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JUNE 6, 1970 • \$1.00
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The International
Music-Record-Tape
Newsweekly

COIN MACHINE
PAGES 57 TO 61

Fox Eyes Payment Plan For Audio-Visual Field

By PAUL ACKERMAN

NEW YORK—The Harry Fox Agency, publishers agent and trustee, is studying the audio-visual field in preparation for servicing its clients in this new medium. Al Berman, chief of the Fox operation, stated that his office was already engaging in talks with representatives of the Japanese music industry, in view of the fact that EVR will likely make its appearance in the Far East in the fall.

In the U.S., Berman said, publishers want to proceed cautiously. They wish to determine what direction audio-visual will take, and they are most anxious, initially, to establish the principle of payment for this type of use. This is essentially the attitude American copyright owners have

taken whenever a new music medium was in an early stage of development—as television in its early years.

Whether audio-visual material will be rented or sold outright will have an important bearing upon the royalty
(Continued on page 6)

Fonior Group Anniversary
Tribute
See page 41

AMPEX, LEAR IN LICENSING TIE

REDWOOD CITY, Calif. — Ampex Corp. became the first U.S. firm to conclude a licensing agreement with Lear Jet Stereo for the manufacture of 8-track CARtridges. Under terms of the contract, Ampex would pay Lear Jet up to \$450,000 in royalties. The deal is retroactive to Feb. 24, 1970.

According to Ed Campbell, head of Lear Jet Stereo division of the Gates Rubber Co., the firm is pursuing similar licensing agreements with other manufacturers of 8-track cartridges in the U.S. Lear Jet has had 8-track cartridge royalty agreements with cartridge manufacturers abroad.

Beatlemania Returns As 'Let It Be' Clicks

By IAN DOVE

NEW YORK—Beatlemania—this time in the form of increased productivity from the group and individual members and in booming sales figures for Beatle product—is still alive and kicking. Beatles' business manager, Allan Klein, revealed that 3.2 million copies of the group's "Let It Be" album had been shipped in 13 days. At No. 2 on the Billboard album chart, this week, it jumped from 104. Another Apple album, "McCartney," by Paul McCartney, retains the top spot.

According to Klein, "Let It Be" is already the fourth best selling Beatle album. The list is headed by "Abbey Road" (about 5 million, said Klein), followed by their first ever U.S. album, "Meet the Beatles" (4.3 million) and "Hey Jude" (3.3 million). In fifth place, behind "Let It Be," is "Sgt. Pepper," usually regarded as the biggest Beatle seller (2.7 million).

Pointing out that "Abbey Road," "Hey Jude" and "Let It Be" are all recent product, Klein sees this as justification for the present Apple method of operation. "Since January, Apple has, in effect, taken a unique position in the record business, having total control
(Continued on page 8)

Videocording Battle Shaping

By BRUCE WEBER

LOS ANGELES—An international battle is shaping in videocording.

In the race are the Americans, the Japanese and the Europeans. As prize is a concept that will be a major factor in the home entertainment product market.

Several factors are heating the videocording race, including:

—A standardization agree-

ment among three Japanese companies, five European manufacturers and an American entry—Magnavox—to establish the magnetic recording type cassette video system.

—The entry of Magnavox, Philips of Holland, Admiral and Victor Co. of Japan in the videocording scrap.

—Plans by Philips, Sony and Victor to release comprehensive program libraries with the initial marketing of their hardware — sometime in late 1971 or early 1972.

The entry of Magnavox and Admiral came as a surprise to industry sources. But just prior to their announcement of entering the video field, another company, GBC Closed Circuit TV Corp., announced it would introduce a videocassette tape playback system for the home market.

The system will be compati-

ble with the videocorder Sony is producing. GBC's unit will be marketed "approximately in early 1971 at a target price of \$500 to \$600," according to Harry Lefkowitz, GBC president.

Lefkowitz said GBC "moved into videotape field when we bought nearly 3,000 videotape recorders made by Sony for General Electric, and began
(Continued on page 17)

Famous Music in Mass Revamping

NEW YORK — Dot and Paramount Records have been moved here as part of a vast reorganization of Famous Music Corp. which now centers all major activities of the music complex at the Gulf + Western headquarters here.
(Continued on page 86)

What's Listener Like? Go Forum

NEW YORK — Radiomen from across the nation will be informed on what the radio audience is really like, at a special session of the third annual Billboard Radio Programming Forum.

The Forum, which will be
(Continued on page 4)

ATD & Philips Set Up Plan For Minority Businessmen

LOS ANGELES—American Tape Duplicators (ATD) and North American Philips, New York, jointly will help minority businessmen move into the music and tape industry.

The joint venture, ATD of Washington, D.C., will seek to secure government and private contracts for tape duplication, record manufacturing and related services.

ATD of Washington has been launched with the financial and technical assistance of North American Philips, electronics and entertainment complex, and American Tape Duplicators, one of the leading duplicators of music and spoken word tapes.

Warren Gray, executive vice president of American Tape Duplicators, Los Angeles, has been
(Continued on page 13)

Rock-Flavored Jazz Opens New Vistas for Musician

By ELIOT TIEGEL

LOS ANGELES—Jazz and rock are fusing new musical relationships.

Saxophonist John Klemmer's quartet; Miles Davis' new electronic group, Jerry Hahn's

Brotherhood; the Fourth Way featuring violinist Michael White, guitarist Larry Coryell, Tony Williams' Lifetime, and now Gabor Szabo's "juiced up" sextet, are all examples of jazz' "new face."

The key to these jazzmen's activities is their performing for customers customarily attuned to hearing the tidal din of rock music.

These musicians represent the contemporary thinking school of jazzmen who have more or less tossed off any ties with the oldline forms of jazz
(Continued on page 86)

NAMM Meet Sets 'Firsts'

By EARL PAIGE

MIAMI BEACH—Despite a sagging economy, and the fact that another industry-wide music show was held a few weeks ago, the National Association of Music Merchants (NAMM) is set to surprise the industry by drawing an estimated 10,000

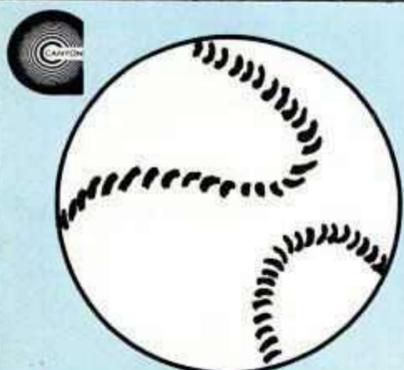
delegates to its first convention outside Chicago. Scheduled June 5-9 at the Convention Center here, the event at the Convention Center here marks many firsts for the 69-year-old association and heralds a new era for
(Continued on page 74)

New Rack Sites Sweeping U.K.

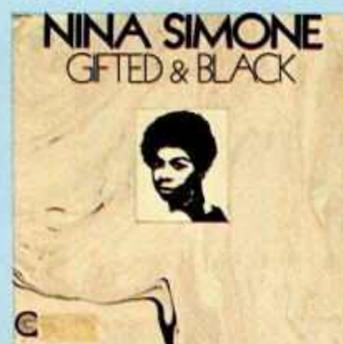
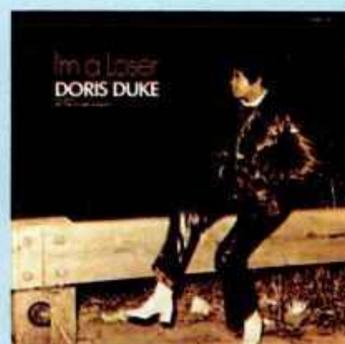
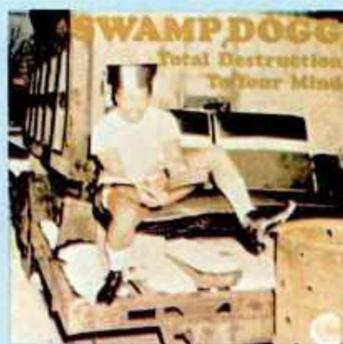
By BRIAN MULLIGAN

LONDON—A new impetus to rack sales is being given by Record Merchandisers' managing director, Ian Miles, who is preparing to install racks in
(Continued on page 77)

(Advertisement)



Grand Slam for Canyon



Let's give freaks who were never exposed to "After Bathing at Baxter's" another chance.



LSO-1511 P8S-1292

Other leading groups are getting into the sound the Airplane introduced on "After Bathing at Baxter's" 2 years ago. And they're receiving accolades (and sales) because of it. So, to give freaks who never knew about it, or who weren't ready for it, another chance, we're reservicing "Baxter's" by Jefferson Airplane.

Special price: Everything is the same about the new reserviced "Baxter's" album, but the price. At \$4.98 or less, what may be the Airplane's best album, is also a great buy.

A remarkable fact: The Airplane has gone on record categorically, saying that "After Bathing at Baxter's" is their most important album. We'd like to take this opportunity to also remind you of what other people had to say about it.

"After Bathing at Baxter's" is the best Jefferson Airplane album . . . recognized as the crowning achievement of the dawn of American rock"—Paul Williams, "Outlaw Blues"

"After Bathing at Baxter's" is an experience that comes close to matching their in-person impact. When you put this on, turn up the volume, and forget your seat belt"—Nat Hentoff

"... the sound that brought them to the forefront of the San Francisco groups and turned them into a world-recognized musical influence"—The Beat

"One of the combo's best efforts for long play"—Chicago Daily News

"... well, from the Jefferson Airplane gang, who expects 'Swan Lake'?"—Phoenix Gazette

"The Airplane may be even more popular when its listeners catch up"—Express and News, San Antonio, Texas



The original "After Bathing at Baxter's" Ad.

RCA Records
and Tapes

Racusin Keys Trade Youth Drive of UN

NEW YORK—Norman Racusin, president of RCA Records, is spearheading an industry drive to support the World Youth Assembly, which will be held in New York July 9-18 under the sponsorship of the United Nations. The drive is aimed to raise money from voluntary contributions to help bring 750 people under the age of 25 from all over the world to the Assembly.

In a letter to industry executives, Racusin said, "Since our industry is so involved with young people and music has become so important a means of imparting youthful expression, I feel that we, as an industry, should lend our total support to this forum." The theme of the Assembly will be "Peace, Progress and Cooperation." The delegates will deliberate in private sessions and the results of their deliberations will be aired before the UN membership in plenary sessions.

Racusin is a member of the committee working on behalf of World Youth Assembly Fund, Inc. Also on the committee are Michael Butler, producer of "Hair," George Yahraes, promotion and sales director of the

ABC-FM stations; Kip Cohen, of the Fillmore East and West; Minnie Cushing; Adela La Fora Holzer, James Verner, London "Hair" producer, and Bertrand Castelli.

The expenses of the Youth Assembly are estimated at \$733,500. The assembly is being held as part of the U.N.'s 25th anniversary observance.

EDITORIAL

In Service of Youth

Norman Racusin's leadership of the drive to support the World Youth Assembly (see separate story) focusses attention upon the broader obligations of the music/record industry—obligations which are separate and distinct from the exploitation and sale of songs and records.

It epitomizes the fact that the music/record industry entails more than entertainment.

As a communications medium, as a medium profoundly involved with the youth of the world, the industry has a responsibility to encourage youthful expression on key international topics and problems facing the United Nations.

The Assembly will be held in New York July 9-18 under the sponsorship of the UN. We urge that industry executives follow Racusin's lead so that a sufficient fund is raised to guarantee the success of the Assembly. And we commend the industry for its recognition of social and educational values beyond any monetary measurement.

Atlanta NARAS Plans '71 Fete For Royal Coach

ATLANTA — The Atlanta chapter of NARAS will hold its 1971 awards dinner at the Royal Coach, which has a ballroom seating an anticipated 1,500 people.

Bill Lowery, president of the chapter, said initial demand indicated the number would be at least that high following this spring's successful first venture.

Gy Waldren, of WSB-TV, has been named executive producer of the show, with Buddy Buie of the Lowery corporation co-producer. Phil Walden again will serve as general chairman.

The board of the Atlanta chapter also named Jack Geldbart, past president of NARM, its legal counsel. Geldbart, an attorney as well as distributor, will utilize this position as at least a partial return to the practice of law.

The chapter is working on developing a project for helping the ghettos of Atlanta, with Zenas Sears in charge of a recreation committee.

Polydor to Stage Wk. Of Meets in Markets

NEW YORK—Polydor Records is staging a series of sales meetings with distributors, retailers and rack-jobbers in each of the company's local markets from Monday (8) through Friday (12) as part of the company's "One Year After" campaign.

Irv Trencher, director of sales for Polydor's pop division, and Sid Love, national sales manager for the classical division and director of sales for all tape product, will head the teams of salesmen who will hit each market. They will be assisted by regional sales managers Bernie Wechsler, East Coast; Lu Fields, West Coast; and Joe Berger, Midwest; and new tape sales representatives: Chuck Dondero and Jerry Denkers, covering 11 Western states and Vincent Fsadni, Midwest.

New product to be introduced includes second albums by Area Code 615, the Tony Williams Lifetime, now featuring Jack Bruce on bass guitar;

Fox Broadens Piracy Action—Hits Retail Chains, Distributors

NEW YORK—The Harry Fox Agency, on behalf of publisher clients last week instituted an action in the United States District Court for the Southern District of New York charging tape cartridge piracy against 13 defendants, including National Tape Distributors Inc., National Sound Market-

ing and its president, Paul Adams, F.W. Woolworth, Rayco Auto Stores, the Ben Franklin Stores, Bright's Records of New York, Johnny's Record Shop of Manhattan. The manufacturer of the cartridges in question is Spar Record Corp. of Nashville, operated by William Beasley and Alan Bubis, who are named as co-defendants. Spar is a subsidiary of National Growth Industries, also named as a co-defendant. It is alleged that National Tape distributed the cartridges, with National Sound Marketing participating in the distribution and sale. The action was filed by Abeles and Clark, attorneys for the Fox Agency.

In announcing the action, Al Berman, president of the Fox Agency, said: "It is now open season on retailers who traffic in unauthorized tape cartridges. If the dealers and distributors insist on handling this kind of product, we are going to prosecute them and take some of the profit out of it. Dealers and distributors surely realize that cartridges of current hits selling at giveaway prices, like Spar cartridges are not royalty free." Commenting on the Spar operation itself, Berman said: "Our patience ran out with Spar. We did everything in our power to induce these people to regularize their operation, but to no avail. It is unfair to legitimate manufacturers who meet their royalty obligations without a fuss to permit bootleggers to operate."

The publisher plaintiffs in the action include Rivers Music Co., Big Seven Music Corp., Combine Music Corp., Hi Lo Music Inc., Essex Music Inc., Colgems Music Corp., Robbins Music Corp., Al Gallico Music Corp., Tree Publishing Co., Inc., Newkeys Music Inc., Peer

International Corp., Chappell & Co., Inc., Portfolio Music, Inc., Evil Eye Music, Inc., Hill & Range Songs, Inc., Central Songs, Inc., Beechwood Music Corp., Painted Desert Music Corp., R.F.D. Music Publishing Corp., Inc., Screen Gems-Columbia Music, Inc., Blue Book Music Co., Almo Music Corp., Los Publishing Co. and Starday Music.

Musical compositions involved in the suit include "By the Time I Get to Phoenix," "I Walk the Line," "Those Were the Days," "Almost Persuaded," "Green, Green Grass of Home," "Harper Valley PTA," "Slipping Around," "He'll Have to Go," "Born Free," and many more.

The plaintiffs have demanded judgment for treble damages, statutory royalties and injunctive relief. The defendants have 20 days to answer.

CHESS RECORDS PRES. EXITS

CHICAGO — Marshall Chess has resigned as president of the Chess Records Group which includes Cadet, Checker, Chess and Cadet Concept Records.

His future plans have not been revealed. Chess stated that he will remain in the music industry and will shortly announce a decision regarding his future activities.

Nine months ago, upon the death of his father, Leonard Chess, he assumed the presidency of the label. Prior to that he had been involved in every department of the company and active in top management for the past two years.

Quad Building Roster With 'Working' Artists

LOS ANGELES—Quad Records has nearly doubled its artist roster during the past two weeks and will move to new and larger quarters in Hollywood on Monday (25) as part of a major expansion move by the newly-formed label.

Al Perry, executive vice president of the label said that two new contemporary acts had been signed this week and that the label "expects an additional two" within the next 10 days. The acts, Douglas Fir and Rick McClellan will have product out (singles) by June 7. The a&r work for both is being done by Quad's Allan Breed (MGM distributes).

Quad has three other acts under contract (Jan Daley, Richard Williams, Siler Brothers) and all have product out. The two new artists follow the label's operating concept that an artist should not only be a recording artist but "a working artist as well." Fred Benson, vice president and production chief, said that we've taken a cautious approach. We don't want to sign everyone out there. We want artists who are working as well. Artists who have futures as entertainers."

Benson pointed out that all of Quad's artists are working.

Jan Daley is currently on a national promotion tour and is now in England taping two BBC-TV variety shows—Morcum and Wise and Roy Castle. Richard Williams has been signed as a regular on "Love, American Style" (ABC-TV) and The Siler Brothers open in Las Vegas (Fremont) next month.

Although it hasn't been played up, Quad is owned by Four-Star International, the television/motion picture complex, and there would seem to be a natural outlet for Quad talent through one of Four-Star's variety shows or forthcoming motion pictures.

WB's Lee Named To ASCAP Board

NEW YORK — George Lee, vice president of Warner Bros., Inc., and general manager of the Warner Bros. Music Publishing Division, has been appointed to the board of directors of the American Society of Composers, Authors & Publishers.

For More Late News See Page 86

EDITORIAL

A Vote of Honor

Balloting time is at hand for election to the Country Music Hall of Fame. And it is also time for some blunt talk to the country music fraternity.

The country field—one of the ornaments of American culture—owes a debt of gratitude to its pioneers. The most important of these is the late Ralph Peer, discoverer of Jimmie Rodgers and the Carter Family. Others, who have also died are Bob Burton and Jack Kapp. Another whom we are fortunate enough to have with us is Dave Kapp.

The failure, thus far, of the country voters to elect Ralph Peer to the Hall of Fame can only be termed inexcusable. It is an outrageous example of neglect and shortsightedness, and it defeats a key aim of the Hall of Fame: to give due honor to those who built the industry.

We also urge the voters to examine the records of the other above-mentioned pioneers, whose vision and dedication did so much to expand the country idiom to its present level of acceptance in the international world of music.

May conscience, rather than selfish interest, motivate the voters.

Kent State U. Documentary On Thiele Label

NEW YORK—Bob Thiele's Flying Dutchman label is releasing "Murder At Kent State University"—a documentary album compiled from the columns of New York Post writer, Pete Hamill. This is the fourth album in a series of social comment LP's put out by the label.

Narration on the Kent State album is by disk jockey Rosko, a commentary has been specially written by Nat Hentoff, and the album also includes a poem by Lois Wyse.

Said Thiele: "I also have tape of the President Nixon remark about 'student bums' and some comments by Vice President Agnew, including the 'intellectual snobs' remark. I think the new album is the most provocative of all—it shows the gap between the administration and young people today."

30% Content Ruling in Canada

By RITCHIE YORKE

OTTAWA — The Canadian Radio-Television Commission announced a 30 percent Canadian content ruling on local broadcasting.

The CRTC went along with the proposals it made in February, but allowed Canadian radio stations slightly more time to adapt to the new con-

tent law. Originally, the ruling was to be effective on Oct. 1—that has now been put back until Jan. 1, 1971.

The decision, and those affecting the TV industry, was announced on live TV on both national networks, but received very little radio coverage. Station executives had few com-

ments to make about the new law, which they had earlier claimed would make them play bad quality records.

Most stations knew the ruling would become law, and several had made advance preparations for it, by playing an increased number of local disks. The new law requires that from Jan. 1, radio stations play at least 30 percent Canadian content. Content must fill one of four requirements—it should be produced in Canada; the melody should be written by a Canadian; it should feature a Canadian resident; and it should have Canadian lyrics.

(Continued on page 79)

Cap's Plumb Visiting Italy On a Soundtrack Safari

LOS ANGELES — Soundtrack expert Neely Plumb is visiting Italy with composer Nino Rota and producer Franco Zeffirelli to obtain material for future albums for Capitol.

Plumb is Capitol's exclusive soundtrack expert. He produced the soundtrack LP

of Zeffirelli's "Romeo & Juliet" for Capitol which won a gold record.

The producer is spending three weeks in Europe scouting Italian music for Capitol and touches on two other projects. They include completing the instrumental music for his own album titled "Funky Fiddles" and for the free verse love poem "For You" which features Anthony Newley's narration.

"We are not making any pre-production deals on these two albums," said Lenny Poncher, Plumb's business manager and co-owner in the IMC Productions, which represents the artist.

"We feel these are the two most important projects we have entered into since we started our production company. We want to hear the albums and see what they are worth before making any distribution deals."

Poncher has begun discussing IMC's newest venture—Soundtrack Productions—with several companies which are deeply involved in motion pictures. The intention is to have Soundtrack create and merchandise their film music albums.

Poncher sees working with the record divisions of film studios in finding the proper ways of merchandising soundtrack albums. The best way to merchandise a soundtrack LP, Poncher feels, is to place it with a record company which is keyed into the kind of sound heard in the score.

Poncher is talking up Plumb's gold records for film music when discussing the new company.

NARM Forms Coordinating Committee

NEW YORK — Four major committees and two special subcommittees have been established by the National Association of Record Merchandisers (NARM) to coordinate the association's activities for the 1970-71 NARM year.

Committees which will be functioning include the 1970 Tape Convention Committee, the scholarship committee, and the marketing committee. The two special subcommittees include a traffic subcommittee, and an Illegal Tape Duplicating subcommittee. These will operate under the aegis of the marketing committee.

In addition to the personnel making up each committee, James Schwartz, NARM's president, will be an ex-officio member of all committees, while Jules Malamud, the association's executive director, will continue his active participation in all committee meetings and activities.

Guidelines for Black Execs Offered at FORE Parley

CHICAGO—Vision, sincerity and a desire to get to the top were cited as main guidelines for the black recording executive in quest of total involvement in his industry, at the recent FORE convention held here.

The suggested guidelines came from Madelon Baker of Audio Arts in Los Angeles. Mrs. Baker was, at the time, addressing the convention at a seminar on Total Involvement of the Black Man in the Recording Industry. She was one of a seven-member panel which included key radio and recording personnel.

