it is mod and festive and everybody is digging each other like animals of a common species. It is also where the music trade press go for—but never quite get—a good meal.

The lights go dim for Liza Minnelli, who then rolls onto the stage of the Empire Room on a mechanized float along with her four-piece rock band, the Bojangles. An item in Earl Wilson's gossip column, "Earl's World," said that the device—which runs on rails—used to transport Miss Minnelli and the group to center stage cost \$6,000. The group imitated their way through a rock medley, opening and closing with the finale of "Hey Jude." And I hear Blood, Sweat & Tears was a smash in Las Vegas. Great Gatsby! Who said they couldn't gust our music? Is there no way to stop this infernal machine?!

## Wet Soul, Double Bayou to Be Distributed by Singleton

NASHVILLE — Wet Soul and Double Bayou Records—two new labels operated by independent record producer Huey Meaux—will be distributed by The Shelby Singleton Corp.

The contract calls for 26 singles and 12 albums a year on each label. First release on Wet Soul—strictly for black acts—will be Johnny Copeland with "If You're Looking for a Fool." On Double Bayou, Heather Black will have "Look Around Son" as its first single and an album is already in production.

Meaux has produced a long string of hit records, including product by B. J. Thomas, the

Sir Douglas Quintet and the Hombres.

Meaux's Grits & Gravy recording studio will be opened in Jackson, Miss., within four months. The complex will feature two 8-track studios. Meaux has hired one engineer and is seeking another. This will be the first of three recording studios in three states, each with its own staff of assistant producers, songwriters, and musicians.

Meaux recently signed a three-year contract with Ampex for tape rights on all product on his Wet Soul and Double Bayou Records labels. The contract calls for a minimum of 10 LP's.