In her short address to the 100-plus conventioners, the recording executive also told her audience that their scope for development was only as limited as their thinking, and warned that mores and provincial attitudes should not be allowed to stand as barriers to progress.

Hal Neely, president of Starday/King Records, who also addressed the seminar, urged truth, togetherness, communication at all levels, hard work, and good salesmanship. "To get it all together, you must be prepared to work," he said. "Look, listen, learn. Do your own thing and do not depend wholly on others for assistance. In this way you will realize the success you seek."

Larry Maxwell of Maxwell Records suggested that the members of FORE tune into the station of truth. He told his audience that involvement means representing one's company in

the broadest sense of the word, and added that women could make better promotional personnel because of their greater tendency towards total involvement.

From Charlie Brown, of Radio Station WWRL came the suggestion, "Strive for the highest point of perfection in whatever you undertake to do." He also urged the establishment of executive training programs for black salesmen, and said that the older, more established black executives in the industry should offer stimuli to talented and intelligent youngsters wanting to get into the business.

In his address, Ted Williams of Atlantic Records put honesty to self as the criterion for ultimate success. He said that with honesty to self, honesty to one's profession and the industry as a whole will inevitably follow. He added, "You also need professionalism and teamwork, and with these attributes success will follow."

Reggie Lavong of Capitol Records told his listeners that the time for copping out was past. "You have indulged," he said, "in too much rhetoric and not enough action. Your time for involvement is now. Too long have you settled for an edge. We don't want an edge, we want to go as high as we can. We should demand that our ceilings be lifted."

He cautioned however, that in striving after involvement and success, the emphasis should be placed on "overwork rather than over enjoyment. Any man with a reasonable amount of intelligence can attain almost any goal in life, and you are intelligent men," he said.

Harold Komisar of Decca Records in his sobering speech told the group that they needed FORE, because that organization could help them get to the top. "FORE," he said, "can do more for you than all the platitudes thrown out. In fact, it can be the inspiration for everyone in the recording industry."

Folklyric Hits To Arhoolie

BERKELEY, Calif. — The Folklyric catalog owned by Dr. Harry Oster, who started the company in the late 1950's, has been purchased by Arhoolie Records. The catalog includes many recordings from Angola State Penitentiary in Louisiana, where the label was originally formed. Included in the catalog are recordings by Billie and De De Pierce, Jesse Fuller, Butch Cage and Willie Thomas, the Rev. Pearly Brown and Peggy Seeger. Arhoolie will reissue the catalog over the next few years beginning with "Folksongs of the Louisiana Acadians," "Angola Prisoner's Blues," and "New Orleans Washboard Blues," to be issued in the fall.

GOLF OUTING DATE MOVED

NEW YORK—A conflicting booking date by Kutscher Country Club, Monticello, N.Y., has forced the Professional Musicians' Golf Tourney to be moved ahead to Tuesday and Wednesday (9-10). The original tee-off date was Wednesday and Thursday (10-11).

Gold Awards

Cotillion's "Woodstock" album—a three-LP pop set—earned an RIAA Gold Record this week. It was released May 11.

"Willy and the Poor Boys" by Creedence Clearwater on Fantasy, has earned a gold LP from Festival Records of Australia.

Jimi Hendrix's "Band of Gold" LP on Capitol named an RIAA gold album.

Audience Study at Forum

• Continued from page 1

held June 18-20 at the Waldorf-Astoria Hotel, will showcase an evening panel session with three of the world's most outstanding recording artists providing details about the audiences they meet face-to-face in personal appearances day-after-day. Special attention will be paid as to how this information relates to radio programming. The panel members include William (Smokey) Robinson, leader of the Miracles on Motown Records and a vice president of the record label; Johnny Rivers, recording artist and head of Johnny Rivers Music in Los Angeles; and John D. Loudermilk, songwriter and recording artist considered to be

JDM Buys Jay-Gee

NEW YORK — The newly formed JDM Record Corp. has acquired Jay-Gee Record Co., Inc., including the Jubilee and Josie label, Select Sound Recording Studios and the Jubilant Music Publishing wing.

Steve Blaine, who headed Jay-Gee, is the president of JDM, with Mickey Eichner as vice president.

The arrangement included stock acquisition. Blaine explained the accent of the new company will be on youth. Major expansions are planned for Jubilant Music and Select Sound.

Eichner said JDM will continue utilizing the services of such producers as Paul Leka, Jerry Ross, Marshall Sehorn and Alan Toussaint, Albert Bernstein, Charlie Calello, Jimmy Wisner and Jimmy Bishop.

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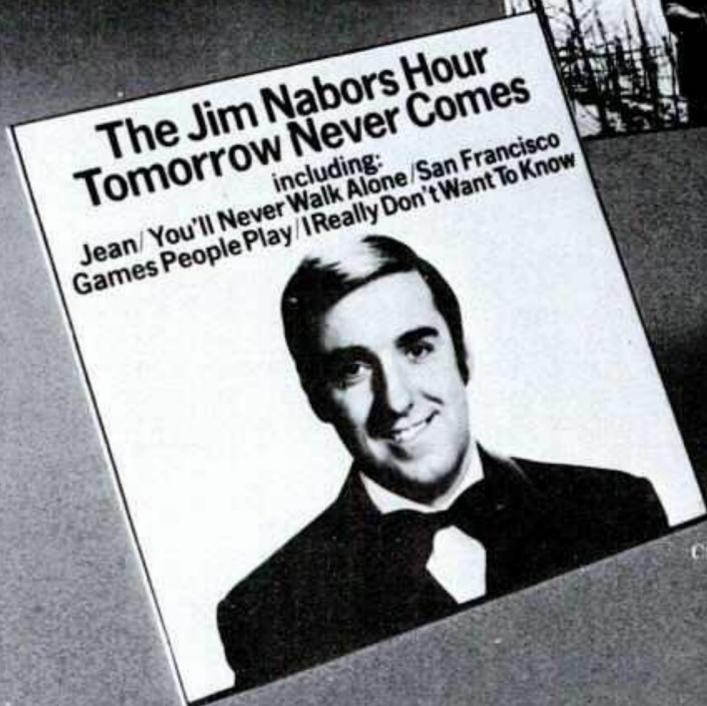
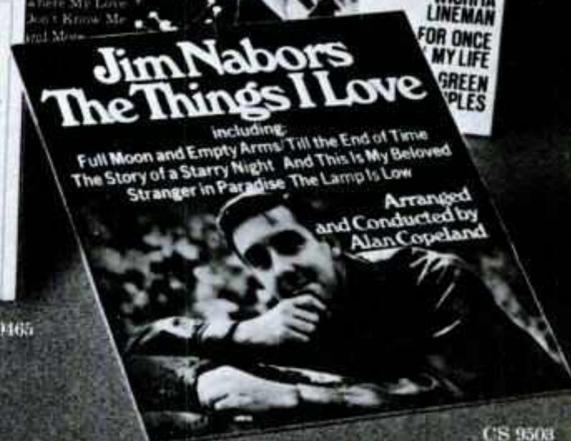
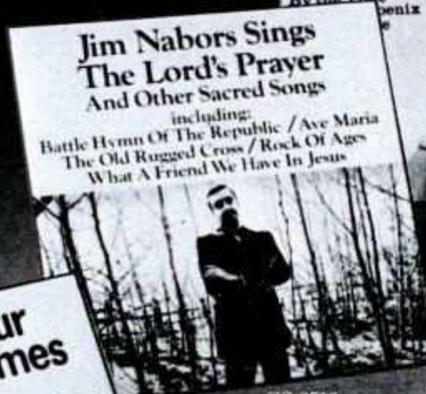
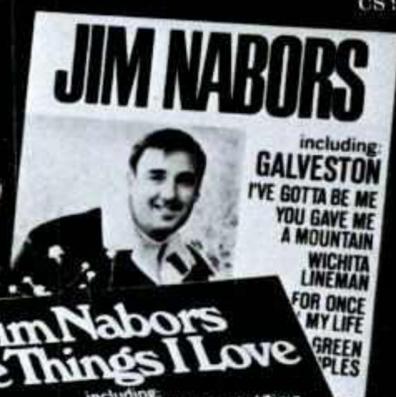
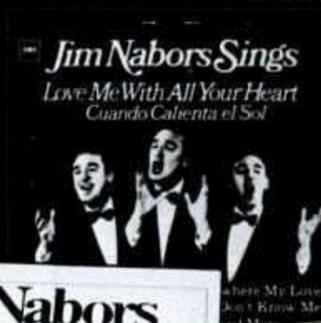
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CS 9620

CS 9358

CS 9817



CS 9716

CS 9465

CS 9503

CS 1090

The new Jim Nabors album. What other record gets a 60-minute TV commercial every week?

That commercial, by the way, reaches an average of 28 million people every Thursday night. It's called "The Jim Nabors Hour."

By a happy coincidence, the new album is also called "The Jim Nabors Hour." It consists entirely of the songs requested most by

those 28 million Nabors fans.

Which means you have a fair-sized audience waiting.

And don't forget that even without a direct tie-in to the TV show, these catalog numbers took off like, uh, bullets.

On Columbia Records® and Tapes.

This One



EL95-46K-T3TX

Billboard

The International Music-Record-Tape Newsweekly

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Vol. 82 No. 23

Col Recruits 5 as A&R Trainees In Plan to Tune in to Now Sound

LOS ANGELES—Five men have joined Columbia's a&r apprenticeship program. Charles Thomas McNamee, Michael Kropp and Ray Colcord are in the New York program. Mark Foreman and George Daily are part of the local a&r operation.

Foreman and Daily were hired by a&r chief Jack Gold before the formal personnel hunt began. Daily, 24, spends two days a week in San Francisco talent scouting and then listening to product in the local office. Foreman, 27, auditions songs before they are presented to Gold.

Their two roles are significantly different from the all-encompassing training program which the three New York-based apprentices are undergoing. In the latter situation, they will be learning all facets of a&r and how it relates to other departments of the company. Gold indicated that Foreman and Daily will be incorporated into the all-encompassing program when it begins on the Coast.

In searching for apprentices Jerry Camm, Columbia's head of personnel testing, was here from New York to meet with

potential applicants. He and Harry Zerler, associate manager of contemporary product, who also headquarters in New York, will maintain regular weekly contact with Gold as the program gets going.

Gold is not sure just how long the training period will be. It could be from three to six months.

Gold would like to start a training cycle each six months. He seeks young persons who have an ear for contemporary music and spend their own time and money in pursuit of today's music.

The starting salary for an a&r apprentice is in the \$9,000 to \$9,500 range.

At the end of the training program, which is based on previous in-house training schedules the company has run, the applicants will be funneled into various production slots, depending on their own inclinations.

"Our immediate thrust is to get some contemporary ears," Gold said, in explaining the need for a training program. Artists new to the scene are scouted by Gold's people and he is building up a file on potential acts to sign. Thus

the need for contemporary producers.

So busy are Columbia's own five recording studios in Hollywood just with Columbia acts, that the facilities are no longer rentable.

In addition to the major recording activity here, the company is blueprinting three recording studios for San Francisco. It already has rented one studio in the Wally Heider complex, will either build or buy an existing facility as the base for engineer-producer Roy Halee, who is moving there, and will have a third facility at another location.

Halee will be producing such acts as Blood, Sweat and Tears and Simon and Garfunkel in the Bay City. Gold is talking to a producer about starting an a&r office in San Francisco. "It's inevitable," he said, adding the office could be a reality by September "or maybe sooner."

A number of the label's top acts live in San Francisco, as do a majority in Los Angeles. Consequently, the label's recording activity in both cities is "so incredibly up" while the label's New York studio usage is down.

Fox Studying Audio-Visual Payment Plan

• Continued from page 1

rate structure, according to Berman. At this point, many believe audio-visual's distribution will entail both outright sale and rentals. Berman added that a major problem in the development of the medium in the U.S. will be the proliferation of incompatible systems.

Berman also revealed that the Fox Agency is reducing its fees to publishers—from three and one-half percent to three and a quarter percent of mechanicals. "During a period of rising prices, we have been able to make this reduction owing to new cost-saving procedures. . . . Our basic interest is to give the best service for the least money," Berman said. He added that the Fox Agency clients now total nearly 4,000 publishers, and that publisher clients are being added at the rate of five per week.

The formation of publishing firms is increasing rather than decreasing, Berman said.

It was also learned that the Fox Agency is blueprinting a new type of statement to publishers—one which will facilitate their task in making allocations to writers.

The Fox Agency's annual collections are now in excess of \$40 million.

Executive Turntable



HORNE



O'DELL



SCHEER



ROSICA

Elliot Horne named manager of market planning for rock music, RCA Records. He joined RCA in 1961 as administrator, press and information, popular records and was recently manager, popular album planning and merchandising, recorded tape. Bill O'Dell named manager of market planning for country music and Camden product for the same company. O'Dell joined RCA in 1946 and in 1968 became manager, merchandising, popular and Camden albums. RCA's new manager of market planning for popular music is Lenny Scheer. He joins the company from Kapp Records where he was director of sales. He was also associated with MGM Records.

John Rosica named to the newly created position of executive director, West Coast operations, Bell Records. He is a former vice president, promotion and artists relations for the Steed, Dot and Paramount labels and was formerly associated with A&M and RCA. . . . Ron Kramer named executive a&r producer for the West Coast, GRT Records. He worked in the same capacity for Metromedia Records. . . . Robert L. Heimall named art director, Elektra Records.



KRAMER



TEITELMAN



MARTIN

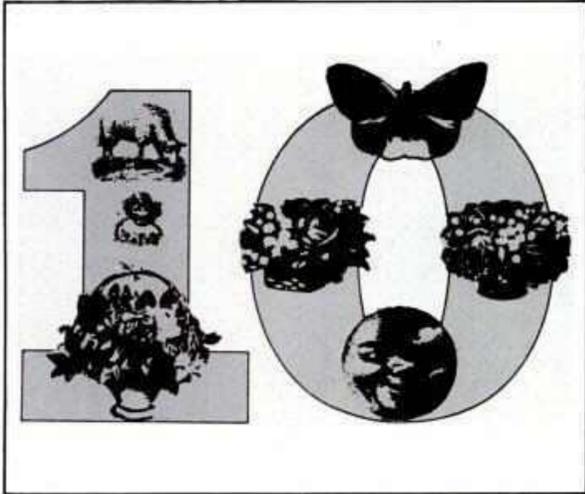
Robert Teitelman appointed vice president, general manager, Philips Recording Co., wholly owned subsidiary of North American Philips Corp. He will be responsible for the company's new manufacturing plant in Richmond, Indiana. He was previously Eastern regional manager, custom sales, Columbia Records. . . . Harry H. Martin elected president of Rowe International, subsidiary of Triangle Industries. He was also elected to the board of directors, and succeeds William D. Harper, who has resigned but remains as a consultant.

Milt Levy named head of the newly formed TV packaging and variety department, ATI, joining from IFA where he was in the concert department. . . . Joan Lloyd appointed general manager, Lee's Tap Town nine-store chain in Northern Calif. . . . Henry J. Sommers named Eastern representative and one of

(Continued on page 86)

June Joys

PETER, PAUL & MARY



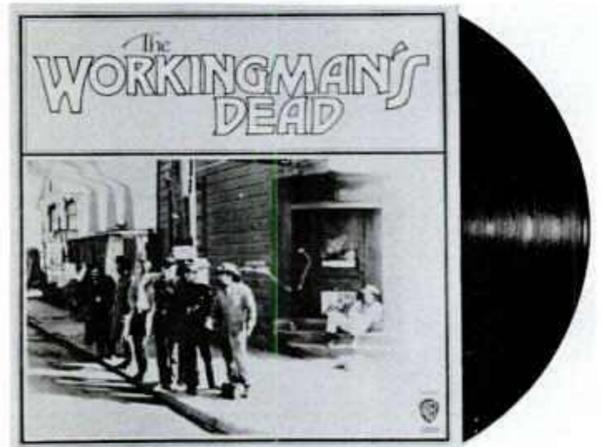
Ten Years Together (BS 2552) A tenth anniversary of vocal and spiritual togetherness, celebrated with 13 of their greatest hits, including "Puff," "Blowin' in the Wind," "If I Had a Hammer," "Leaving on a Jet Plane," "I Dig Rock and Roll Music."

PETULA CLARK



Memphis (WS 1862) Petula's adventures in the home of R 'n' B—a whole new sound for her, as produced by veteran hit-maker Chips Moman and featuring such tunes as "Neon Rainbow," "People Get Ready," and "It Don't Matter to Me."

THE GRATEFUL DEAD



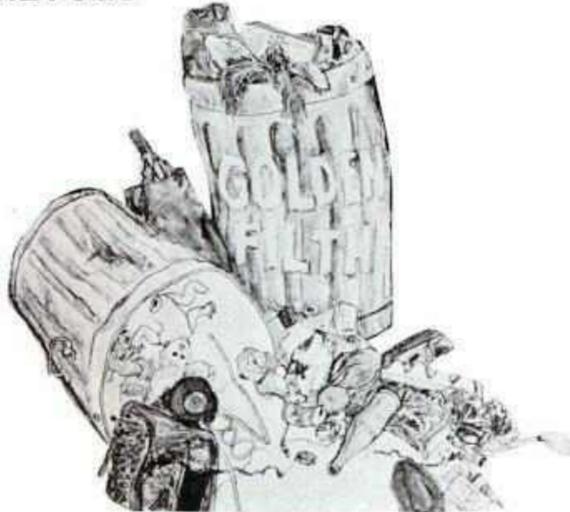
The Workingman's Dead (WS 1869) San Francisco's ambassadors of anti-establishment good have produced a record of tight songs and close vocal harmonies that is actually "commercial." And full of that familiar Dead dynamism.

DOUG KERSHAW



Spanish Moss (WS 1861) The catalytic Cajun is back with his second album of swamp fantasy, accompanied by some foot-stompin' musicians and his own Mama Rita. Includes a special insert treat, plus Doug's lightnin' speed "Orange Blossom Special."

THE FUGS



Golden Filth (RS 6396) Recorded live at the Fillmore East, this historic album by the now-split Fugs captures some of those truly golden moments of Fugdom, including the classic "Slum Goddess" and "Saran Wrap."

JOHN SIMON



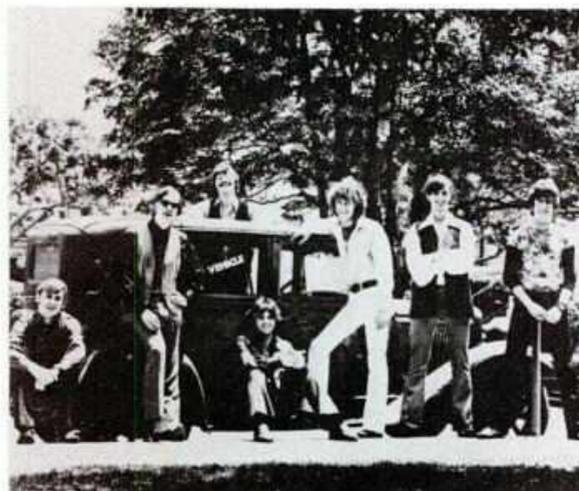
John Simon's Album (WS 1849) Known near and far as the producer of such luminaries as Simon & Garfunkel, Janis Joplin, the Band, Electric Flag, Leonard Cohen and even Marshal McLuhan (not to mention Polka King Frankie Yankovic), John Simon has at last produced himself...his own voice and songs, instrumentally assisted by Rick Danko, Richard Manuel, Harvey Brooks, Paul Harris.

BEAVER & KRAUSE



In a Wild Sanctuary (WS 1850) Two Moog pioneers, Paul Beaver and Bernie Krause combined two Moogs, organ, drums, and all kinds of flutes with the sounds of the ocean, live lions, children, thunder, and cable cars. The result is a celebration of life and earth, classical and blues, that's fascinating.

IDES OF MARCH



Vehicle (WS 1863) Hot on the wheels of the smash single comes the first WB album by our seven-man band from Chicago. Most songs are very original, sung in a growly-sexy animal voice that belongs to 19-year-old Jim Peterik.

CHARLES WRIGHT AND THE WATTS 103RD STREET RHYTHM BAND



Express Yourself (WS 1864) The latest collection of laid-back non-jive R 'n' B from the band that keeps on (casually) racking up hit singles—three from the last album, Lord knows how many from this.

Warner/Reprise Records (and tapes)



HANDSHAKES all around for Johnny Bristol, left, Robert Beavers, Edward Cramer, and Richard Kirk, west coast BMI executive. Bristol, Beavers and Fuqua, not shown, won an award for the Supremes' "Some Day We'll Be Together."



JOHN HARTFORD, left, talking with Edward Cramer and Frances Preston after Hartford received an award for "Gentle on My Mind." Cramer is BMI president, Mrs. Preston is in the Nashville office.



GEORGE STEINER, left, of MCR Music, Inc., Bobby Hebb and Edward Cramer, discuss the future at the BMI Citations and Achievements dinner held recently at the Century Plaza Hotel, Los Angeles.



SI SIMON, Wayne Carson, John and Bill Denny, and Bill Sherrill, left to right, enjoy a drink and a talk before the start of the BMI Citations and Achievement Dinner in Los Angeles.



JOE SOUTH, left, who won three awards at the BMI fete, Bill Lowery, King Curtis, whose band performed for the evening, show their true emotions as Edward Cramer looks on.



"YOU'VE MADE ME So Very Happy," was the reason for this joyous scene as Frank Wilson, Patrice Holloway, Herb Eiseman, and Berry Gordy, head of Motown Records, accept their citation from Edward Cramer.



STEVIE WONDER, center, accepts his award for "Mon Cherie Amour," which he co-authored with Henry Cosby, and Sylvia Moy. On hand to congratulate the singer are Edward Cramer, left, Esther Edwards, Stevie's guest, and Berry Gordy of Motown.



MRS. OTIS REDDING, left, Robert Sour, BMI executive, and Otis Redding's sister, reflect on Redding's latest posthumous achievement, "Sitting On the Dock of the Bay," co-authored by Steve Cropper.

BMI Awards Draw 300

BMI Awards to Student Writers

NEW YORK—A total of \$12,950 will be awarded 18 composers, aged 15 to 24, in the 18th annual BMI Awards

Roulette Poem Blasts Drugs

NEW YORK—Roulette Records last week sent more than 200 copies of a special poem, "Junkie's Prayer," along with a tape of a leading air personality reading the poem. This is the second step in the label's anti-drug campaign. The label had received many comments and inquiries regarding its "Bush a Pusher" radio spot campaign launched by executive vice president Nate McCalla. Roulette Records had sent the radio spots out to anyone who wanted them on a single record. At first, the spots were intended for use only on soul stations, but pop radio stations picked them up, too. Marty Hoffman of the record company said that even the Mayor of Dayton had commented favorably on Roulette's anti-drug campaign.

to Student Composers (SCA). The winners, announced by Edward M. Cramer, BMI president, bring to 153 the number of student composers honored.