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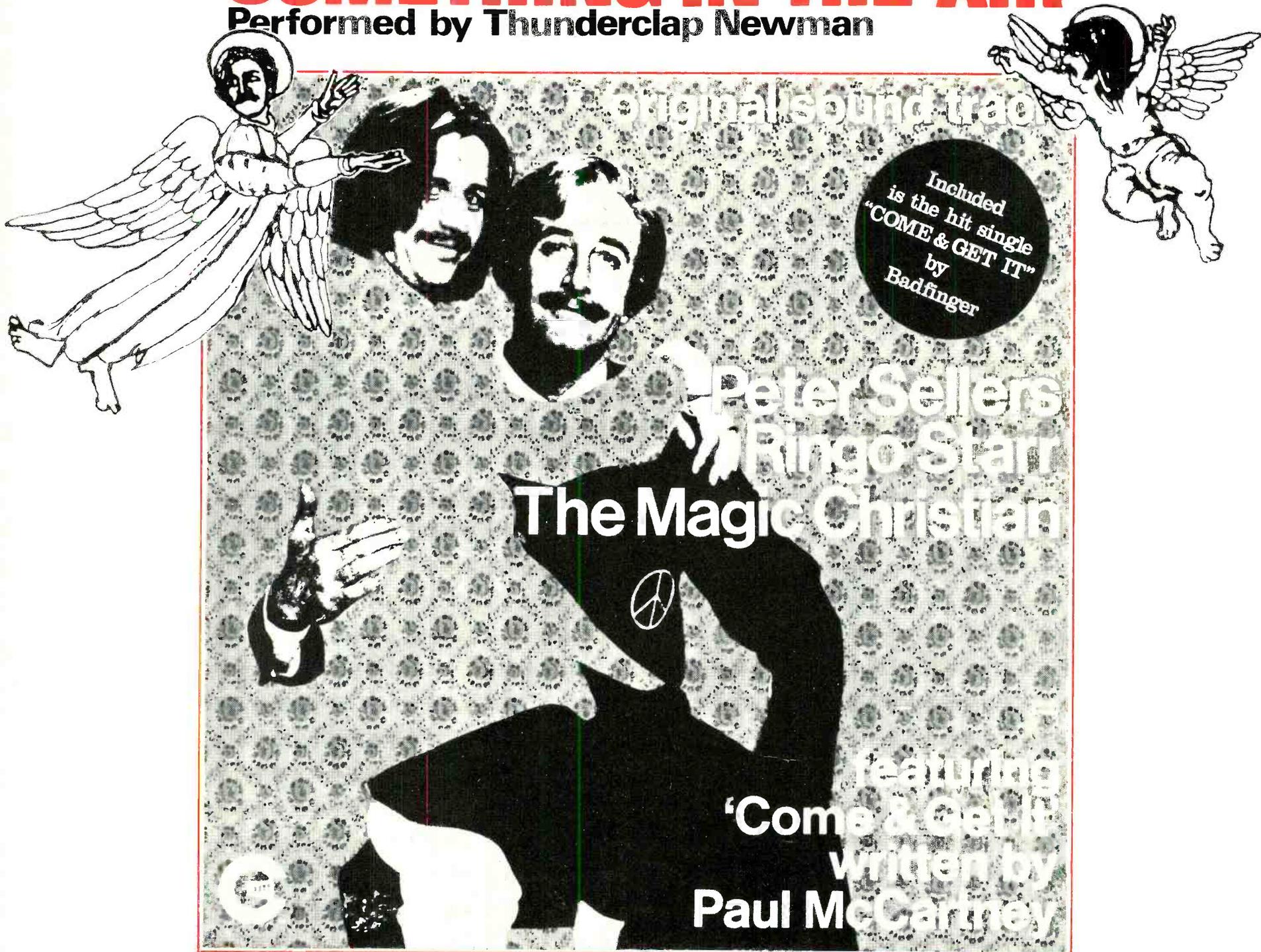
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