Six recipients received awards previously. Receiving their third awards will be Humphrey Evans III, 21, of Washington, and Howard Lubin, 16, of Merrick, N.Y.

Gaining their second award will be Daniel Foley, 17, of Jacksonville, Fla.; Walter Saul, 15, of Chevy Chase, Md.; Daria Semegen, 23, of Hagaman, N.Y.; and Hugh M. Wolff, 16, of Washington, D.C.

First-year award winners are Robert Boury, 23, of Wheeling, W. Va.; Andrew Frank, 23, of Philadelphia; Stephen Hartke, 17, of New York City; Jeffrey Jones, 22, of Los Angeles; Jeffrey Kresky, 21, of Passaic; Gerald Levinson, 18, of Westport, Conn.; Daniel Kessner, 23, of Los Angeles; Denis Lorrain, 21, of Montreal; John David Mann, 15, of Westfield, N.J.; Peter Salemi, 21, of Urbana, Ill.; Donald Steven, 24, of Montreal; and Preston Trombly, 24, of Danbury, Conn.

The awards, established in 1951, are given to encourage

the creation of concert music by student composers. Prizes range from \$250 to \$2,000 and are given at the discretion of the judges.

William Schuman, composer, is the permanent chairman of the judging panel. Other judges for the 1969 competition were Chou Wen-chung, Felix Greisle, Ronald Herder, Udo Kasekets, Otto Luening, Gustave Reese, Nicolas Roussakis and Vladimir Ussachevsky.

Inquiries on rules and official entry blanks for the 1970 competition, which will be announced in the fall, should be addressed to Oliver Daniel, director, BMI Awards to Student Composers, Broadcast Music, Inc., 589 Fifth Ave., New York, N.Y. 10017.

Merc to Distribute Vance's Odax Disks

NEW YORK—Mercury Records will be the sole distributor of Paul Vance's new Odax Records. The deal was completed with Charlie Fach, Mercury's vice president of a&r, and Irwin Steinberg, Mercury president.

The first Odax release will be "What Do You See in Marvin," a single by Warfield County.

Beatlemania Returning As 'Let It Be' Clicking

• Continued from page 1

of and responsibility for the amount of product to be manufactured and shipped," he said.

"Apple is an independent record company using wholly owned distribution and marketing procedures of another major record company. Apple takes all the risks of obsolescence and returns.

"The best evidence of the success of this type of distribution is in the enormously high sales of 'Hey Jude' which sold more in total than 'Sgt. Pepper.' And this sold without the usual amount of airplay that a new Beatle album or single gets because there was nothing new in the album.

"'Abbey Road' was less of a miracle because it was new product and had much airplay. And 'Let It Be' had two top singles and a film to help it along."

Cap, UA Praised

Klein praised the resources of both Capitol and United Artists in contributing to the success of the "Let It Be" album. "We used Capitol's manufacturing facilities to press 4 million—a million ahead, which

is the risk that Apple takes—We drop shipped an initial 2.7 million, around 60 percent to major distributors and the rest to UA depots. We get daily information on key retail move-

(Continued on page 86)



PRESTON ROBERT TISCH, left, president of Loew's Corp., receives the "Man of the Year" award from the Conference of Personal Managers East at a May 25 dinner in his honor at New York's Americana Hotel. Eddy Arnold, center, RCA Records artist, and Al Hirt, GWP Records artist, look on.

LATE POOP

**The following radio stations
receive this week's Trendsetter Award
for starting out strong and first
on these new singles:**

**1. KHJ - Los Angeles for
"Canned Ham" by Norman Greenbaum**
(Reprise single #0919)

**2. WQXI - Atlanta for
"Freedom Blues" by Little Richard (now Top Ten)**
(Reprise single #0907)

**3. WLS - Chicago for
"Big Yellow Taxi" by Joni Mitchell**
(Reprise single #0906)

**4. WTIX - New Orleans for
"Girl, You're My Kind of People" by The Olympics**
(Warner Bros. single #7369)

**5. KJR - Seattle for
"I Heard the Voice of Jesus" by Turley Richards**
(Warner Bros. single #7397)

**6. KNUZ - Houston for
"Available Space" by Ry Cooder**
(Reprise single #0910)

**7. KGB - San Diego for debuting at #10
"Cinnamon Girl" by Neil Young**
(Reprise single #0911)

Market Quotations

As of Closing Thursday, May 28, 1970

NAME	1970			Week's Vol. in 100's		Week's High/Low		Net Change
	High	Low	Close	High	Low	Close		
Admiral	147 1/2	6 1/2	299	8	6 1/2	8	+ 5/8	
ABC	39 1/4	19 3/4	638	23 3/8	20 1/2	23 1/2	+ 3	
Amer. Auto. Vending	11	5 1/8	43	5 7/8	5 1/8	5 3/4	Unch.	
Ampex	48 1/2	13 3/4	2507	18	13 3/4	17 3/4	+ 1 3/8	
Automatic Radio	27 1/2	5 1/4	254	7	5 1/2	7	+ 1 1/2	
Auto. Ret. Assoc.	118	74 1/8	529	77 3/4	74 1/8	76 3/4	+ 1 1/2	
Avnet	13 3/8	6 1/2	764	8 3/4	6 1/2	7 3/4	+ 1/2	
Capitol Ind.	53 1/2	16 1/2	906	22 1/2	16 1/2	19 3/8	- 2 5/8	
CBS	49 1/8	24 1/2	564	26 1/4	24 1/2	25 1/4	+ 3/4	
Certron	18 1/4	6 1/8	126	8 1/8	6 1/8	7 3/4	- 3/8	
Columbia Pictures	31 1/2	10	457	11 3/8	10 1/8	11 3/8	+ 1 1/8	
Craig Corp.	15 1/8	5 1/8	180	6 1/2	5 1/8	6	- 1/4	
Disney, Walt	158	96 1/2	2239	115 1/2	96 1/2	106	- 7	
EMI	7 3/8	3 3/4	2172	4 1/8	3 3/4	4 1/8	Unch.	
General Electric	77 3/8	60 1/4	1806	65 3/8	60 1/4	62 1/8	- 5/8	
Gulf + Western	20 3/4	9 1/2	1631	11 3/4	9 1/2	11 3/4	+ 1 3/8	
Hammond Corp.	16 3/8	7 1/4	817	8 3/8	7 1/2	8 3/8	+ 1 1/4	
Handleman	47 3/8	25	399	28 3/8	25	26 3/8	- 1 3/8	
Harvey Group	12 3/4	4 3/8	14	5	4 3/8	4 7/8	+ 1/4	
ITT	60 1/8	33	4296	40	33	35 1/4	- 3 1/4	
Interstate United	15 3/4	5 1/4	173	6	5 3/8	5 7/8	+ 3/8	
Kinney Services	36	21 1/2	1828	26 1/2	21 1/2	23 3/8	- 1 3/4	
Macke	19	8 1/4	56	9 3/8	8 1/4	9 3/8	+ 3/4	
MCA	25 3/4	12 1/2	197	14 3/8	12 1/2	13 3/4	- 1 1/4	
MGM	29 1/8	12 1/4	183	14 1/8	12 1/4	13 3/8	- 1/8	
Metromedia	21	10	485	12 3/8	10	11 1/8	- 1 1/4	
3M (Minn. Mining Mfg.)	114 3/4	77 1/2	1163	84 1/2	77 1/2	82 3/8	- 1 3/8	
Motorola (Split)	70 7/8	40	823	45	40 1/4	44	+ 1 1/2	
No. American Philips	54 3/4	25 1/8	169	28 1/4	25 1/8	28	+ 1 1/4	
Pickwick International	54 3/4	21	137	24 1/2	21	21 1/2	- 2 3/4	
RCA	34 3/8	20	1939	21 3/8	20	21 1/2	+ 3/4	
Servmat	31 3/4	12	192	16 1/4	13 1/4	16	+ 3 3/8	
Superscope	40 3/8	8	586	11 1/4	8	10 3/4	+ 1 1/8	
Telex	25 7/8	11	9818	14 1/4	11	13 7/8	+ 3/8	
Tenna Corp.	20 3/4	4 1/8	140	4 7/8	4 1/8	4 3/8	Unch.	
Transamerica	26 3/4	12 5/8	2168	15 1/2	12 5/8	15 1/4	+ 3/4	
Transcontinental	24 1/2	5 1/4	2041	6 1/2	5 1/4	6	- 1/4	
Triangle	17 1/4	10 3/4	27	12 1/8	10 3/4	11 1/4	- 1 1/4	
20th Century-Fox	20 1/2	7 7/8	909	9 3/8	7 7/8	9 1/4	+ 1/4	
Vendo	17 1/8	10	101	12	10	11 5/8	Unch.	
Viewlex	25 3/8	5 3/4	506	8 1/4	5 3/4	7 3/4	- 3/8	
Wurlitzer	15	9 1/8	29	9 3/8	9 1/8	9 1/2	- 3/8	
Zenith	37 3/4	22 1/4	975	25	22 1/4	25	+ 5/8	

As of Closing Thursday, May 28, 1970

OVER THE COUNTER*	Week's High/Low/Close			OVER THE COUNTER*	Week's High/Low/Close		
	High	Low	Close		High	Low	Close
ABSCO Ind.	6 1/2	5 1/2	5 1/2	Lin Broadcasting	4 1/4	3 1/2	3 3/4
Alltapes Inc.	4 7/8	2 3/4	3	Media Creations	2 3/4	2	2 1/4
Arts & Leisure Corp.	3 1/4	2 1/2	2 3/4	Mercato Ent.	17 1/2	13 1/2	13 1/2
Audio Fidelity	1 7/8	1 1/2	1 1/2	Mills Music	16 1/2	15	15
Bally Mfg. Corp.	11	9 1/4	11	Monarch Electronics	2 1/2	1 1/4	1 1/2
Cassette-Cartridge	4 3/4	4	4 3/4	Music Makers Inc.	3 3/4	3 1/4	3 1/4
Creative Management	7 1/2	5 1/2	5 1/2	NMC	5	4 1/4	5
Data Packaging	12 1/2	9 1/4	9 1/4	National Musitime	3/8	1/2	1/2
Dict-O-Tape Inc.	2 1/8	1 3/4	1 3/4	National Tape Dist.	6 1/2	5	5
Faraday	9 1/2	9	9 1/2	Newell	3 1/4	2 3/4	2 3/4
Fidelitone	4 1/4	4	4 1/4	Perception Ventures	6 1/2	5 1/4	5 1/4
Gates Learjet	7 1/2	5 1/2	6	Qatron Corp.	4 7/8	4 1/4	4 5/8
GRT Corp.	7 1/2	5 3/4	7	Rainbo Photo Color	2	1	1 1/2
Goody, Sam	7 1/4	6	7 1/4	Recoton	4 1/4	3	3 1/4
ITCC	7/8	3/4	7/8	Robins Ind. Corp.	2 3/4	1 3/4	1 3/4
Jubilee	3	2 1/2	3	Schwartz Bros.	3 1/4	2 3/4	2 3/4
Koss Electronics	3	2 1/2	2 1/2	Telepro Ind.	1 1/8	1	1
				Trans. Nat. Communica.	2 1/4	1 1/2	1 1/2

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

Income of TIC in 24% Rise

NEW YORK—Transcontinental Investing Corp.'s gross income for 1969 increased 24 percent and the net income before extraordinary items advanced 19 percent. Maple-Sierra, a wholly-owned subsidiary, reported an increase of over \$120 million which shows a 20 percent increase over the previous year. Their net income

in 1969 before extraordinary items increased one million to \$7,177,000. Earnings per share increased 4 cents while the company had an extraordinary loss net of taxes of 8 cents per share. The loss arose in connection with the creation of Security Mortgage Investors in which the company owns 46 percent of the stock.

Studio 10 Signs Two Contracts

SAN FRANCISCO — Studio 10, the city's youngest record production company, has signed two contracts, one with Ampex, covering tape and record distribution in Canada and the other with West Coast Publications in Los Angeles, which will sell and distribute its sheet music. The company's tapes have been distributed nationwide since last November by GRT and its records are getting spot distribution through Liberty/UA.

In addition, Studio 10 became a corporation May 1 and sales of shares will begin shortly.

Owner Tom Preuss originally conceived the company as a "developmental studio" for local musicians. Soon after its opening last August, two local groups, Leon's Creation and Day Blindness, and a solo artist, Karl Richey from the local production of "Hair," were signed to the label. Preuss adopted a policy of splitting net profits from record sales 50-50 with his artists.

Bally Lists Sales Rise

CHICAGO — Bally Manufacturing Corp. recently announced that sales for the first quarter of 1970 were up sharply with earnings more than doubled. Sales for the period ending March 31 rose to \$8,362,000 compared to \$6,353,000 one year ago. Net income after taxes was \$745,000 or more than double the \$328,000 reported for the first three months of 1969. Net income per share of common stock rose to 29 cents compared to 15 cents in 1969.

Jansen, Capps to Score Two Cap Cartoon Series

LOS ANGELES — Danny Jansen and Al Capps will write and arrange original music for two teen-oriented cartoon series in which Capitol Records and Hanna-Barbera are involved.

The two shows are "Josie and the Pussycats" and "Scooby Doo, Where Are You?" both premiering over CBS-TV, Saturday morning, Sept. 19.

Sixteen vocals are being read for "Josie" while eight are being written for the second show. Capitol and Hanna-Barbera will develop and promote live groups based on the animated characters in the shows.

On another film project, Capitol will be releasing the soundtrack LP from the motion picture, "Pufnstuf," with a massive promotional campaign geared for the product.

CBS, Memorex Form TV Equipment Co.

NEW YORK — CBS and Memorex Corp. have formed a new joint company which will develop, manufacture and market specialized equipment for use in television and related fields. Both CBS and Memorex will contribute personnel to the new venture, capitalizing on the TV operations and systems experience of CBS and the technology of Memorex.

Prophesy Develops Duo Merchandising

LOS ANGELES — Newly formed Prophesy Records has organized a "duo merchandising" department that will create its own merchandising ideas and submit and coordinate them with Bell Records, the label that distributes Prophesy.

Heading the new department is Tim Lane, Prophesy's national director of sales and promotion. Although a number of labels that distribute through another label have executives in capacities similar to Lane's, none yet have come up with the "duo merchandising" approach that Prophesy is introducing. The "duo" concept allows for creative merchandising thoughts and ideas to come together from both labels.

Lane, who will work with Bruce Hinton, Bell's coordinator on the West Coast, said that "traditional merchandising thinking in the record industry

is a thing of the past. Most displays get shoved into the back room of the retail store or never get out of the distributors warehouse.

"Labels today, in order to merchandise effectively, and make whatever is done effectively, must come up with a new and interesting concept. We are in the midst of a whole new culture and routine displays just don't make it."

As an example of the type of creative merchandising Lane sees for Prophesy, he cited the "Led Zeppelin Balloon" hanging display which was merchandised at Atlantic under Lane's direction.

"It was unique and unusual. Everyone wanted one to hang in their store. That's the kind of thing you need. Something everyone will ask for — not something that you have to convince them to take."

Computerized Sheet Music Library Will Bow in Phila.

By MAURIE H. ORODENKER

PHILADELPHIA—The first computerized sheet music library service in the country is being set up here by Manuel Kean, noted archivist, teaming up with William Petrecca, a computer engineer. Kean, whose Kean Archives here has more than a million rare photographs, drawings and engravings of Americana, will set up the new service in a five-story center city building just a few steps away from the Academy of Music concert hall.

Anticipating a boom in printed music and to try to make it available as in the recorded firm, Petrecca will develop a computable code with which the thousands of 18th and 19th century sheet music for home pianoforte in Kean's collection can be indexed. Existing codes used for books, such as the famous Dewey Decimal system used by book libraries, won't work for music. Most libraries won't keep sheet music on their own shelves because of the high cost of preparing, indexing and sorting each piece.

Using the code and a central computer, the two men, operating under the trade name of The Academy of Music Americana, plan to offer computer hookups to area libraries so that would-be sheet music users will instantly know what is available and where it is.

If the sheets are coded according to the music they contain, a similar code will also have been created for the art work which is on each sheet.

Kean said he hopes to have his data bank of sheet music ready in time for his collection to be used by the planners of the nation's 200th birthday in 1976.

"This country has a magnificently rich, 150-year heritage of pictorial sheet music which is unknown to all but a few collectors. It reveals more about the history of American manners, morals and life than does any other single source. It should become known," Kean said.

Among the sheet music gems in Kean's collection is the most profitable song ever written, one by Septimus Winner and still a standard—"Listen To the Mockingbird." "Winner dashed it off in 1855 and his publisher paid the princely sum of \$5 for it," Kean said.

"At least report it had grossed over \$3 million for the publisher and his heirs," he added.

When Kean's musical treasure trove is computer indexed everyone will be able to sob along to the mournful tune of "Weeping Sad and Lonely," written by Charles Carroll Sawyer in 1862 and which became the first song ever to sell a million copies.

Jupiter Album Eyes Future

LOS ANGELES—Chris Crosby's Jupiter Productions has embarked on its most ambitious project to date with the production of a specially-created "story of the future" LP by the Salvation Army Band of the 23rd Century, a 10-man rock band.

The LP, called "Shine," makes extensive use of the Moog and is being a&r'd by Crosby and Jim Lowe. All tracks are original and composed by Lowe, Crosby and Jack Williams. The title refers to a group of people who live in the 23rd Century. The entire project carries a "futuristic approach" says Crosby and Jupiter is creating a special, 30-minute animated "future film" that features the group, for commercial viewing. Animated characters, each one representing a

member of the group, are being created by Jupiter. An animation house, to actually do the animating work, has not, as yet, been chosen. Crosby, however, is currently talking to several and expects to make a decision within the next 30 days.

Wurlitzer Net, Sales Decline

CHICAGO — Consolidated net earnings for the fiscal year ending March 31, 1970, for the Wurlitzer Co., show a drop of over \$40,000. Net earnings totaled \$2,114,213 for this fiscal year against \$2,157,948 for last year. Consolidated net sales were \$57,404,981 this year against \$61,009,512 last year.

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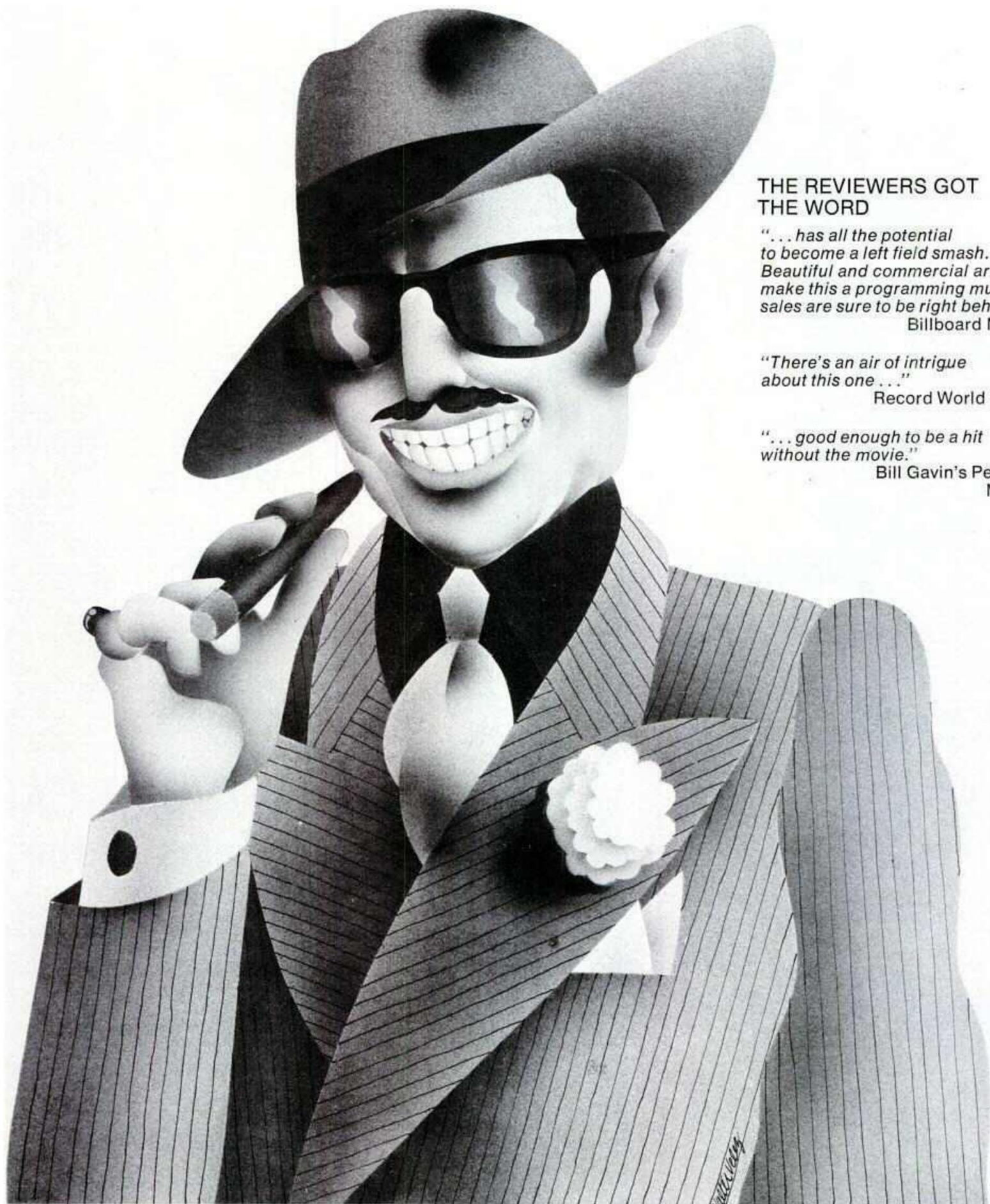
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May 22, 1970

Tape CARtridge

Quad-8 Boom Beginning: Kusisto

LOS ANGELES—"We could be in the beginning of a major long-term market for the 4-channel, 8-track (Quad-8) concept," believes Oscar P. Kusisto, vice president and general manager of Motorola's auto products division.

No doubt, industry sources feel, Quad-8 has supplied the 8-track configuration with a shot-in-the-arm in its struggle with the cassette concept.

While many believe the 4-channel's "surround sound" is a new consumer force, many also wonder which direction it will take: 8 track, cassette or reel-to-reel.

Hardware manufacturers are jumping on the 4-channel bandwagon, while software producers (i.e. record companies) are taking a wait-and-see attitude.

Motorola, which introduced a 4-channel, 8-track automotive system, is expecting to launch a nationwide marketing push on its unit this fall. The company's Quad-8 has been demonstrated to major U.S. car manufacturers, and "there is a high probability that it will be offered as a factory or dealer installed option in 1972 or 1973 models," said Kusisto.

Giving strength to the 8-track approach is Lear Jet Stereo's decision to introduce a 4-channel stereo home unit at the Consumer Electronics Show in New York, June 28-July 1. Although no decision has been reached on

price, according to Robert Kilchenman, Lear product manager, it will include an AM-FM stereo radio at a roughly \$250 price range.

RCA plans to have two 4-channel, 8-track units in its home product line in early fall, including a promotional model with two external and two internal speakers at \$199.95 and a step-up version with four external speakers at under \$250.

In the reel-to-reel category, the latest 4-channel entry will be by Sony/Superscope, which will introduce four 4-channel reel-to-reel recorders and players this fall. The units will be spaced out evenly over a price range from \$400 up to \$1,200, according to Steven Teachout, marketing manager. Telex will deliver its \$249.95 4-channel reel-to-reel recorder in July.

A 4-channel disk system also will make a fall appearance. Advent Corp. of Cambridge, Mass., is planning to market a 4-channel decoding system developed by Peter Scheiber. The concept involves encoding four channels on two and then decoding to get the 4-channel surround sound.

The system, according to Scheiber, is applicable to tape but the inventor feels the disk configuration can deliver a larger 4-channel market than any tape configuration, particularly because of two-way compatibility—the ability to play a 4-channel recording on 2-channel equip-

ment and a 2-channel conventional stereo recording on the 4-channel hardware.

Japanese Unit

Meanwhile, in Japan, Matsushita Communication Industrial Co. is introducing a 4-channel, 8-track auto stereo unit at \$95 (Japan only) with two speakers.

Will consumers be offered a 4-channel cassettes?

"Yes," said several industry spokesmen, "perhaps a year from now." RCA has stated that there is little doubt a 4-channel cassette will be along.

Harvey Stein, RCA's merchandising manager for audio products, said that RCA is working on several other areas of 4-channel systems. The company is investigating disk systems, as well as multiplex receivers which would be capable of picking up four separate channels of broadcast material simultaneously.

The 4-channel concept has been generating interest within the home electronics industry since last fall when experimental demonstrations using reel-to-reel tape equipment began.

Hardware manufacturers are confident that record companies will jump on the surround-sound concept, since the total package—hardware-software—will need a marketing push to get it off and running at retail.

But many retailers and record companies are wondering which concept—8-track, cassette, reel-

to-reel, will establish a retail standard.

RCA jumped into the marketplace, software-wise, with an announcement that it will release about 30 4-channel tapes by September and an additional 30 to 40 before the end of the year.

"The use of a new, slightly thinner tape combined with recent economies in tape coating will permit the marketing of Quad-8 cartridges at only a modest premium over conventional cartridges," said Irwin Tarr, RCA Records vice president.

Catalog

Tarr, who was instrumental in the introduction of the Stereo 8 system, said RCA will make available a complete assortment of catalog and new tape releases in both Quad-8 and Stereo 8 cartridges. Quad-8 is fully compatible with existing 8-track cartridges.

(The Quad-8 cartridge is almost identical to the conventional Stereo 8 cartridge tape in that its tape is in a continuous loop within the cartridge. At the end of the first 4-channel program, the tape switches to the second 4-channel program.

It differs in that there is a special sensing slot molded into the Quad-8 cartridge which allows the player to automatically select the Stereo 8 or Quad-8 channel mode of operation.)

Record company executives are expected to evaluate their

music repertoire for possible conversion to quadrasonic sound—eventually.

Capitol Records, which has made 4-channel tapes available to radio stations for broadcast, indicated there is some interest in going further with quadrasonic activity. Liberty/UA also has made two 4-channel 8-track tapes, but only as experimental projects.

Columbia's Mel Price, sales manager, said that "a lot of thinking and research is going on, but right now we're uncommitted—not only to a specific configuration, but to the whole 4-channel concept."

Columbia's sister label, Epic, has no immediate plans to market 4-channel software, according to Lee Trippet, merchandise manager.

The 4-channel future, contend many, is a question of direction.

Zurich Plant Gets Equip.

ZURICH—Werner Weber has recently installed new American equipment in his Zurich tape duplication factory to enable him to reach a production of more than 1,500,000 cassettes and cartridges a year.

Weber, who started a record wholesaling business in 1964, now has a record production unit and two record shops. Another shop will be opened in August.

Weber began in the prerecorded tape field in 1966 "when cassettes really started to catch on in Switzerland." Early repertoire was principally of Swiss folk music but now product includes recordings by Heintje, Peter Alexander, Enrico Caruso, Trini Lopez, Adirano Celentano, Dean Martin, and Freddy Pulver.

The Zurich branch supplies the Swiss market and the EFTA countries and the branch in Waldshut supplies the needs of West Germany and the Common Market countries.

GRT Moves Into Magnetic Videotape

LOS ANGELES—GRT Corp. will enter the magnetic videotape market this summer.

The company has been engaged in a research and development program for about 18 months with the objective of formulating premium quality magnetic videotape products.

Products will be manufactured and sold to the industrial and educational markets during the early summer, said a company spokesman.

GRT recently filed with the Securities & Exchange Commission a registration statement covering the proposed sale of 726,231 shares of common stock. Of this amount, 600,000 shares will be sold by GRT and 126,231 shares by certain shareholders.

"It is the intent of GRT to use its share at the proceeds of the sale to repay a portion of its short-term bank borrowing, to complete the financing of the new corporate headquarters building, to increase plant facilities and equipment and to add to working capital," said Alan J. Bayley, GRT president.

The company's prospectus lists about \$7,500,000 will be applied to the repayment of short-term bank borrowings which it incurred to finance accounts receivable, royalty advances and inventories. About \$1,000,000 will be used to complete the financing of construction of the new corporate headquarters.

The balance will be used for additional plant space and equipment, including conversion of the magnetic video pilot line into production facilities, and the financing of accounts receivable, royalty advances and inventory, according to the prospectus.

Also, GRT has an exclusive license from Standard University for a method of synthetically generating two or four-channel audio recordings from a single or multiple channel source in such a manner that full control of the apparent source position and movement is possible.

It is developing mastering equipment which employs this technique in order to evaluate certain commercial applications, including records, prerecorded tapes and motion pictures.

Audio/Visual CARtridge 5-10 Years in the Future

LOS ANGELES — Audio/visual CARtridges as a home entertainment system are five to 10 years away from becoming important, according to Sal Iannucci, Capitol Records' president.

Having recently announced its first seven television projects for its newly formed audio/visual department, the company does not see any immediate market building up for audio-visual home cartridges. "The playback market has to be established first," Iannucci said.

Capitol's design is in the programming area once the medium is developed. "We will wait until the market pulls the product" is the way Iannucci described the situation.

Capitol is dealing with the audio/visual medium in its con-

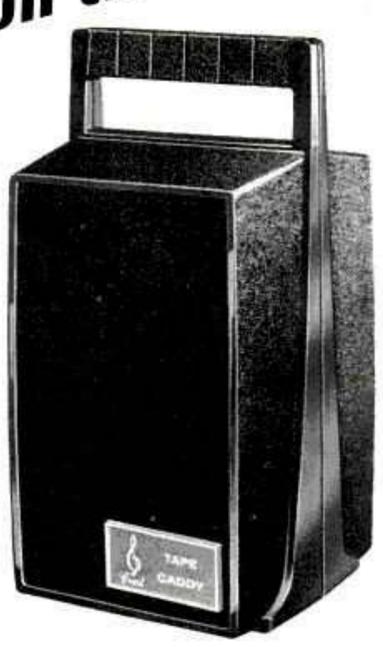
tracts now with artists. Most artists are well advised about the impending development of a new home entertainment system, Iannucci said.

Since there is no medium yet, there is no royalty formula which the label has established for covering an artist's audio/visual cartridge performance. "That will have to be negotiated," said Iannucci, who holds a law degree.

Right now, Capitol, like other record companies, seeks to sign an artist for his audio/visual presentations, with royalty payments a matter of later discussion.

Iannucci said, "We want to service our artists goals in all facets of the entertainment business, which means covering the audio-visual field."

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ATD, Philips Set Up Plan For Minority Businessmen

• Continued from page 1

appointed president of the joint venture. Theodore S. Ledbetter Jr. has been named general manager of the Washington, D.C.-based company, which opened offices at 1730 "14" St., N.W.

"The joint venture is an experiment in private enterprise, minority self-help and race relations," said Richard Allen, president of American Tape Duplicators. "It also will offer ownership opportunities and provide job training and jobs for minority group members who had neither."

Charles N. Bellm, vice president of North American Philips, said the "joint venture recognizes the importance of assisting minority businessmen by helping them function in the mainstream of today's society."

TEAC Bullish On '70 Business

LOS ANGELES—TEAC Corp. expects to increase its business about 50 percent in 1970 over last year, according to Nobuo Fukuda, managing director of TEAC.

The company's sales last year were about 60 percent higher than in 1968.

Speaking at the company's sales convention here, Fukuda said TEAC is expanding its factory facilities and establishing a new research and development center in Japan.

The firm is planning to introduce a new line of amplifiers, tuners and receivers. It also expects to get heavily involved in the 4-channel tape deck market.

Muntz Stereo Aids My Soul Is Witness

LOS ANGELES—My Soul Is a Witness, black music marketing company, has received free one master and 20 duplicating slaves from the Muntz Stereo Corp. of America as part of a program to provide jobs for blacks in the tape industry.

The equipment will be used by the company to duplicate music for its Whirlwind label onto 4-track cartridges for sale to tape centers in black communities across the country.

The firm's president, Bishop George Scott Jr., states his company "intends to open 22 tape stores under the Discotape name

Craig Moves to Larger Quarters

DENVER—Craig Corp. is moving to larger branch sales and warehousing facilities here.

The branch office distributes the Craig home electronics line, Columbia records and players (Masterworks), and about 40 brand name consumer photographic products and accessories to an eight-state territory.

The expanded operation will include a new warranty service department for Craig and Columbia Masterworks products, said Marty Bendik, Denver branch sales manager.

North American Philips has previously established two other joint ventures with minority business, including the Morning Star Trucking Co., New York, and the Interice Corp., Chicago, a songwriters workshop program.

ATD of Washington, D.C., is a marketing and sales organization with the potential of moving into other production areas, said Gray. American Tape Duplicators is the majority stockholder in the joint venture.

ATD's Allen is no stranger in helping minority groups.

He directs the Economic Resources Corp. of Los Angeles, a nonprofit organization of black and white businessmen that has launched a major program to find jobs for Watts, Calif., residents.

Grants to Park

The Watts Industrial Park concept has been pledged more than \$10 million in loans and

grants by the Nixon Administration to stimulate private investments and jobs for the hard-core unemployed. The plan was worked out with the Johnson Administration and ratified by the Nixon Administration.

The federal government's contribution consists of \$3.8 million in grants and loans from the Commerce Department's Economic Development Administration, and another \$3.8 million in grants from the Office of Economic Opportunity. The Labor Department is giving \$1.5 million in training grants.

"Programs, whether they be joint ventures in private enterprise or federally-sponsored efforts, can solve many of the ills that exist between minorities and the business establishment," said Allen.

"ATD's joint venture with North American Philips is a businessman's approach in solving the urban crisis in America," he said.

Belair Uses Net of Sales Rep Groups

LOS ANGELES—A network of sales representative organizations is being utilized by Belair Enterprises to spread its market penetration into the automotive, electronic and photo industries.

The 8-track player manufacturer began a serious program of signing sales representatives during the recent National Electronic Distributors Assn. convention in Chicago.

"Many of the reps are long established firms in the electronics parts field," noted Belair

president Ed Mason, "so we are getting them into the new area of consumer products."

The new sales representatives are in addition to those outlets which service regular music and tape outlets, adds Rod Pierce, the firm's marketing vice president.

Each representative will screen distributors in its territory. "A distributor with in-house capacity to handle his own market will be given the line," Pierce said. Otherwise, there could be multiple distributors in a market, but the company will not set up any situations in which distributors are competing in the same market with each other.

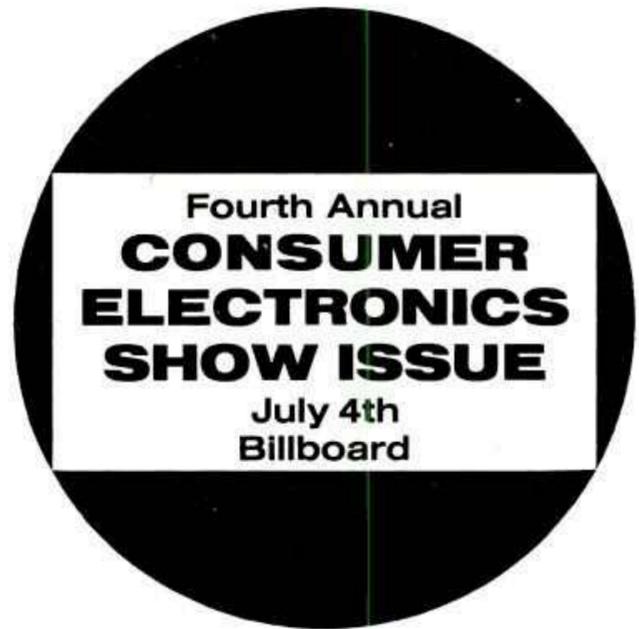
"Belair will be very adamant," Pierce asserted, about selecting its distributors. He recently spent two days in Houston checking out potential distributors.

In hiring sales representatives (the company can now boast of having a 100-man field force), Belair emphasizes its belief in two-step distribution.

Pierce will be going around setting up training programs for the new repping and distributor companies. The salesmen are presently soliciting orders for Belair's new 11 8-track units, which encompass three home, four auto and four portable players.

Belair's repping organization thus far encompasses: Damark Industries, Van Nuys, Calif.; Paul Seman, Oakland; Paciaroni & Voorhees, Denver; Abrams Sales, Minneapolis; The Bill Wylds Co., Houston; Carmine Vignolla, Jefferson City, Mo.; J. Malcolm Flora Inc., Plymouth, Mich.; Charles Scheffler Co., Indianapolis; Neal Bear Corp., Richfield, Ohio; Profit Lines Northeast, Shelton, Conn.; Metropolitan Sales Co., Floral Park, N.Y.; Marketing Consultants, Cherry Hill, N.J.; Hollingsworth & Still, Atlanta.

Last year, Belair began its repping program with two companies, Hollingsworth & Still and Damark Industries. Several additional territories will be signed shortly, Pierce said.



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11 MINNEAPOLIS, MINN.
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12 MILWAUKEE, WISC.
John O'Brien Dist., Inc.

17 CHICAGO, ILLINOIS
Summit Dist., Inc.

15 DETROIT, MICH.
Arc/Jay-Key

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STU YAHM
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3 DICK HUGHES
West Coast Region



← HONOLULU, HAWAII
Microphone Music, Inc.

2 SAN FRANCISCO, CALIF.
Trans-Continental

3 LOS ANGELES, CALIF.
Record Merchandising

4 PHOENIX, ARIZONA
Certron Corp.

5 DENVER, COLO.
Davis Sales Co.

6 DALLAS, TEXAS
B & K Dist. Co.

7 ST. LOUIS, MO.
Roberts Record Dist. Co.

8 NEW ORLEANS, LA.
All South Dist. Corp.

9 SHREVEPORT, LA.
Stan's Record Service

10 NASHVILLE, TENN.
Music City Dist., Inc.

13 MEMPHIS, TENN.
Record Sales Corp.



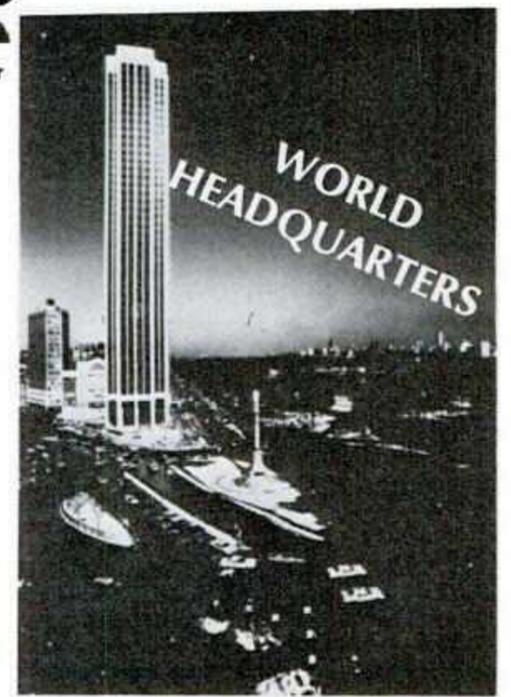
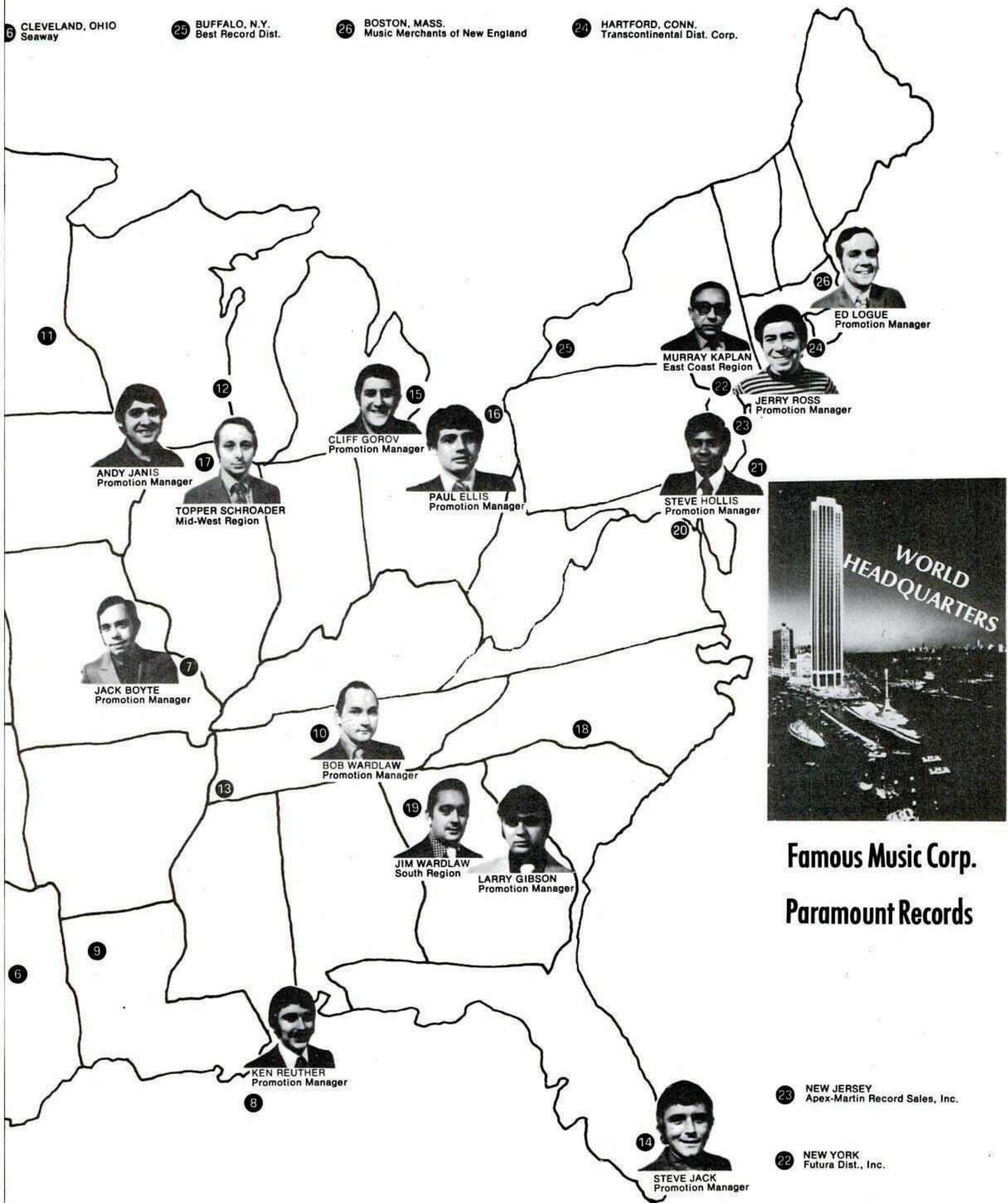
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Promotion Manager

6 CLEVELAND, OHIO
Seaway

25 BUFFALO, N.Y.
Best Record Dist.

26 BOSTON, MASS.
Music Merchants of New England

24 HARTFORD, CONN.
Transcontinental Dist. Corp.



**Famous Music Corp.
Paramount Records**

23 NEW JERSEY
Apex-Martin Record Sales, Inc.

22 NEW YORK
Futura Dist., Inc.

21 PHILADELPHIA, PA.
Universal Record Dist.

20 WASHINGTON, D.C.
Schwartz Bros., Inc.

14 MIAMI, FLORIDA
Campus Record Dist. Corp.

18 CHARLOTTE, N. CAROLINA
Bib Dist. Co.

19 ATLANTA, GEORGIA
Godwin Dist. Co.

GRT, ROULETTE DIVISION DEAL

LOS ANGELES—GRT is custom duplicating 8-track and cassette product for Sound Industries Inc., a new division of Roulette Records.

Sound Industries will market tape under Vogue, a budget (\$4.95) tapel ine.

Initial release on the Vogue banner will be 46 titles, including repertoire from Count Basie, Duke Ellington, Louie Armstrong, Lalo Schiffrin and Joe Williams.

GRT is providing warehousing and marketing assistance, with drop-shipping going to Sound Industries' distribution points, beginning July 1, from the tape duplicators facilities in Sunnyvale, Calif., and Fairfield, N.J.