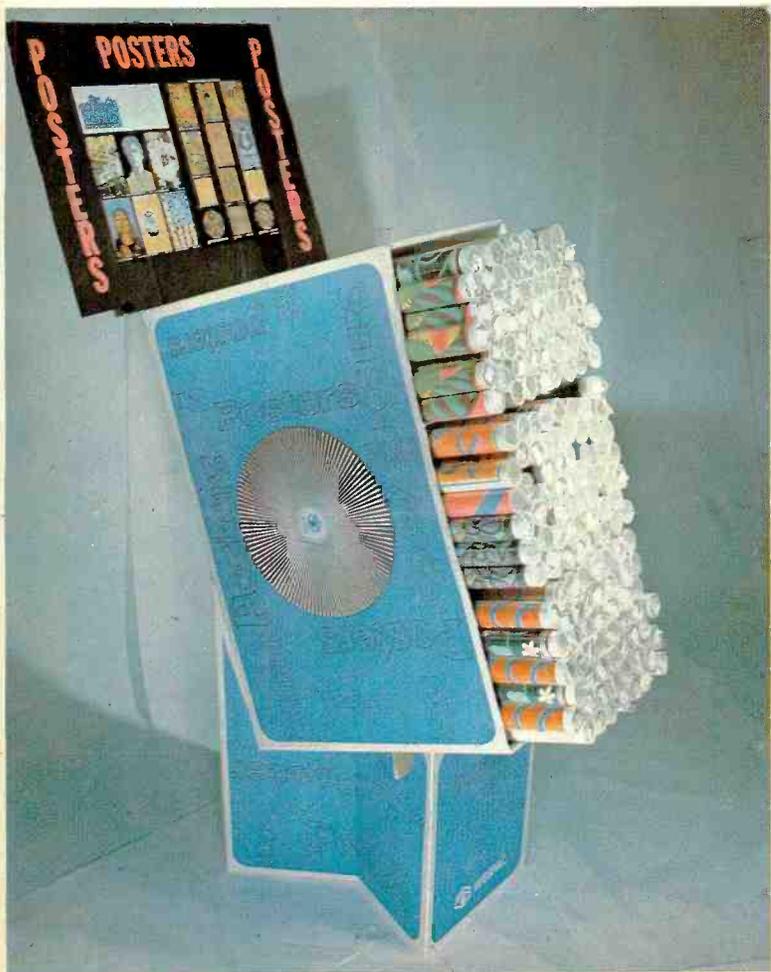
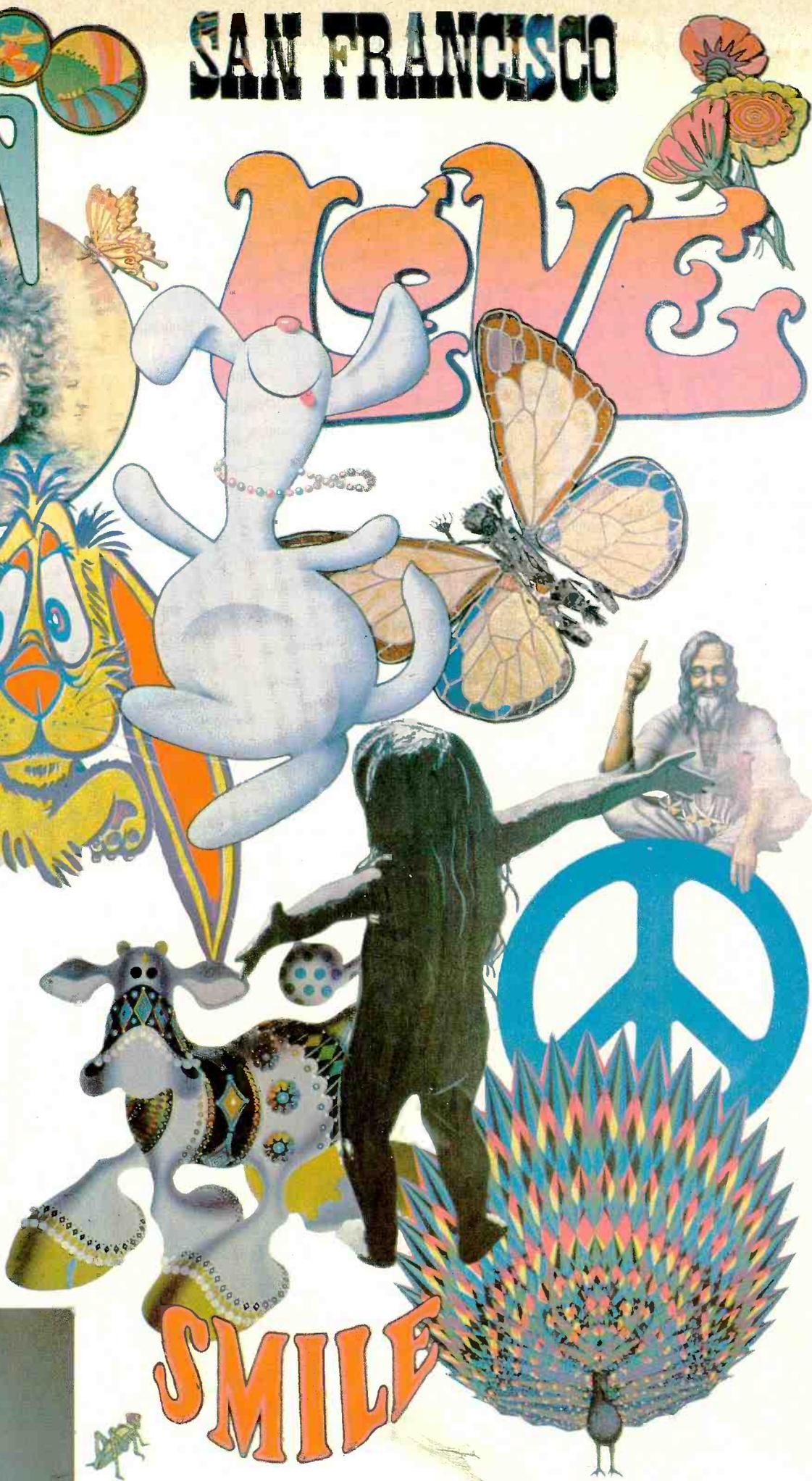
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