New Tape Cartridge Releases

RCA

RCA Foreign

MIGUEL ACENVES MAJIA CON EL MARIACHI VARGAS DE TECALITCAN—Asilo De Abandonados; (8) FSP-251

COMPARASA UNIVERSITARIA DE LA LAGUNA—Polkas Y BOLEROS; (8) MKS-3010

EL KLAN—Una Carta A Maria Y Otros Exitos; (8) MKS-1845

JOSE—JOSE—La Nave Dei Olvido; (8) MKS-1847

RCA Victor

MIGUEL ACEVES MAJIA CON EL MARIACHI VARGAS DE TECALITCAN—Asilo De Abandonados; (8) P85-1549

JIM REEVES, The Best Of, Vol III; (8) P85-1551, (C) PK-1551

HANK SNOW Sings in the Memory of Jimmy Rodgers; (8) P85-1565

PORTER WAGONER, The Best Of; (8) P85-1567, PK-1567

CHET ATKINS—Yestergroovin'; (8) P85-1570, (C) PK-1570

LIGHTHOUSE—Peacing It All Together; (8) P85-1571, (C) PK-1571

PERRY COMO—Como's Golden Records; (8) P85-1572, (C) PK-1572

FRESH—Fresh Out of Borstal; (8) P85-1575; (C) PK-1575

PEPE NAVA—La Voz Del Bajio Con El Mariachi Vargas De Tecalitlan; (8) P85-1582

HENRY MANCINI—Theme From "Z" and Other Film Music; (8) P85-1583, (C) PK-1583

ZAGER & EVANS; (8) P85-1543

EDDY ARNOLD, The Best Of, Vol. II; (8) P85-1566, (C) PK-1566

FLOYD CRAMER—The Big Ones, Vol. II, (C) PK-1557

FOREVER MORE—Yours Forever More; (C) PK-1558

HANK LOCKLIN & DANNY DAVIS & THE NASHVILLE BRASS; (C) PK-1563

JOHN DENVER—Take Me to Tomorrow; (C) PK-1564

Cademy

LIVING MARIMBAS—Daindrops, Keep Fallin' On My Head and Other Bacharach/David Hits; (8) CBS-1088

LIVING STRINGS—Living Strings Visits Alice's Restaurant; (8) CBS-1091

Red Seal

FIEDLER'S CHOICE—Arthur Fiedler and the Boston Pops; (8) R85-1143, (C) RK-1143

BEETHOVEN: SYMPHONY NO. 2 IN D THE CREATURES OF PROMETHEUS (selections)—Boston Symphony Orchestra, Erich Leinsdorf, conductor; (8) R85-1152, (C) RK-1152

SCHUMANN: KREISERLANA, OP. 16 THE PROPHET BIRD FROM FOREST SCENES, OP. 82 ARABESKE—OP. 18—Arthur Rubinstein, pianist; (8) R85-1153, (C) RK-1153

Kirshner

TERESA GRAVES; (8) P8KO-1003, (C) PKKO-1003

There's a World of Country Music!

It's ALL in

Billboard

Muntz Bows Reversible Unit, Adapter

LOS ANGELES—A reversible car cassette unit plus a cassette adapter for an 8-track player, are two new items which the Muntz Stereo Corp. of America will unveil shortly.

The reversible cassette machine, manufactured by Sankyo, a submanufacturer for Sony, will retail for \$119, according to Muntz's president Barney Phillips.

Muntz has ordered 5,000 units from the manufacturer and plans to go into a "soft sell" campaign for the item which has the major design feature which car manufacturers have been concerned about.

The unit has a special motor which reverses when the cassette's programming runs through. The capstan works off the motor and is thus able to go into a reverse direction.

The playback head is in a fixed position. The listener presses a button when the tape has been rewound to start the second program. The change in programming occurs electrically, Phillips pointed out, rather than mechanically.

The company is talking to chain stores like J.C. Penney's about establishing a program for the unit. Sony, Bell & Howell and Aiwa, are other manufacturers who also have a reversible car cassette machine.

Phillips talks of a "soft sell" approach to the new unit because he doesn't feel his company can justify any major expenditure of advertising funds at this time.

Phillips also speaks of Muntz having fulfilled its role of being a "leader" in the industry and now wishing to let others financially pioneer. "We will be very happy to stay abreast of the other companies," Phillips said, "and to be considered one of the group of class manufacturers. I don't think we have to be afraid of any giant; we are not trying to outsell or outclass anyone."

\$29.95 Price

The cassette converter unit, manufactured in Japan by Dolphin, has a projected price of \$29.95. The unit, called the "cassette eight adapter," is an odd shaped item. It is long, with an 8-track contact head on one end. A cassette player sits atop the unit at the other end and receives its power through the 8-track machine.

Muntz will test this item in Chicago and New York, while emphasizing its availability, along with the reversible cassette model at the Consumer Electronics Show in New York, June 28-July 1.

Muntz plans to make several

changes to the cosmetics of the reversible unit.

As part of its new product look, the company has begun offering a 4- and 8-track portable compatible, the Apollo for \$109. Phillips says Muntz is the only company in the U.S. offering a compatible portable. The unit has built-in speakers, jacks for external speakers, a rechargeable battery, AC converter and cigarette lighter attachment.

This model is being put together in Muntz's own factory. The AC converter, cigarette

lighter plug and main guts of the machine are all imported from Japan. Muntz has purchased a skin wrapping machine and for the first time is now special packaging a unit.

The company is trying to offer the unit to firms as a premium item. It is already on sale through retail outlets.

By this time next year, Phillips predicts that 50 percent of Muntz's dollar volume will only be derived from car player sales. Such home units as 8-track AM/FM multiplexers, FM radios,

and other yet to be developed home models will comprise the remainder of the income.

Two home units which are for a "select" audience are the model 1049, a 4 and 8 record/playback, selling for \$600, and the HW 512, a 4 and 8 recorder/player selling for \$400. Phillips claims two 1049s are sold each month, with about 220 of the \$400 model moving out. Both units plug into external sources like phonographs or radios to obtain the prime source of information.

Audio Magnetics Into Global Showing of Blank Tape Product

LOS ANGELES — Audio Magnetics is moving into international exhibition of its blank tape products. In addition to exhibiting its line of "A/V Educator Compact Cassettes" at domestic audio visual shows, the company will be represented for the first time at a London show in July.

At that time, Ray Allen, Audio's sales vice president, will attend Inter Navex 70, July 20-23, in National Hall, Olympia, London. Audio will be displaying its educational line of blank tapes as well as its reel products.

The Inter Navex show marks Audio's initial thrust into international display at a trade show. The company's participation in the English show is designed to mark its interest in penetrating the educational market in England and throughout Europe.

Audio will be exhibiting its educator series, plus assembling blank cartridges at the National Audio Visual Assn. (NAVA) annual convention July 18-21 at the Sheraton Park Hotel in Washington, D.C.

Several weeks ago the educational department, run by Sharyl Story, exhibited at the Department of Audio Visual Instruction annual gathering in Detroit. A demonstration there of cassette assembly proved so successful, in Miss Story's opinion, that the company plans to follow this same pattern with other audio visual shows.

Over 500 cassettes were assembled at the Detroit show by an assembler in Audio's booth. "Less than 2 percent of the people who came by the booth had ever seen the inside of a cassette before," Miss Story said. "We found great value in opening the cassette and showing people what goes into it. The fact

that our cassettes use screw housings is very important because educators really like to get into them if they want to."

At the forthcoming Washington show, Audio's demonstration will attempt to show the differences in cassette construction. "We plan to explain some of the reasons people are having trouble with other brands of cassettes. Our rollers, for example, have flanges which keep the tape in alignment with the recorder head

and prevent the tape from slipping off the rollers and becoming tangled up."

Audio's special line of blank cassettes for educators comes in seven time lengths, each with its own color label. The times are 10, 20, 30, 40, 60, 90 and 120 minutes. Audio is the only company manufacturing 10 and 20-minute blank cassettes, and it was the only company to assemble a complete cassette at the Detroit show.

Audio Devices to Bow 4 Promotions at N.Y. Show

GLENBROOK, Conn.—Audio Devices, blank tape manufacturer, is introducing four tape promotions at the Consumer Electronics Show in New York, June 28-July 1.

One promotion is tied with Capitol Records and includes prerecorded cassettes, said Cliff Shearer, advertising and promotion manager of Audio Devices.

Audio is offering four blank cassettes (two 60 and two 90-minute tapes) and one prerecorded cassette, a \$19.95 list value, for \$9.80. The prerecorded cassettes are from Capitol's popular, rock, show, jazz and country collector's series.

The promotion begins July 1 and will continue through April 1, 1971, with a new prerecorded cassette offered monthly.

The package will be skin-wrapped, and is available in multicolors for rack merchandisers.

Other promotions include: —A mini-tape center counter display which holds 120 tapes. The tape center is free with the combination purchase of 120 7-inch reels, 5-inch reels, cassettes or cartridges.

—An Audiopack rack counter display. The rack is free with the purchase of 48 blank cassettes.

—A home tape rack which can hold up to 15 cassettes. The rack is being offered free to the consumer with the purchase of three 60 and two 90-minute blank cassettes. The rack is prepackaged with the five blank cassettes and has a suggested retail price of \$11.75.

NCTA Convention Next Stop for EVR Color Unit

CHICAGO—The 19th annual convention of the National Cable Television Association (NCTA) will be the next major venue for CBS demonstration of its EVR color system.

The convention will be held Sun (6) through Wed (10), at the Palmer House hotel, and the EVR display will occupy booths 4-06, 4-07, and 4-08, in the hotel's upper exhibit hall. Exhibition hours will be from 1 to 6 p.m. Sunday, and 9 a.m. to 6 p.m., Monday, Tuesday and Wednesday.

Meanwhile, the National CATV Program Library, Inc., of Dallas, Tex., has created a broad plan to distribute programming to cable operators, combining both soft and hardware packages for the industry.

Roger L. Eaton, president of National CATV Program Library said that he is ordering 600

EVR players which will be sold or leased to cable systems, in single units or pairs, together with program menus to be available for one week rentals.

Said Eaton, "We're recommending two EVR players to each operation. This will make possible not only the rental and play of feature movies, but addition of a wide variety of filler length featurettes we are building into the package."

He disclosed that his company's filler service will give operators ability to program across leftover lengths from 30 seconds to five minutes or more. "This," he said, "will smooth out scheduling rough spots with professionally produced material." National CATV expects to begin with a filler CARtridge a month to augment the feature-length program library.

Ampex 'Artistry in Sound' Award Goes to Steppenwolf

NEW YORK — Steppenwolf, the Dunhill ABC recording group, has been selected for the 1970 "Artistry in Sound" award presented annually by Ampex Stereo Tapes.

The award, in recognition of the group's major contribution to the world of music, was presented at Dunhill ABC's recent Gold Record Press Ceremony in Los Angeles. It represents 500,000 tape album sales in all configurations.

Bob Hinkle, AST's assistant advertising manager, who presented the award, said, "Steppenwolf has made a substantial contribution in combining the two worlds of creative music and

hard-nosed sales." He added, "In this light, not only the group, but everyone at the firm is to be highly praised for achieving that most elusive thing called audience communication."

Since its formation Steppenwolf has had several gold records and many top disks on the nation's record charts. The group's latest album is "Steppenwolf Live."

This is the first time that AST's "Artistry in Sound" award has been presented to a group of musicians. The four previous winners were Mantovani, Herb Alpert, Frank Sinatra and Aretha Franklin.

Intl Battle Is Shaping in The Videocording Market

• Continued from page 1

merchandising them as a complete package."

The package, VR-50, includes a GRC camera and Sony 9-inch receiver-monitor at \$595.

In the Magnavox situation, the company is the first major U.S. manufacturer to endorse efforts by Japanese and European firms to establish an international videocording standard.

"We have concluded that the future of videotape recording is dependent on determination of an industry standard," said Robert H. Platt, Magnavox president.

As part of a wide ranging program to expand its product lines in the U.S. and foreign markets, Magnavox will:

—Create for the consumer a standardized color videocorder borne out of discussions with N.V. Philips of Holland which would be integrated with a Magnavox proprietary single vidicon camera for in-home recording and playback of videotape cassettes.

—Broaden its activities through possible equity participation in consumer-electronic companies in Europe and Mexico.

The combined price of the color camera and the video recorder is expected to be roughly equivalent to the purchase price

of a large-screen color console receiver. "The consumer will be able to buy components, or purchase a complete home entertainment center," said Platt.

Production units are planned for early 1972.

Admiral will bring out its first video tape cartridge re-

recording and playback unit next year.

In an effort to broaden its foreign base, Magnavox has concluded a long-term distribution agreement with Premier Co. of England for distribution in the U.S. of Premier's line of musical instruments.

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	DEJA VU Crosby, Stills, Nash & Young, Atlantic TP 7200 & Ampex 87200	10
2	3	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 1810 0750	15
3	9	MCCARTNEY Paul McCartney, Apple BXT 3363	3
4	2	HEY JUDE Beatles, Apple BXT-385	12
5	5	AMERICAN WOMAN Guess Who, RCA P85 1518	8
6	8	LED ZEPPELIN II Atlantic TP 8236 & Ampex 88236	29
7	7	CHICAGO Columbia 18 80 0858	15
8	4	STEPPEWOLF LIVE Dunhill 8023 50075 M & Ampex 85075	4
9	6	EASY RIDER Soundtrack, Reprise BRM 2026	26
10	10	FRIJID PINK Parrot M 79833 (Ampex)	7
11	11	TOM Tom Jones, Parrot PEM 79837 (Ampex)	2
12	15	ABBEY ROAD Beatles, Apple BXT 383	33
13	12	SANTANA Columbia 1810 0692	32
14	14	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter S-580	10
15	16	BUTCH CASSIDY & THE SUNDANCE KID Burt Bacharach/Soundtrack A&M 4227	6
16	17	SPIRIT IN THE SKY Norman Greenbaum, Reprise BRM 6365	5
17	19	GRAND FUNK Grand Funk Railroad, Capitol BXT-406	10
18	13	MORRISON HOTEL Doors, Elektra ET 8-5007 & Ampex 85007	10
19	20	I WANT YOU BACK Jackson 5, Motown MS 8-1700	14
20	18	THIS GIRL'S IN LOVE WITH YOU Aretha Franklin, Atlantic TP 8248 & Ampex 88248	5

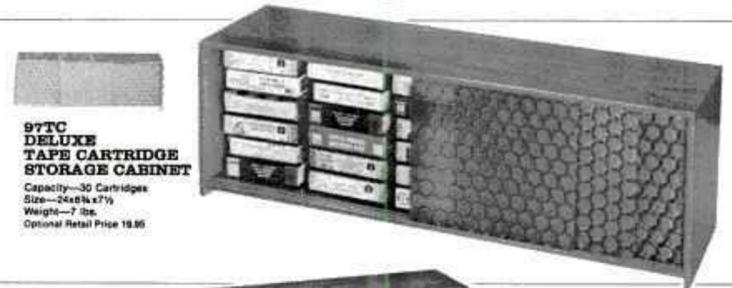
CASSETTE

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

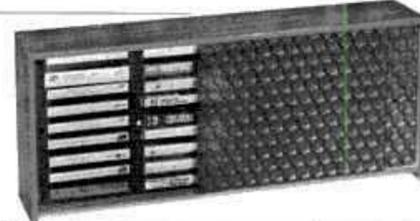
This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	3	BRIDGE OVER TROUBLED WATER Simon & Garfunkel, Columbia 1610 0750	14
2	2	DEJA VU Crosby, Stills, Nash & Young, Atlantic 57200 (Ampex)	7
3	1	HEY JUDE Beatles, Apple 4XT-385	12
4	11	MCCARTNEY Paul McCartney, Apple 4XT 3363	2
5	5	LED ZEPPELIN II Atlantic CS 8236 & Ampex 58236	26
6	6	CHICAGO Columbia 1610 0858	11
7	7	STEPPEWOLF LIVE Dunhill 5023 50075 M & Ampex 55075	4
8	4	EASY RIDER Soundtrack, Reprise/Ampex M 2026	15
9	9	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter S-580	10
10	10	AMERICAN WOMAN Guess Who, RCA PK 1518	2
11	13	ABBEY ROAD Beatles, Apple 4XT 383	32
12	12	SANTANA Columbia 1610 0692	26
13	8	MORRISON HOTEL Doors, Elektra 5007 & Ampex 55007	9
14	—	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco CS 33-250 & Ampex M 5250	44
15	15	TOM Tom Jones, Parrot PKX 79637 (Ampex)	2

Billboard SPECIAL SURVEY For Week Ending 6/6/70

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Consumer Electronic Showgoers
come up to the Certron Suite at the
New York Hilton and maybe you'll win a

Mini-bike.

Talent

Dino Calling Right Business Tune

By LAURA DENI

LAS VEGAS—Beneath Dean Martin's easy going facade is an intelligent businessman. Show producer for the Riviera Hotel, Martin is also a 10 percent owner. As producer, Martin acts as liaison between the entertainers and the entertainment director, Harvey Gilbert, a Beverly Hills attorney and president of the Riviera's board of directors.

Constantly on the lookout for new talent, Martin is tremendously interested in country music. His latest star, Bobbi Martin, is currently appearing at the hotel. Martin has also brought into the Riviera family Don Cherry and daughter Gail Martin, who surprised some with her talent and pleased the Riviera

bosses with her strong nightly draw.

Martin knows the business as few others do and has an uncanny instinct about what will and won't play. He calls no formal business meetings, but telephones Gilbert about performers he wants signed.

At a time when Las Vegas hotels are raiding each others' talent, Martin looks the other way. He isn't the type of man who would use his personal friendship to steal a star from another hotel. He respects the other hotel's right to offer entertainment, and hopes the Riviera is respected in turn. If a star is unhappy at another hotel and contacts Martin, then a contract change might be negotiated.

Avco Slates Campaign For 'Sunflower' Track

NEW YORK — Avco Embassy will conduct an intensive promotional campaign on "Sunflower," the label's first soundtrack from Avco Embassy Pictures, the parent film company. Sunflower, which stars Sophia Loren and Marcello Mastroianni, has music composed, arranged

and conducted by Henry Mancini.

Promotion will include publicity and advertising in both print media and 39 and 60-second radio spots. The merchandising effort, in conjunction with Ampex Stereo Tapes, includes posters, hanging pennants, counter cards, color stills from the film, and a four-color center window display.

The display material will be part of a national display contest with Avco Embassy and Ampex offering prizes. The label also will institute special screenings in key markets for radio, press, dealers, and record and tape distributors.

Havens Opens New Rock Club in N.Y.

NEW YORK — Richie Havens, Stormy Forest recording artist, will headline the opening night of Someplace Else, a new rock club in Rockaway Beach, Friday (5). The club, at Beach 113th and Beach Channel Drive, has a 3,000 capacity.

Someplace Else was built and is owned by Jim Gibbons, Richard Moran and Mike McNulty. Other opening night acts will be Steed Records' Illusion and Hog.

Polydor Followup To Holmes Tour

NEW YORK — Polydor Records of London will back a second Jake Holmes tour after the artist's recent successful tour of one and a half months to England and the continent. Included were concerts and TV appearances. Atco's Taste will again appear with Holmes. A late autumn U.S. tour also is being lined up.

Isle City Buys Disk

GALVESTON ISLAND, Tex. — Isle City Records of Galveston Island has acquired the Master of "My Love for You Will Die," by Jimmy Sullins. This marks the further expansion of the label which was established by Adams-Ethridge Publishing Company.

Blue Thumb Pitches Album Color Concept

LOS ANGELES — An album jacket which unfolds into a poster with a pouch to hold the record, has been designed for Blue Thumb's "Stereo Color Collage" LP concept.

The new outer packaging will be unveiled along with the multi-hued plastic process in June on Dave Mason's debut LP, "Alone Together."

The jacket design, invented by Camouflage Productions, encompasses a threefold photo. The front and rear photos of Mason are pressed onto the cardboard jacket. A die cut hole at the top of the jacket allows the purchaser to see the multi-colored record inside the pouch. When the cover is opened, it becomes a long poster.

Columbia Records is responsible for developing the multi-colored dye formula for the vinyl plastic. The process was developed in its Santa Maria, Calif., factory. While no two Blue Thumb LP's will have the same color design, they will all have the same mixtures of orange, red, pink, yellow, black, white and blue.

Crosby, Stills Not Breaking Up

NEW YORK — Atlantic Records issued a statement denying that their act Crosby, Stills, Nash & Young were breaking up. An Atlantic spokesman said that rumors of a break-up in the group followed postponement of a number of dates on their current tour, due to wrist and knee injuries sustained by Steve Stills and recurrence of a throat problem by singer Graham Nash.

The statement was issued because advance ticket sale was being affected by the rumors.

Drummer Dallas Taylor and bass player Greg Reeves left the group shortly before the tour started.

Goliath Formed by Goodman & Perry

HOLLYWOOD — Goliath Music Productions and Goliath Records have been formed by Bill Goodman, former deejay, and Lou Perry, former recording artist, at 1717 N. Vine St. Their first single is "Moving Forward" by Nat T. Jones on the Goliath label.

Orpheus Record Setting New Plays

NEW YORK — Though the original Orpheus, former MGM group, has long since disbanded, a single from their first album, "Can't Find the Time to Tell You," has been revived in the Ohio-Michigan area solely on the strength of air play and listener response. The disk recently passed the Jackson Five on WPOI, Hawaii, to take over the top spot. Orpheus has reformed and is currently negotiating for a new label.

Talent In Action

JETHRO TULL,
JOHN SEBASTIAN,
CLOUDS

Fillmore East, New York

The excitement of Jethro Tull, clearly a super group, and the remarkable audience contact of John Sebastian highlighted a superior Fillmore East show at the May 23 opener, the third night of performances for the two Reprise Records acts. Clouds, flashing considerable instrumental talent, opened the program.

Much of the attention centered on Sebastian, in his first Fillmore East appearance. And the former member of the Lovin' Spoonful (he even sang "Daydream" for the cheering crowd) proved to be one of the best solo artists ever appearing at the Bill Graham theater. His audience rapport was electric as he sang such numbers as "Red-Eye Express," "Magical Connection," and "You're a Big Boy Now," all from his Reprise album. He's an infectious performer.

Electricity also sparks when Ian Anderson of Jethro Tull is on. His flute playing is breathtaking, but not for him. In "My God!" his long solo was a wonder. The group's newest member, John Evan, was excellent on flute and guitar, while guitarist Martin Lancelot-Barre and bass guitarist Glenn Cornick were superb. Clive Bunker on drums is one of the best. Even his solo had touches of humor.

Clouds, a Scottish trio, was excellent. They are touring the U.S. for the first time. **FRED KIRBY**

JERRY BUTLER,
CAROLYN FRANKLIN,
THE LAST POETS,
THE O JAYS

Apollo Theater, New York

The audience at the Apollo Theater was treated to a well-balanced bill featuring Jerry Butler, Carolyn Franklin, the O Jays, the Last Poets, and El Chicano. Excitement rose steadily from the opening act, El Chicano, which performed their hit "Viva Tirado," as well as "Quiet Village," and "I'll Never Fall in Love Again." The surprise of the evening was the Last Poets, who record for Douglas, not a musical act but a reality act. There were two speakers, reciting poetry of reality, and a conga drummer.

Carolyn Franklin displayed an overwhelming singing talent with her opening version of Nillson's "Everybody's Talkin'." She then brought out her backup group, the Sounds of Soul, and got it on with Sly Stone's "Thank You." "Strung Out Over You" showed Miss Franklin's over-all vocal ability as she filled the entire theater with a voice not heard very often from such a petite young lady. She also sang "Chain Reaction" from her RCA album.

The O Jays proved they could keep up with the times by singing

a combination of "Little Green Apples" and the Beatles' "Something." The song started out very slowly with a soft harmonic tone but then slid into "Something," and took the audience by surprise.

Jerry Butler treated the audience to many of his old hits, including "Only the Strong Survive," "Western Union Man," "Moody Woman," "Never Gonna Give You Up," "Let It Be Me," and "Your Precious Love." Despite his icy approach, he warmed the audience.

BOB GLASSENBERG

LES DeMERLE'S SPECTRUM

Steak Pit, Paramus, N.J.

Les DeMerle's Spectrum opened at the Steak Pit here, May 22, winning friends and influencing the dinner-time audience with its exhilarating jazz-rock format and big band sound.

The group, on United Artists Records, whipped up a storm and a promise that the music of the big bands, oriented to the moods of the young listener, is on its way back.

DeMerle, who cut his musical teeth with big band names such as Lionel Hampton and Harry James, drums like a man obsessed. His talking hands communicate to all levels and ages. At 23, he oozes talent, and has the drive and initiative to channel it productively. His rendition of tunes like "A Taste of Honey," "Ma Cheri Amor," "Satin Doll," and his own four-part composition, "Reflections," bear testimony of this.

With his compelling charisma, his innovative arrangements, and a 12-member group of really fine musicians, who knows, he may well trigger a trend and big band music, long thought dead, may yet emerge as the new communications medium of today's jet set.

RADCLIFFE JOE

JOE HENDERSON

Ronnie Scott's, London

Joe Henderson merits acclaim even if only for the articulate fluency of his playing. But since that articulation is wedded to a thoroughly seductive tone, a mature sense of self discipline and a beautiful inner feeling of assurance and serenity, he is clearly deserving of consideration as perhaps the finest tenor saxophonist on the contemporary jazz scene.

What separates Henderson from many of today's jazzmen is that he plays with a glowing warmth of expression and, although he ventures occasionally into the freer forms of jazz, he never leaves the roots completely behind.

At Ronnie Scott's club, where he is playing a two-week engagement with a British rhythm section, Henderson scored a personal triumph precisely because he can be admired and understood on two levels—for pure technical virtuosity and for his passionate feeling.

(Continued on page 22)

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TOM JONES, left, and Harvey Schmidt, lyricist and composer, respectively, of off-Broadway's "Fantasticks," receive a plaque from ASCAP President Stanley Adams, center, at New York's Friars Club, May 26, in tribute to the 10th anniversary of their show.

Ray Stevens has just two words for the Columbia record distributors who helped his first Barnaby single make #1: Thank you.

Because it's you, the unheralded, behind-the-scenes people who make hits possible. And you really outdid yourselves with "Everything Is Beautiful." Number 1 with a bullet after just 9 weeks. And thank you, too, for the same effort behind Ray's first Barnaby album, "Everything Is Beautiful." If the past is any indication, we'll probably have to take another ad in a few weeks to say it all over again for the album. But then, it's such a nice feeling.



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Talent

From The Music Capitals of the World

DOMESTIC

NEW YORK

Polydor's **Country Funk** opens a four-night stand at Ungano's, Wednesday (3). Also appearing Thursday (4) is Reprise's **Kinks**. Epic's **Georgie Fame** opens June 15 for seven days, followed by a three-night stand for Atco's **Brian Auger & the Trinity**. Epic's **Terry Reid** plays Ungano's, June 25-27. . . . Belle's **Julie Budd** appears in concert at Miami Beach's Fontainebleau Hotel, June 27. . . . **Albert King** is slated for the Newport Jazz Festival, July 12, and Madison Square Garden in a Newport Festival program, July 18. He debuts as producer with his current Stax single "Can't You See What You're Doing to Me?"

Oracle's **Jaime Brockett** plays the Main Point, Bryn Mawr, Pa., outside Philadelphia, for four nights beginning Thursday (4), doing the entire show without an opening act. . . . **Richard Grasso** has been appointed a staff writer for Beechwood Music Corp. . . . **Brother Jack McDuff** plays the Hilton, Indianapolis, June 19-20. . . . Columbia's **Chambers Brothers** and **Charles LaMarr**, their manager, have opened offices at 1697 Broadway. Involved in TV production, publishing and concert promotion, Deloit Inc. and LaMarr, the Chambers Brothers' firms, are managing a new group, Hog.

Motown's **Diana Ross** is slated for the Carter Barron Theater, Washington, July 31-Aug. 13; Du Quoin (Ill.) State Fair, Sept. 4-6; The Waldorf-Astoria here, Sept. 9-26; and Las Vegas' Frontier Hotel, Oct. 1-21. . . . **Bobby Scott** is scoring "P.O.N.Y.," a Jerry Hammer production. . . . **John Rubinstein** made his debut as a composer for films, May 25, when Allied Artists' "Paddy" premiered here. . . . **Galen**, a piano-singer from Bermuda, has returned to Henrici's Golden Barrel Supper Club for a four-week engagement. . . . Excerpts from **Gary William Friedman's** rock oratorio, "Prayers for a Friday Night," will be performed at the 92nd Street Y, Sunday (31).

Warner Bros. **James Taylor** gives Carnegie Hall concert, Friday (12). . . . GHB's **Al Hirt** played the National Anthem with the Purdue University Band, May 30, before the start of the Indianapolis 500-mile race. . . . Roulette's **Tommy James** appears on the "Merv Griffin Show," Thursday (4) and, with the **Shondells**, appears in Japan, Aug. 14-24 in conjunction with Expo '70. . . . Progressive Media Productions' **Stan Vincent** is producing Buddha's **Lou Christie**. . . . **Your Father's Mustache** plays Bellevue Hospital here, Wednesday (3); Cornell University, Saturday (6); R.J. Reynolds Co., Glen Cove, N.Y., Friday (10); Leshar Country Club here, Friday (12); New York's Playboy Club, June 18, and Beach Point Country Club, here, June 19. **FRED KIRBY**

CHICAGO

Kiderian Records has moved to a new address at 316 S. Wabash, Chicago 60604. The new phone number is (312) 427-6439. The company's old address was 4926 W. Gunnison. . . . Heading the bill for the Friday (5) show for American Tribal Productions at the Aragon is Reprise's **Jethro Tull**, along with **Kama Sutra's** Sha Na Na, **Amaret's** **Crow, Clouds and Uncle Dirty**. Coming up on June 12 and 13 for Tribal is the **Shocking Blue** and **Pacific Gas and Electric**. . . . Chess' **Howling Wolf** and **Soup** appeared at the Celler for one night recently. . . . Warner Bros.' **Peter, Paul and Mary** gave one performance at the Opera House May 26. . . . RCA's **Nina Simone** gave one concert at the Auditorium Theatre recently. . . . Blue Note's **Elvin Jones** gave a series of concerts in the area recently. . . . Folk singer

Jean Redpath was held over for one week at the Quiet Knight. . . . **Chubby Checker** appeared recently at the Rush Up. . . . RCA's **John Hartford** and Parrot's **Jennifer** appearing at Mister Kelly's. . . . Avco Embassy's **Liquid Smoke** played two nights at Beavers recently. **GEORGE KNEMEYER**

MEMPHIS

Chips Moman of American Recording Studios, is working on a session for **Bill Medley**, former member of the **Righteous Brothers**. The session in Memphis is being produced for MGM Records.

Larry Rogers, manager of Lyn-Lou Studios is completing his third album for Columbia's **Bill Black Combo**.

The staff band at Muscle Shoals, Ala., Sound Studios, including **Barry Beckett**, piano; **Roger Hawkins**, drums; **Eddie Hinton**, lead guitar; **David Hood**, bass; **Jimmy Johnson**, rhythm guitar, completed a week of recording with Columbia's **Laura Nyro**, with **Arif Mardin**, producing. Stax's **Eddie Floyd** has completed a single with **Steve Cropper**, producing. **David Porter** on the Enterprise label for Stax, is working on an album for himself.

Atlantic's **Archie Bell & the Drells** are due in for a session with **Dave Crawford** and **Brad Shapiro**, producing.

Tommy Cogbill at American Studios has completed a session for his own label Trump on the Picadilly Circus for distribution by Capitol. Moman is working with the **Box-Tops**.

The vast expanding booking agency business in Memphis received a boost when **Billy Adams** signed to co-ordinate entertainment at the Vapors Club—which seats 800 persons, with the signing of Smash's **Jerry Lee Lewis** for a show July 19. **Ace Cannon**, **Charlie Rich** and **Norvell Felts** will play Sunday (6); **Stan Kenton** moves in June 21, and **Harry James** makes a return engagement Sept. 13. Adams will work with the Memphis Naval Base at Millington, Blytheville, Ark., Air Base, and Columbus, Miss., Air Base. He will also help co-ordinate entertainment for the vast chain of Holiday Inns, Inc.

Bob Tucker, leader of the **Bill Black Combo** since 1963, opened an office at Lyn-Lou Studios. He will handle personal appearances for the **Bill Black Combo** and Stax's **Butterscotch Caboose**, produced by **Larry Rogers**. Tucker and the Combo played two European tours with the **Beatles** and one in Africa.

An array of artists will be in Memphis during the summer vacation period including the Country Music Caravan with **Hank Williams Jr.**, and the **Cheatin' Hearts**; **Jeanie C. Riley** and the **Harper Valley Express**; **Bob Luman**; **Hank Williams** original **Drifting Cowboys**, **Merle Kilgore** and **Eddie Bond**, Saturday (6); **Jimi Hendrix**, Tuesday (9); The Byrds, Saturday (13); Radio WDIA Starlite Revue, July 4; **Tom Jones**, July 9; **Charley Pride**, July 25, and **James Brown** Sept. 12, all at the Mid-South Coliseum. **Mountain** will appear at the Auditorium July 5, along with **Grand Funk Railroad**. **JAMES D. KINGSLEY**

LAS VEGAS

Diahann Carroll made her sixth appearance for **Jack Entratter** at the Sands Hotel. Her polished repertoire included 12 songs ranging from handclapping soul songs to a medley of the "pretty side of the Beatles." **James Young & Snowflake** and the **Raindrops** backed **Miss Carroll**. . . . **Bob Darin**, who closes Tuesday (9) at the Landmark Hotel, brought in an 11-piece band conducted by **Quitman Dennis**. This is the first time Darin has brought in his own

Dexter's Scrapbook

By DAVE DEXTER Jr.

HOLLYWOOD — Within the next week or two, President Nixon and every member of the Senate and House of Representatives in Washington will receive a classy, deluxe two-record album that will feature 32 all-time record classics dating back from Gene Austin's "My Blue Heaven" through Herb Alpert's "A Taste of Honey."

Produced by the National Committee for the Recording Arts (NCRA) with the unprecedented cooperation of five disk companies, the posh package shapes up as a potent, persuasive NCRA weapon in the organization's determined battle to see legislation passed that would give recording artists income from the use of their records on radio and jukeboxes.

The program over the four sides ranges from the pathos of Al Jolson's "Sonny Boy" to the sly, little girl humor of **Bonnie Baker's** "Oh, Johnny" which swept the nation in 1939. **Duke Ellington** and **Louie Armstrong** are included along with **Bing Crosby**, **Perry Como**, **Nat King Cole** and **Frankie Laine**. The president and nearly 500 solons will enjoy priceless performances, as well, by **Doris Day**, **Peggy Lee**, the **Andrews Sisters**, **Judy Garland**, **Kate Smith** and **Patti Page**.

Sparked by **Stan Kenton**, the tireless NCRA prexy, and coordinator **Doug Neal**, unforgettable dance bands fronted by the **Dorsey brothers**, **Glenn Miller**, **Artie Shaw**, **Harry James**, **Guy Lombardo** and **Benny Goodman** are all to be heard once again. And as 'Neal's cogent notes emphasize, not one of them has ever been paid a dime for providing superb entertainment through hundreds of thousands of hours of radio play the last 40 years.

The music of one all-time titanic talent is missing. **Kenton** specified that his music not be included.

That we submit, is true dedication to a cause.

musicians. . . . **The 5th Dimension** made their Las Vegas debut as a headline act at Caesars Palace. The group has its new Bell album "The 5th Dimension-Portrait," released in conjunction with their Caesars Palace opening. . . . **Brenda Lee** made her Fremont Hotel debut as the headline attraction. Vocal and instrumental group, the **Casuals**, supplied the backing for **Miss Lee**.

British star **Tommy Steele** has signed a three-year contract with Caesars Palace. He will make his "world nightclub debut" at Caesars in 1971. Steele flew to Las Vegas to sign the contract, which calls for appearances totaling six weeks each year. . . . **Marion Colby** has resumed her singing career after several years' absence. She inked a three-year pack at Caesars Palace and will make her first return date this summer. . . . **The Rapid Transit**, a local rock group, left for Copenhagen, Denmark, to begin an extended world tour. Members are **Bill Rosevear**, guitar; **Curt (Moonbeams) Nyman**, organ and flute; **Mike Galleus**, bass; **Vic Ball**, drums, and guest artists, **Rick Davis**, saxophone, and **Ed Morgan**, trombone.

The first Gold Record in Las Vegas broadcasting history was presented to **Jimi Fox**, operations manager on KENO radio for the song "Superstar," recorded by **Murray Head** and the **Trinidad Singers**. . . . **Loadstone**, rock group currently appearing at the Palomino is a protege of **Andy Williams**, and a featured part of Williams' recent album, "Get Together With Andy Williams." . . . Country singer **Bobbi Martin** made her Las Vegas debut at the Riviera Hotel's Starlite Theater. . . . **Jerry Vale** closed a successful gig at the Frontier Hotel. His performance included selections from his 22 best selling albums. . . . Piano perennial **Roger Williams**, who has sold more than 15 million record

albums, returned to the Hotel Tropicana's Blue Room for a three-week stand.

Gov. **Paul Laxalt** honored singer **Mitzi Gaynor** at a dinner Sunday (7) in Reno. Gov. Laxalt presented Miss Gaynor the Governor's Trophy awarded by the Reno Chamber of Commerce for Miss Gaynor's "outstanding contribution to Nevada's fame as the entertainment mecca of the world." . . . Las Vegas baritone **Joseph Kohn** flew to New York for a music convention. . . . **Sergio Franchi**, **Myron Cohen**, **Wayne Cochran**, **Jerry Vale**, **Jan Murray** and **George Kirby** entertained at the second annual Mother's Day celebration at the Flamingo Hotel.

Paul Anka opened Thursday (4) at the Flamingo. . . . **Bob Newhart** and **Abbe Lane** opened May 28 in the Frontier Hotel's Music Hall. Their date runs through June 24. . . . **Frank Sinatra Jr.** and **Ray Anthony** open Thursday (4) in the Frontier Hotel's Circle F Theater. . . . **Don Adams** and **Karen Wyman** begin a two-week engagement Wednesday (3) at the Sands Hotel's Copa Room while **Buddy Greco** and the **Command Performance** close Tuesday (9) in the Sands Celebrity Theater. Opening Wednesday (10) will be **Louis Prima** and **Cris Morgan**. . . . **Jerry Lee Lewis**, who hasn't made a Las Vegas appearance since 1963, opened a four-week stand at the International Hotel May 6. **LAURA DENI**

albums, returned to the Hotel Tropicana's Blue Room for a three-week stand.

You've just got to like a big girl singer around town who says she earns \$750 a week, when she works. "But if my name wasn't **Maureen Reagan** nobody would pay me 15 cents," she says. **Maureen** is 29, pretty, 5-9 tall and weighing in at a shapely 143 pounds. And she's looking for a record deal. On the side, the daughter of Gov. Ronald Reagan and actress **Jane Wyman** runs her own public relations firm. But she may yet wind up on the charts.

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CINCINNATI

Country singer **Bob Luman** is back at his Hendersonville, Tenn., home after a week here, promoting his new Epic album, "Gettin' Back to Norma." While here, Bob put in three days as featured guest on WCPO-TV's "Nick Clooney Show," and one night as headliner at the (Continued on page 21)

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Blue Thumb Designs An Anti-Depression Kit

LOS ANGELES — Blue Thumb is air mailing a "Super Shelter Kit" to promotion men and Top 40 broadcasters advising them to "avoid depression, take Shelter now!"

The anti-depression kit is based on the belief that "relief" was needed by certain members of the record industry because "so much depression was setting in due to various labor strikes and campus protest movements," according to Don Graham, who created the kit.

In several cities record distributors recently closed due to either the trucking strike or violence on campus. "Our kit was designed to allay further depression," Graham said.

Nearly 400 copies of the kit are being mailed out. Included

are a Shelter Records - Blue Thumb T-shirt, a Leon Russell LP slick, a copy of Shelter's first ad for the Russel LP, an 8 by 10 glossy photo of the pianist-vocalist and a copy of his emerging hit single, "Roll Away the Stone."

Blue Thumb distributes and promotes Shelter products. Graham plans to follow up the mailing by suggesting to radio stations that they develop contests giving away the T-shirt as prizes. On the front side of the garment is a large red "S" with a Blue Thumb imprint on the back side.

Graham hopes to also interest radio station athletic teams in wearing the T-shirts, and will donate small supplies to station teams playing in charity games.

From The Music Capitals of the World

DOMESTIC

Continued from page 20

Black Stallion on a date set by WUBE program director **Bruce Nelson**. As part of the promotion plan, the local Columbia Records forces tossed a radio-press whingding for Luman at Stouffer's Inn, with **Alan P. Colford**, Epic promoter, playing host. Others in attendance were **Chuck Moore** and **Jack Lameier**, of the local Columbia staff; **Bruce Nelson**, **Lou Strittmatter**, **Dave Bunze** and **Les Acree**, of WUBE; **Walter Turner**, music director of WSAI; **Dave Howe**, program director at WCKY; **John Patton**, WKRC program director; **Robert O. Mahlman** and **Alex Smallens**, of ABC Radio Network, New York; **Harry Carlson**, president of Fraternity Records, and **Bill Sachs**, retired Billboard editor.

Hugh Masekela, South African trumpeter, appears as soloist with the Cincinnati Symphony Orchestra's final Open Door Concert at Music Hall, Sunday (7). . . . Singer **Pat Suzuki** displays her wares for a week in the Penthouse of the Playboy Club beginning Monday (8). With her appearance the club resumes its policy of using recording names at regular intervals. . . . **Karen Morrow**, vocalist on CBS-TV's "Jim Nabors Hour," appeared as co-host on "The Nick Clooney Show" over WCPO-TV, Monday through Wednesday of last week.

Paul Miller, who recently was named area veepee of Post-Newsweek Stations, Inc., left WCKY last week to open his own advertising and public relations firm, Miller Group, Inc., with offices here. Miller had been with WCKY 18 years, for many years as assistant general manager of the L.B. Wil-

son outlet. Succeeding him at WCKY is **Bob Mitchell**, radio veteran. . . . **Bill Kelly**, local Columbia Records sales manager, and promotion man **Chuck Moore** are back at their post after a fortnight's jaunt through England and the Continent as winners of a recent Columbia promotion contest. They were accompanied on the trip by their wives.

Veteran comedian and master of the one-liners **Henry Youngman** is planning to reissue his comedy album on a premium deal being engineered by his friend **Harry Carlson**, head of Fraternity Records. Youngman is back at his home in New York after two big weeks at the Lookout House, Covington, Ky. Lookout House has **Tiny Tim** set for June 30 and July 1, when WLW-TV personality **Bob Braun** will emcee the proceedings. . . . **Jini Hendrix** called off his appearance at Cincinnati Gardens, Friday, May 22, just a few hours before show time. Advance sale had been reported as nil.

The Who, with the **James Gang** in support, will rock their way through two night performances at Music Hall, June 25-26. . . . The **Crosley Field** rock show, June 13, is slated to highlight **Traffic**, with **Stevie Winwood**; **Ten Years After**, **Grand Funk Railroad** and **Mountain**, with support coming from the **Sky**, **Mott the Hoople**, the **Stooges**, **Bob Seger**, the **Savage Grace**, the **Lemon Pipers**, **Cradle**, **Alice Cooper**, **Blood Rock**, **Zephyr**, **Damnation of Adam's Blessing** and **Third Power**. Show will run from 10 a.m. until midnight, according to promoters **Mike Quatro** and **Russ Gibb**. **BILL SACHS**



EL CHICANO, Kapp Records group, visit the label's Hollywood headquarters to preview their initial LP for Johnny Musso, center, Kapp's general manager, and Kapp executives, extreme left, Carl Maduri, national promotion director, and Barry Freeman, Southern California sales promotion manager.

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**Jam Sessions Giving Loft
In New York a Rock Lift**

NEW YORK—Eric and Steve Nathanson are holding weekly jam sessions in a downtown loft on an informal basis. Usually, at least one of the groups they produce for United Artists Records through Music Asylum Productions is among the participants.

All the groups, Boffolongo, Omnibus and Music Asylum, live in or near the city and also work well together. Among other participants of the jams, which began last New Year's Eve, have been Jeremy Steig, Wells Kelly, Chip Taylor, Harvey Brooks, and

members of Canned Heat and the Hamilton Face Band. Steig also has done dates with Boffolongo.

The New Year's Eve party sparked the future events, which usually are held on Tuesdays. The quarters at 28th Street can easily accommodate 50 persons with expenses borne by the Nathanson twins, who previously were performing artists.

They also have been instrumental in benefits at Tompkins Square Park in the East Village. Jams, which begin about 10 p.m., extend into the night. The brothers feel the weekly sessions fill a void created by last year's closing of Steve Paul's Scene, which frequently had jam sessions.

Signings

She, a Sacramento girl rock quintet, signed with Kent with "Boy, Little Boy," produced by Morey Alexander, as their first single. . . . Comic Rudy Ray Moore also joined Kent, where "Eat Out More Often" is his first album.

. . . Tamalpais Exchange, new Atlantic sextet, has signed with Jim Veal at CMA for promotion of their forthcoming debut album.

. . . The Jimmy Castor Bunch to Kinetic Records with their first disk for the label, "It's Just Begun" and "Put a Little Love in Your Heart." . . . Norway to Stonehedge Productions with an album set for this summer. . . . Ray Godfrey signed with Spring Records, where "I Got to Get Away (From My Own Self)," his debut disk with Joe Simon, Sound Stage 7 artist, producing. . . . Adrian Barber, president of Starship Productions, has completed producing the Velvet Underground's first Atco LP.

. . . Singer-composer Dave Frishberg to CTI with his initial album, "Oklahoma Toad," due this month. . . . Charles Wright and Warner Bros. Watts 103rd Street Rhythm Band to Chartwell Artists for representation in all fields.

Talent In Action

• *Continued from page 18*

And even when the mood rises to a pitch of fevered excitement, Henderson is always in command, in control, to make that excitement tellingly eloquent.

Henderson received fine support from John Taylor (piano and electric piano), Ron Mathewson (bass) and Tony Oxley (drums), marred only by a slightly too cerebral solo approach from Taylor and some over obtrusive thunder from Oxley.

Opposite Henderson's quartet is Paris-based American organist Rhoda Scott, whose long, lean and bare left foot sounds as if it took lessons from Leary Vinnegar. Miss Scott is not a highly original player—either in choice of repertoire ("Walk on the Wild Side," "Mercy Mercy") or in construction of solos, but she swings, looks much prettier than Groove Holmes and does a majestic Bach-style version of "Autumn Leaves."

Computer Moog Firm Under Way

NEW YORK — Adrian Barber, president of ABBT Music and Starship Productions, has formed a computer-synthesizer firm with Paul Conny, a member of Lothar & the Hand People, rock group; and Allen Rasdow who is a systems programmer at the Harvard School of Psychology. The firm is called Interface.

They will program the computer to consider human voices and to attempt to equate itself to human vocals, and to create programs to make instrumental music in the same context. Their first project will be an album with a moog synthesizer and a PPD-9 computer.

Spike Wells adds sympathetic percussion. MIKE HENNESSEY

VIKKI CARR

Persian Room, New York

A beautiful Vikki Carr, dressed in a new record label—Columbia Records—and a low neckline gown, revealed a bundle of song both poised and polished and mod and establishment in her opening night (May 21) at the Persian Room.

Miss Carr also revealed enormous flexibility—as well as extensive vocal range—in her repertoire. At the start of the show, she touched lightly on two fairly heavy tunes—"You Make Me So Very Happy" and "Spinning Wheel"—and later into a pounding version of "Hey Jude." On the other side of the musical fence were soft and tender versions of "Till It's Time to Go." Especially soft and pleasant was the wrap-up on a duet medley with guitarist/singer Randy Marr—"As Time Goes By"—with the spotlight switching from her to him and back again until she'd moved forward beside him.

The show was keyed with excitement—both from a tremendous vocal display by Miss Carr and from some excellent writing and production. For example, after a bit of dialog on the musical "Hair," she launched into "Easy to Be Hard" and then followed that up with "Games People Play," revealing how the songs almost fit together. Truly, Miss Carr knows no generation gap . . . she transcends all age barriers.

Her hit "It Must Be Him" was undoubtedly the highlight vocal of the evening, but Miss Carr also performed emotion-packed versions of "With Pen in Hand" and "Esta Bien." On nearly every song, she created waves of audience empathy. Small talk and patter blended each song into the other. The result was an excellent evening of entertainment. CLAUDE HALL



MERLE HAGGARD, second from right, discusses his recording of "Turn Me Around," the theme from the Warner Bros. film, "Chisum," with, left to right, Michael Wayne, film's executive producer; Jack Mass, of WB Music Co., and Andrew J. Fenady, film's producer.



THE GUESS WHO are feted by RCA Records at a champagne breakfast at Sardi's, New York, for press and deejays after the Canadian group's first Fillmore East date. Rocco Laginestra, center, RCA's executive vice president, joins the festivities.

**East Side Kids
Focus on Disk
And TV Action**

NEW YORK—Citation Records, a subsidiary of Hollybrooke Records, Inc., has released a record called "The Great Gardino & the East Side Kids" as a "pilot" for a television series. Brookster Productions, another division of Hollybrooke, has an animated cartoon series aimed at kids in the works. Both records and series, according to Steve Metz and Harold Kahn of Hollybrooke, are based on the Leo Gorcey-Huntz Hall movie comedy team. The record will be released Thursday (28) and hopefully, the cartoon series will be on the air shortly thereafter.

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DTL-845

SWED HOUSE HUMOR
"Shed House Humor"
DTL-846

REDD FOX
"Favorite Party Jokes"
DTL-847

RICHARD & WILLIE
"Low Down and Dirty"
DTL-842

"Willie and Rising Dick"
DTL-843

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B
The SIGN of great reading

Billboard New Album Releases FOR JUNE

This monthly product list includes LP's which were issued during the past several weeks and are considered as part of the manufacturers' May release. Listings are in alphabetical order by artist in pop, and by composer or author in classical and spoken word.

NEW POPULAR RELEASES

ARTIST — Title — LABEL & Number

A

- J.W. ALEXANDER**—Raw Turnips & Hot Sauce
Thrush, TS 2006
AMPOL—Aries Go Wild
Dyno, 1613
J.T. ADAMS & THE MEN OF TEXAS—It Is No Secret
Word, WST-8432-LP
MOSE ALLISON—Hello There Universe
Atlantic, SD 1550
LYNN ANDERSON—Stay There 'Til I Get There
Columbia, CS 1025
ED AMES—Sing Away the World
RCA, LSP-4381

B

- GINGER BAKER'S Air Force**
Atco, SD 2-703
BRETHREN
Tiffany, TES-0013
BONZO DOG BAND—Keynsham
Imperial, LP-12457
BLODWIN PIG—Getting to This
A&M, SP 4243
JOSEPHINE BAKER
Monmouth Evergreen, MES/7023
CHARITY BAILEY & STEVE SAHLEIN—
More Music Time & Stories
Folkways, FC 7528
KARL BERGER—Tune In
Milestone, MLP 9026
ERIC BURDON Declares War
MGM, SE-4663
BANG, Band Lulu in New York
Hilary, RA-2024
BLANCHARD & MORGAN—Birds of a Feather
Mercury, WSS 33-001
BEATLES—In the Beginning (Circa 1960)
Polydor, 24-4504
JERRY BUTLER—You & Me
Mercury, SR 61269
LES BAXTER/101 Strings—Million Seller Hits
Aishire, S-5188
BROADCASTS—Bernard Shaw
Westminster, WBBC-8001
BLIND LEMON JEFFERSON—Black Snake Moan
Milestone, MLP 2012

C

- ORNETTE COLEMAN**—The Best of
Atlantic, SD 1558
CHORALAIRES—Hearts 'n Flowers
Kaybank, Melody Masters, 6-6232
HANK CRAWFORD, The Best of
Atlantic, SD 1557
LEON COPELAND—Sings the Big Hits of
Merle Haggard
Aishire, S-5189
WAYNE COCHRAN & HIS O.C. RIDERS—
High Ridin'
Bethlehem, 10002
DAVID ALLEN COE—Penitentiary Blues
SSS International, SSS-9
COUNTRY JOE & THE FISH—C.J. Fish
Vanguard, VSD-6555
RAY CHARLES—My Kind of Jazz
Tangerine, TRCS 1512
JOHN COLTRANE—The Coltrane Legacy
Atlantic, SD 1553
DON COOPER—Bless the Children
Roulette, SR-42046
LEW CHARLES—An Evening Prayer
Word, WST-8470-LP
RALPH CARMICHAEL—His Land
Light, LS-5523
COUNTRY FUNK
Polydor, 24-4020
CAERN, Introducing the—A Collection of 'Scotch'
Folk
London International, SW 99514
ROY CLARK—The Other Side of
Paramount, DLP 25977
CURFEW
United Artists, UAS 6746
CANDIDO—Thousand Finger Man
Solid State, SS 18066
MIKE CURB CONGREGATION—Come Together
CoBurt, Co 1002
SONNY CRISS, The Best of—Hits of the '60's
Prestige, PR 7742
CHUCK WAGON GANG—Thank the Lord
Columbia, CS 9993
JOHNNY CASH/ANDRE KOSTELANETZ ORCH.—
A Day in the Grand Canyon/Grofe: Grand Canyon
Suite
Columbia, MS 7425

D

- MONTE DUNN & KAREN CRUZ**
Cyclone, Cy 4101
JOHNNY DARRELL—California Stop-Over
United Artists, UAS 6752
LENNY DEE—Easy Come, Easy Go
Decca, DL 75196
WILBUR DE PARIS—Over & Over Again
Atlantic, SD 1552
MILES DAVIS—Bitches Brew
Columbia, GP 26
DOCTOR K'S BLUES BAND
World Pacific, WPS-21903
VIC DANA—If I Knew Your Name
Liberty, LST-8063

E

- CHARLES EARLAND**—Black Talk
Prestige, PR 7758
ECOLOGY—Environment/Evolution
Happy Tiger, HT-1008
EGG
Deram, DES 18039
DUKE ELLINGTON's 70th Birthday Concert
Solid State, SS 19000
EXOTIC GUITARS—Holly Holy
Ranwood, R8073
TAL FARLOW, The Return of—1969
Prestige, PR 7732

ARTIST — Title — LABEL & Number

F

- FLATT & SCRUGGS**—Foggy Mountain Chimes
Harmony, HS 11401
LESTER FLATT—Flatt Out
Columbia, CS 1006
FIFTH DIMENSION—Greatest Hits
Soul City, SCS-33900
FAIRPORT CONVENTION—Leige & Lief
A&M, SP 4257
FOX—The Revolt of Emily Young
Decca, DL 75193
FIVE BLIND BOYS OF ALABAMA—Oh Lord Stand
By Me
Specialty, SPS 2123
PERCY FAITH ORCH.—Held Over!/Today's Great
Movie Themes
Columbia, CS 1019
FIFTH DIMENSION—Portrait
Bell, Bell 6045
DALLAS FRAZIER—Singing My Songs
RCA, LSP 4338

G

- GUN**—Gun Sight
Epic, BN 26551
BOBBY GOLDSBORO'S—Greatest Hits
United Artists, UAS 5502
VED GREY—A Christmas Happening
Alaco, SLP 2156
GAINSBOROUGH GALLERY—Life Is a Song
Evolution, 2012
DIZZY GILLESPIE—The Real Thing
Perception, PLP 2
ERROLL GARNER—Other Voices
Columbia, CS 9820

H

- HUMBLEBUMS**
Liberty, LST-7636
HIGH TIDE—Sea Shanties
Liberty, LST-7638
JUANITA HALL
Monmouth Evergreen, MES/7020
HALLMARK SINGERS
Mark V, MV 4401
FERLIN HUSKY—Your Love Is Heavenly Sunshine
Capitol, ST-433
HEDGE & DONNA—Special Circumstances
Capitol, ST-447
FREDDIE HART—The New Sounds of
Capitol, ST-469
EDDIE HARRIS—Come on Down
Atlantic, SD 1554
RICHARD (GROOVE) HOLMES/ERNIE WATTS—
Come Together
World Pacific Jazz, ST 20171
SLIM HARPER—Knew the Blues
Excella, 8013
HERBIE HANCOCK—Fat Albert Rotunda
Warner Bros., WS 1834
HARD MEAT
Warner Bros., WS 1852
BOBBY HUTCHERSON—Now
Blue Note, BST 84333
ANDREW HILL—Lift Every Voice
Blue Note, BST 84330
ARLENE HARDEN—Sings Roy Orbison
Columbia, CS 9939
HARDEN TRIO—Great Country Hits
Harmony, HS 11396
RICHARD (GROOVE) HOLMES—Soul Mist
Prestige, PR 7741
BARRY HARRIS TRIO—Magnificent
Prestige, PR 7733
JOHN HARTFORD—Iron Mountain Depot
RCA, LSP 4337
HOT TUNA
RCA, LSP 4353

I

- INCREDIBLE STRING BAND**—I Looked Up
Elektra, EKS-74061
IRON BUTTERFLY—Live
Atco, SD 33-318
IMPROVISATION—Groupe Nuova Consonanza
DGG, 137-007
ILLINOIS JACQUET—The Blues; That's Me
Prestige, 7731
BURL IVES—The Lollipop Tree
Harmony, HS 14551

J

- REV. JESSE JACKSON**—I Am Somebody
Respect, TAS-2601
JEAN-LUC PONTY—King Kong
World Pacific Jazz, ST 20172
ELLA JENKINS & MUSIC WORKSHOP—
Seasons for Singing
Folkways, FC 7656
JOHNNIE & JACK, The Best of
RCA Victor, VPM-6022
J.C.—Life
Perception, PLP 1
JOSE JOSE—La Nova del Olvido
RCA Victor, MKS-1847
ELVIN JONES—Poly-Currents
Blue Note, BST 84331
STONEWALL JACKSON—The Lonesome in Me
Columbia, CS 9994

K

- LEE KONITZ QUINTET**—Peacemeal
Milestone, MLP 9025
KINGSMAN—Standing Room Only
Mark V, MV 4450
ANITA KERR SINGERS—It's Anita Kerr Country
Dot, DLP 25976
KILLING FLOOR
Sire, SES 97019
EL KLAN—Una Carta a Maria y Otros Exitos
RCA Victor, MKS 1845

L

- CHARLES LLYOD, The Best of**
Atlantic, SD 1556

ARTIST — Title — LABEL & Number

- LIVING MARIMBAS**—Raindrops Keep Fallin' on My
Head and other Bacharach/David Hits
RCA Camden, CAS-2400
LIBERACE—A Brand New Me
Warner Bros, WB 1847
LAWANDA LINDSAY & KENNY VERNON—
Pickin Wild Mountain Berries
Chart, CHS 1030
GORDON LIGHTFOOT—Sit Down Young Stranger
Reprise, RS 6392
J.B. LENOIR—Crusade
Polydor, 24-4011
LENA & GABOR
Skye, SK-15
BOB LUMAN—Gettin' Back to Norma
Epic, BN 26541
STEVE LAWRENCE
Harmony, HS 11397

M

- ESSRA MOHAWK**—Primordial Lovers
Reprise, RS 6377
CHARLES MINGUS, The Best of
Atlantic, SD 1555
GALT MAC DERMOTT'S—First Natural Hair Band
United Artists, UAS 6750
JOE MACIELAG & THE MELODY BELLS ORCH.—
Marysia
Dyno, 1626
MELBA MONTGOMERY—Don't Keep Me Lonely
Too Long
Capitol, ST-468
BOBBY MERRITT—Out of the Ground
Musicor, MS 3180
MELODY FOUR—On the Move
Word, WST-8467
JOHN & BEVERLEY MARTYN—Stormbringer
Warner Bros., WS 1854
BARRY MELTON—Bright Sun Is Shining
Vanguard, VSD-6551
MIND GARAGE—Again
RCA Victor, LSP-4319
LES McCANN LTD.—New From the Big City
World Pacific Jazz, ST-20173
JIMMY McGRUFF—The Way You Look Tonight
Solid State, SS 18063
MOTT THE PEOPLE
Atlantic, SD 8258
MIRIAM MAKEBA—Keep Me in Mind
Reprise, RS 6381
BILL MANN—Today's Mann
Word, WST 8514
BROTHER JACK McDUFF—Moon Rappin'
Blue Note, BST 84334
PAUL McCARTNEY—McCartney
Apple, STA0 3363
JANE MORGAN—The Sounds of Silence
Harmony, HS 11398
MUSIC FROM—The Adventurers
Symbolic, SYS 9000

N

- JIM NESBITT**—Runnin' Bare
Chart, CHS 1031

O

- ORIGINAL FRENCH CAST**—Hair
Philips, PHS 600-329
ORIGINAL CAST—Billy Noname
Roulette, SROC-11
101 STRINGS—Strauss Waltzes
Aishire, S-5191
OLD FASHIONED REVIVAL HOUR QUARTET—
Let the Lower Lights Be Burning
Word, WST-8477-LP
ORIGINAL CAST—Cry for Us All
Project 3, TS 10005D
OLIVER—Again
Crewe, CR 1344
ORIGINAL CAST—Purlie
Ampex, A40101

P

- PACIFIC DRIFT**—Fellin' Free
Deram, DES 18040
ART PERKO—All Day and All Night
Rim, RSLP 2008
POCO
Epic, BN 26522
RAY PRICE—You Wouldn't Know Love
Columbia, CS 9918
DICK PILLAR ORCH.—Dick's Golden Sound Polkas
Stefjo, SLP 714
PENDYRUS MALE—Wales: Land of Song
London International, SW 99527
DON PATTERSON—Brothers 4
Prestige, PR 7738
PIPE MAJOR K.G. ROE—The Skirl o' the Pipes
Aishire, S-5187

Q

- QUEEN ANNE'S LACE**
Coral, CRL 757509

R

- THE POMP AND CIRCUMSTANCE OF THE
REGIMENTAL BANDS**
Aishire, S-5190
JIMMY ROSELLI—It's Been Swell
United Artists, UAS 6747
DAVID ROGERS—A World Called You
Columbia, CS 1023
MARTY ROBBINS—My Woman, My Woman, My
Wife
Columbia, CS 9978
DIANA ROSS & THE SUPREMES—Farewell
Motown, MS2-708
JERRY REED—Cookin'
RCA Victor, LSP 4293

S

- SPARROW PEWER**
Hilary, RA 2121

ARTIST — Title — LABEL & Number

- BOBBY SHAD & THE BAD MEN**
Mainstream, MRL-360
SMITH EVANGELIST CHOIR—A Soldier's Plea
King, KS G-3 1094
SANDLER & YOUNG—Honey Come Back
Capitol, ST 449
JOHNNY (HAMMOND) SMITH—Black Feeling
Prestige, PR 7736
CANDI STATON—I'm Just a Prisoner
Fame, SE5-4201
SOUNDTRACK—The Adventurers
Paramount, PAS-6001
PAT SHANNON—Back to Dreamin' Again/
She Makes Me Warm
Uni, 73079
AMANDA SHANKAR
Reprise, RS 6398
SOUNDTRACK—Bloody Mama
American International, ST-A-1031
MARK STEIN/THE PIGEONS—While the World
Was Eating Vanilla Fudge
Wand, WDS 687
MAX SAMBORSKI ORCH.—Max's Sax's
Fantastik, 1201
SAM APPLE PIE
Sire, SES 97020
SAM THE DRUMMER
Lane, L.P. 156
SOUTHERN COMFORT
Columbia, CS 1011
SWAN SILVERTONES—Love Lifted Me
Specialty, SPS 2122
FRANKIE LEE SIMS—Lucy Mae Blues
Specialty, SPS 2124
SAVAGE GRACE
Reprise, RS 6399
SIREN
Dandelion, D9-104
JEREMY STEIG—Legwork
Solid State, SS 18068
SOUNDTRACK—Love Is a Funny Thing
United Artists, UAS 5207
SUGARLOAF
Liberty, LST-7640
SOUNDTRACK—Principal Edwards Magic Theater
Dandelion, D9-103
SOUNDTRACK—Patton
20th Century-Fox, S4208
J. DAVID SLOAN—Modern Country Sounds of
Today
Starday, SLP 453
**TONY SCHWARTZ RECORDS THE SOUND OF
CHILDREN**
Folkways, FH 5583 (M)
JONATHAN SWIFT
Decca, DL 75190
JOE SOUTH—Walkin' Shoes
Mine, MSG-1100
JENNIFER TOMKINS—The Street People
Musicor, MS 3189
RINGO STARR—Sentimental Journey
Capitol, SW 3365

T

- GIL TRYTHALL**—Nashville Gold
Athena, 6004
**The Instrumental Sound of HANK THOMPSON'S
Brazos Valley Boys**
Dot, DLP 25978
TRAPEZE
Threshold, THS-2
TEE SET—Ma Belle Amie
Colossus, CS 1001
THIRD POWER—Believe
Vanguard, VSD-6554
TENNESSEE GUITARS—Golden Guitar Hits
SSS International, SSS 10
STANLEY TURRENTINE—Another Story
Blue Note, BST 84336
CLAUDE THORNHILL at Glen Island Casino 1941
Monmouth-Evergreen, MES 7024
CLAUDE THORNHILL ON STAGE 1946-47
Monmouth-Evergreen, MES 7025
THORENS MUSIC BOX—Happy Holiday
Kaybank, Melody Masters, 6-6164
TYRANNOSAURUS REX—A Beard of Stars
Blue Thumb, BTS 18
B.J. THOMAS—Everybody's Out of Town
Scepter, SPS 582

U

- PETER USTINOV, The Many Faces of**
Westminster, WBBC-8000

V

- VARIOUS ARTISTS**—All Star Soul
Harmony, HS 11400
VARIOUS ARTISTS—Where Were You When
Dot, DLP 25979
BOBBY VINTON—Vinton Sings Vinton
Harmony, HS 11402
VARIOUS ARTISTS—Jazz Super Hits—Vol. II
Atlantic, SD 1559
VARIOUS ARTISTS—Country Roundup
Epic, EGP 504
VARIOUS ARTISTS—Black Music of South America
Nonesuch, H-72036
VARIOUS ARTISTS—Silhouette Segments
American Lutheran Church, 8-8531
VARIOUS ARTISTS—Suite Steel/The Pedal Steel
Guitar Album
Elektra, EKS-74072
BOBBY VINTON—Sounds of Love
Epic, BN 26542
VARIOUS ARTISTS—Village Music of Bulgaria
Nonesuch, H-72034

W

- DON WILSON & GAIL GINGERLY**—Life Assurance
Mark V, MV 4346
CEDAR WALTON—Soul Cycle
Prestige, PR 7693
RUSTY WELLINGTON—Yes, It's Me Again
Arzee, RZ 1002
TAMMY WYNETTE—Tammy's Touch
Epic, BN 26549

New Album Releases

• Continued

ARTIST — Title — LABEL & Number

DIONNE WARWICK—I'll Never Fall in Love Again
Scepter, SPS 581

MASON WILLIAMS—Hand Made
Warner Bros., WB 1838

CLARENCE WHEELER & THE ENFORCEERS—
Doin' What We Wanna
Atlantic, SD 1551

MAE WEST/W.C. FIELDS—Side by Side
Harmony, HS 11405

WOLDWEEDS
Vanguard, VSD 6552

JR. WALKER & THE ALL STARS—Live
Soul, SS 725

PAUL WILLIAMS—Someday Man
Reprise, RS 6401

WILDMAN STEVE—Wild! Wild! Wild! Wild!
Raw, 7001

ROGER WILLIAMS—Themes From Great Movies
Kapp, KS 3629

WURLITZER—Noel
Kaybank, Melody Masters, 6-6165

MIKE WESTBROOK CONCERT BAND—
Marching Song
Deram, MWB s-1

FRANK WOJNAROWSKI ORCH.—Two White Doves
Rim, RSLP 1043

JUSTIN WILSON—Across the US & A
Capitol, DT 5179

JUSTIN WILSON—The Humorous World of
Capitol, DT 5183

JUSTIN WILSON—How Y'all Are
Capitol, DT 5090

PORTER WAGONER, The Best of, Vol. II
RCA, LSP 4321

DOTTY WEST—Country & West
RCA, LSP-4332

Y

GLEN YARBROUGH, The Best of
RCA Victor, LSP 4349

NEW CLASSICAL RELEASES

A

ADAM GISELLE—Monte Carlo Opera Orch.
(Bonyge)
London, CSA 2226

ARIAS FROM HANDEL OPERAS—Carole Bogard
Cambridge, CRS 2712

AMERICAN TALL TALES, VOL. TWO—Ed Bagley
Caedmon, TC 1319

AMERICAN TALL TALES, VOL. ONE—Ed Bagley
Caedmon, TC 1318

B

**BRAHMS: SYMPHONY NO. 4/KODALY; GALANTA
DANCES**—Berlin Philharmonic (DeSabata)
Heliodor, 2548 703

BEETHOVEN: SYMPHONIES NOS. 4 & 5—Berlin
Philharmonic (Furtwaengler)
Heliodor, 2548 704

BRUCKNER: SYMPHONY NO. 9—Berlin Philhar-
monic (Furtwaengler)
Heliodor, 2548 701

**BARTOK: VIOLA CONCERTO/HINDEMITH DIE
SCHWANENDEHER**—Hillyer/Japan Philharmonic
(Watanabe)
Nonesuch, H-71239

BEETHOVEN: MASS IN C—Various Artists/Munich
Bach Orch. (Richter)
Dgg, 139 446

**BACH: CONCERTO FOR TWO HARPSICORDS/
TRIPLE CONCERTO**—Leonardt Consort
Telefunken, SAWT 9552-B

BEETHOVEN: THE CREATURES OF PROMETHEUS—
Israel Philharmonic (Mehta)
London, CS 660

BEETHOVEN: PIANO CONCERTO NO. 2—Gilels/
Cleveland Orch. (Szell)
Angel, S-36028

BEETHOVEN: SYMPHONY NO. 9—Various Artists/
London Symphony (Stokowski)
London Phase 4, SPC 21043

BEETHOVEN: CONCERTO NO. 4—Gilels/Cleveland
Orch. (Szell)
Angel, S-36030

BERLIOZ: SONGS FOR CHORUS—Davies/Heinrich
Schuetz Choir & Chorale (Norrington)
Argo, ZRG 635

**BACH: WELL-TEMPERED CLAVIER, BOOK 2/PREL-
UDES & FUGUES 9-16**—Glenn Gould
Columbia, MS 7409

BEETHOVEN: FIVE LATE QUARTETS/GROSSE FUGE
—Guarneri Quartet
RCA Red Seal, LSC-6418

BEETHOVEN: SYMPHONIES NOS. 4 & 8—New York
Philharmonic (Bernstein)
Columbia, MS 7412

BEETHOVEN: QUARTET NO. 14—Yale Quartet
Cardinal, VCS-10062

BEETHOVEN: EROICA VARIATIONS—Claudio Arrau
Philips, SAL 3764

BACH: 6 SONATAS FOR VIOLIN AND HARPSICORD
—Buswell/Valenti
Cardinal, VSC-10081/1

THE BOLSHEVICH REVOLUTION: 1917—A.J.P. Taylor
CMS, CMS 108

BEETHOVEN: PIANO CONCERTO NO. 5—Bishop/
London Symphony (Davis)
Philips, 839 794 LY

**BEETHOVEN: SYMPHONY NO. 5/SCHUBERT: SYM-
PHONY NO. 8**—Chicago Symphony (Ozawa)
RCA Red Seal, LSC-3132

**BEETHOVEN: PIANO CONCERTO NO. 1/SONATA,
OP. 54**—Richter/Boston Symphony (Munch)
RCA Victor, VICS-1478

BEETHOVEN: EARLY PIANO MUSIC—Joerg Demus/
Norman Shelter
DGG, 139 448

**BARTOK: PIANO CONCERTO NO. 2/FOUR PIECES
FOR ORCHESTRA**—Weissenberg/Philadelphia Orch.
(Ormandy)
RCA Red Seal, LSC-3159

ARTIST — Title — LABEL & Number

**BLACK PIONEERS IN AMERICAN HISTORY, VOL.
TWO**—Diana Sands/Mosos Gunn
Caedmon, TC 1299

STANLEY BLACK/LONDON SYMPHONY—Gems for
Orchestra
London Phase 4, SPC 21045

BACH—Anthony Newman
Columbia, MS 7421

C

CIMAROSA REQUIEM—Various Artists/Orch. de
Chambre de Lausanne (Negri)
Philips, 839 752 LY

CAGE: MUSIC FOR KEYBOARD—Jeanne Kirsten
Columbia M25 819

CHAMBER MUSIC BY THE YOUNG BEETHOVEN—
Various Artists
Telefunken, SAWT 9547-A EX

**CAGE: ATLAS ECLIPTICLAS/WINTER, CARTRIDGE
MUSIC/SCHNEBEL: GLOSSOLALIE**—Various Artists
(Riehn)
DGG, 137 009

C.P.E. BACH: 4 SINFONIAS—English Chamber Orch.
(Leppard)
Philips 839 742 LY

**CLASSICS OF AMERICAN POETRY FOR THE ELE-
MENTARY CURRICULUM**—Various Artists
Caedmon, TC 2041

**CLASSICS OF ENGLISH POETRY FOR THE ELE-
MENTARY CURRICULUM**—Various Artists
Caedmon, TC 1301

CLASSICS OF LATIN POETRY AND PROSE—Classics
Department, University of Texas
Caedmon, TCp 1296

CHINESE CLASSICAL MUSIC—Various Artists
Westminster, WBBC-8003 (M)

COPLAND'S GREATEST HITS—New York Philhar-
monic (Bernstein)/London Symphony (Copland)
Philadelphia Orch. (Ormandy)
Columbia, MS 7521

CHOPIN: CONCERTO NO. 1—Cliburn/Philadelphia
Orch. (Ormandy)
RCA Red Seal, LSC-3147

CHAMBERLIN AND MUNICH—A.J.P. Taylor
CMS, CMS 107

D

DVORAK'S GREATEST HITS—Entremont/New York
Philharmonic (Bernstein)/Philadelphia Orch.
(Ormandy)
Columbia, MS 7523

DEBUSSY: PIANO MUSIC—Tamas Vasary
DGG, 139 458

**DEBUSSY: TRIO FOR HARP, FLUTE & VIOLA/RAVEL/
BAX**—Robles Trio/ Delme Quartet
Argo, ZRG 574

**DEBUSSY: NOCTURNES/RAVEL: RAPSDIE ESPAG-
NOLE**—London Symphony (Stokowski)
Seraphim, S-60104

DVORAK: SYMPHONY NO. 7—Israel Philharmonic
(Mehta)
London, CS 6607

DEL TREDICI/BATSTONE/ASHFORTH: SONG CYCLES
—Various Artists
CRI, CRI SD 243

**DVORAK: SERENADE FOR STRINGS/KUBELIK;
QUATTRO FORME PER ARCHI**—English Chamber
Orch. (Kubelik)
DGG, 139 443

DVORAK'S GREATEST HITS—Various Artists
Columbia, MS 7524

E

EIGHTEENTH CENTURY POETRY AND DRAMA—
Adrain/Bloom/Quayle/Various Artists
Caedmon, TC 4002

EIGHTEENTH CENTURY RUSSIAN CHORAL MUSIC
Angel, SR 40116

F

**FROBERGER: THE SOUND OF THE EARLY HARPSI-
CHORD**—Gustav Leonhardt
RCA Victor, VICS-1494

FLOTOW: MARTHA—Rothenberger/Gedda/Prey/
Various Artists/Bavarian State Opera Orch. (Heger)

**FIELD: WYNKEN, BLYNKEN, AND NOD/OTHER
POEMS**—Julie Harris
Caedmon, TC 1298

G

GIORDANO: FEDORA—Olivero/Del Monaco/Gobbi/
Various Artists/Monte Carlo Opera Orch. (Gardelli)
London, OSA 1283

GREAT OPERATIC DUETS—Cabelle/Verrett/New
Philharmonia Orch. (Guadagno)
RCA Red Seal, LSC-3153

H

HAYDN/SCHUBERT: TRIGS—Grumiaux Trio
Philips, 802 905 LY

HILLER: AVALANCHE/SUITE/NIGHTMARE MUSIC—
Various Artists
Heliodor, 2549 006

HOLMES: OLD IRONSIDES/OTHER POEMS—Ed
Begley
Caedmon, TC 1302

HANDEL'S GREATEST HITS—Various Artists
Columbia, MS 7515

HANDEL: SONATAS FOR VIOLIN & CONTINUO—
Lautenbacher/Ruf/Koch
Nonesuch, H-71238

HENZE: ESSAY ON PIGS CONTRABASS CONCERTO
—Philip Jones Brass Ensemble/English Chamber
Orch. (Henze)
DGG, 139 456

HAYDN: THE CREATION—Various Artists/Berlin
Philharmonic (Karajan)
DGG, 2707 044

M. HAYDN/COPLAND/SELIG—Armando Guitalla
Cambridge, CRS 2823

ARTIST — Title — LABEL & Number

ISAAC: MISSA SUPER (O PRAECLARA)—Capella
Antiqua Munich (Rushland)
Telefunken, SAWT 9544-A EX

THE IMPORTANCE OF BEING HOFFNUNG—Gerard
Hoffnung
Westminster, WBBC-8002 (M)

J

JAMES: THE TURN OF THE SCREW (abridged)—
Judith Anderson
Caedmon, TC 2045

K

**KAGEL/CAGE/OTTE/ALLENDE-BLIN: MODERN OR-
GAN MUSIC**—Gerd Zacher
Heliodor, 2549 009

L

LEGETI: REQUIEM LONTANO/CONTINUUM—Various
Artists
Heliodor, 2549 011

**LIGETI: AVENTURERS/NOUVELLES ADVENTURES
ATMOSPHERES/VOLUMINA**—Various Artists
Heliodor, 2549 003

LISZT: CHORAL WORKS I—Various Artists (Szabo)
Hungaraton, SLPX 11381

LISZT: LEIDER 3—Various Artists
Qualiton, SLPX 1272

LISZT: MISSA CHORALIS—Various Artists/Margit-
tay/ Budapest Chorus (Forrai)
Qualiton, SLPX 1141

LISZT: PSALMS 13, 18, 23, 125, 129—Reti/Jam-
bor/Various Artists/Budapest Chorus (Forrai)
Qualiton, SLPX 1261

LATIN READINGS, VOL. III—Various Artists
CMS, CMS 583

LEAR: NONSENSE STORIES AND POEMS—Claire
Bloom
Caedmon, TCp 1279

LATIN READINGS, VOL. II—Various Artists
CMS, CMS 582

LATIN READINGS, VOL. I—L.P. Wilkinson
CMS, CMS 581

LA TROMBA SACRA—Scherbaum/Krumbach
DGG, 136 558

M

MENOTTI: THE MEDIUM—Resnik/Blegen/Opera
Society of Washington (Mester)
Columbia, MS 7387

MOTTA: LA PASSIONE DI GESU CRISTO—Various
Artists/Orch. de Camera Gulbenkian (Rivoli)
Archive 2710 009

**MAHLER: SONGS OF A QAY FARER/BRAHMS/
SCHUBERT/R. STRAUSS/WOLF**—Heinrich Schlusnus
Heliodor, 2548 702

MOZART/VERDI/BIZET: OPERA ARIAS—Maria
Cebotari
Heliodor, 2548 700

MOZART: STRING QUINTETS, KV 515, 406—
Aronowitz/Amadeus Quartet
DGG, 139 356

MESSIAEN: VINGT REGARDS SUR L'ENFANT JESUS
—John Ogden
Argo, ZRG 650-1

**MAROS: EUFONIA 1-2-3/CINQUE STUDI PER OR-
CHESTRA**—Orch. of Hungarian Radio and Television
(Lehel)
Qualiton, SLPX 11362

MOZART: SYMPHONIES NOS. 41 & 39—Hungarian
State Orch. (Ferencsik)
Qualiton, SLPX 11390

MOZART: THE LAST SIX SYMPHONIES—Marlboro
Festival Orch./Festival Casals Orch. (Casals)
Columbia, D 35 817

MENDELSSOHN: OCTET/WOLF/ROSSINI—I Musici
Philips, SAL 3640

**MUSSORGSKY-RAVEL: PICTURES AT AN EXHIBI-
TION/RAVEL: MOTHER GOOSE**—Orch de Paris
(Baudo)
Angel, S-36683

MAHLER: SYMPHONY NO. 1—London Symphony
(Horenstein)
Nonesuch, H-72034

MASTER WORKS FOR ORGAN, VOL. 8 (Bach)—
Arno Achonstedt
Nonesuch, H-71241

THE SOUND OF THE MOZART PIANO—Demus/
Shelter
RCA Victor, VICS 01495

MOZART: PIANO CONCERTOS NOS. 27 & 1—Anda/
Camerata Academica des Salzburger Mozarteums
(Anda)
DGG, 139 477

MANN: SELECTIONS—Thomas Mann/Max Adrain
Caedmon, TC 2032

MULOCK: THE LITTLE LAME PRINCE—Cathleen
Nesbitt
Caedmon, TC 1293

MOZART ARIAS—Eleanor Steber/Bruno Walter
Odyssey, 32 16 0363

MORAVEC PLAYS CHOPIN—Ivan Moravec
Connoisseur Society, CS-2019

MUSIC FOR BALLET PRACTICE—Catherine Maye
CMS, CMS 569

THE MAGNIFICENT TENOR—Franco Corelli
Everest, 3276

N

NASH: PARENTS KEEP OUT—Ogden Nash
Caedmon, TC 1282

NASH: REFLECTIONS ON A WICKED WORLD—
Ogden Nash
Caedmon, TC 1307

O

OPERA GALA—Various Artists
RCA Red Seal, VCS-7061

P

PROKOFIEV: TWO SONATAS FOR VIOLIN & PIANO
—Wilkinson/Schein
Connoisseur Society, CS-2016

PISTON/RUGGLES/SWANSON/HIVELY—Polish Na-
tional Radio Orch. (Strickland)/Vienna State Opera
Orch. (Litschauer)
CRI, CRI SD 254

ARTIST — Title — LABEL & Number

PURCELL: SONGS—Frank Patterson
Philips, 802 852 LY

POPE SELECTED POEMS—Max Adrain/Claire Bloom
Caedmon, TC 1311

PUCCHINI'S GREATEST HITS—Columbia Symphony
(Kostelanetz)
Columbia, MS 7525

R

RACHMANINOFF: SYMPHONY NO. 2—Los Angeles
Philharmonic (Wallenstein)
Seraphim, S-60133

RAVEL: PIANO CONCERTOS—Haas/Monte Carlo
Opera Orch. (Galliera)
Philips, 839 755 LY

RUSSIAN CHORAL MUSIC OF THE 18th CENTURY—
USSR RUSSIAN Chorus (Yurlov)
Melodiya/Angel, SR-40116

S

SHOWPIECES FOR PIANO AND ORCHESTRA—
Serkin/Philadelphia Orch. (Ormandy)
Columbia, MS 7423

**SCHOENBERG: VARIATIONS FOR ORGAN, ORCHES-
TRA**—Zacher/Southwest German Radio Symphony
(Rosbaud)
Heliodor, 2549 008

SCHOENBERG: STRING QUARTETS NOS. 3 & 4—
New Vienna String Quartet
DGG, 139 449

STANLEY: CONCERTOS FROM OPUS 2—Hurwitz
Chamber Orch. (Hurwitz)
L'Oiseau Lyre, SOL 315

SCHUBERT: DIE SCHOENE MUELLERIN—Aksel
Schiotz
Seraphim, 60140

SCHMIDT/CHAUSSON/DUPRAC—New Philhar-
monia Orch. (De Almeida)
RCA Red Seal, LSC-3151

**STRAVINSKY: LE SACRE DU PRINTEMPS/8 IN-
STRUMENTAL MINIATURES**—Los Angeles Philhar-
monic
London, CS 6664

SHOSTAKOVICH: SYMPHONY NO. 13—Krauss/Phil-
adelphia Orch. (Ormandy)
RCA Red Seal, LSC-3162

SCHUBERT: SYMPHONIES NOS. 4 & 5—Vienna
Philharmonic (Muenchinger)
London Stereo Treasury, STS 15095

SMETANA: MA VLAST—Vienna Philharmonic
(Kubelik)
London Stereo Treasury, STS 15096/7

SCHUBERT: PIANO SONATA IN D, D. 850—Ingrid
Haebler
Philips, 839 773 LY

A. SCARLATTI/BACH CANTATAS—Bogard/Ghitalla
Cambridge, CRS 2710

**SCHULLER/KRAFT/WILDER: NEW MUSIC FOR
HORNS**—Horn Club of Los Angeles
Angel, S-36036

SZELL'S GREATEST HITS—Cleveland Orch.
Columbia, MS 7435

STOCKHAUSEN: TELEMUSIK MIXTUR—Various Art-
ists
DGG, 137 012

SPOKEN GREEK PROSE—Dale/Raeburn
CMS, CMS 579

SPOKEN GREEK VERSE—Various Artists
CMS, CMS 577

STOCKTON: THE LADY OR THE TIGER—Judith An-
derson
Caedmon, TC 1313

SANDBURG: REMEMBRANCE ROCK—Carl Sandburg
Caedmon, TC 2044

SANDBURG: ROOTABAGA STORIES, VOL. 3—Carl
Sandburg
Caedmon, TC 1306

SCRIBIN/LISZT/GINASTERA—David Bean
Westminster, WST-17161

SONGS OF THE RUSSIAN REVOLUTION—Soviet
Army Chorus & Band
Melodiya/Angel, SR-40127

SAINTS-SAENS' GREATEST HITS—Various Artists
Columbia, MS 7522

THE ART OF GLADYS SWARTHOUT
RCA Victor, VICS-1490 (M)

T

TCHAIKOVSKY: SYMPHONY NO. 5—Israel Philhar-
monic (Mehta)
London, CS 6606

V

VIVALDI: FLUTE CONCERTOS, OP. 10—Toulouse
Chamber Orch. (Auriacombe)
Seraphim, S-60128

VERDI: IL TROVATORE—Prince/Domingo/Various
Artists/New Philharmonia Orch. (Mehta)
RCA Red Seal, LSC-6194

VOX ROMANA—Various Artists
CMS, CMS 584

VERDI AT LA SCALA—Various Artists/Orch. of La
Scala (Kubelik/Serafin)
DGG, SKL 2721 011

W

**WAGNER: OVERTURE & VENUSBERG MUSIC FROM
TANNHAUSER/R. STRAUSS: SUITE FROM DER
ROSENKAVALLER**—London Symphony (Leinsdorf)
London Phase 4, SPC 21037

WRIGHT: BLACK BOY—Brook Peters
Caedmon, TC 2030

WHITMAN: SONG OF MYSELF—Orson Welles
Westminster, WBBC-8004

**WHITTIER: BAREFOOT BOY/SNOW-BOUND/OTHER
POEMS**—Ed Begley
Caedmon, TC 1308

Y

YUN: LOYANG/GASA/REAK/TUYAUX SONORES—
Various Artists
Heliodor, 2549 010

Z

ZIMMERMAN: THREE WORKS—Various Artists
Heliodor, 2549 005

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Radio-TV programming

FCC Issues Tentative Rules in Deejay Plugola Clampdown

By MILDRED HALL

WASHINGTON — The FCC has put together tentative anti-plugola rules to insure sponsorship identification in cases where stations or networks or deejays avily plug performers or records or shows in which they (or an affiliated company) have a financial interest.

The indirect benefit of the plugola situation differs from outright payola, in that the station or its personnel do not receive direct payment by an outside label to play its records, with no announcement of that fact, as required under the 1961

anti-payola law. However, the Federal Communications Commission feels that the conflict-of-interest plugs have been given too much leeway and need curbing.

The somewhat elastic rules proposed would require that selection of records and other broadcast material be isolated from music or entertainment interests of the licensee, personnel, or affiliated companies. But, says the FCC, "if the insulation is not possible, adequate steps must be taken to insure that the outside interest (of station or em-

ployee) is not a motivating factor in the selection and presentation of broadcast material."

As an example, the FCC rather naively says that records issued by an affiliate or related company of a licensee should not be played when these records would not otherwise have been selected on the basis of merit or popularity.

It will be largely up to the station management, under the rules, to see that this ethical impartiality is maintained, in cases where the deejay, the station, or any of its personnel have outside music or show business interests. If there is any doubt about the effectiveness of the insulation, an announcement must be made, to let the public know who benefits by the plugs of station or deejay.

Announcement must invariably be made where station or personnel controlling programming "holds a substantial interest in a performer or group, appearance or performance, which is involved in a specific or continuing performance mentioned on the air, and the interest is not readily apparent."

Announcement must also be made when there is heavy promotion ("more than nominal") of a performer or a performance, and the person holding the interest is in a position to promote talent in the station programming. When announcement is required, it should tell in general terms "all known interests, the holder's relation to the station, and what the interest is in." The announcement is not needed if it is plain from the content of the program, or if it involves a team in a recognized sport.

The proposed rules would be lenient as to wording and timing of such announcements. They may be made "at any time during the program and may be in any form; for example, question and answer during an interview program which discloses to the audience that a present financial interest exists."

(This leeway may not hold for outright payola situations. In the current contest over the renewal of WPIX-TV, New

(Continued on page 32)

Plugola Examples

WASHINGTON—Following are some of the examples of plugola situations requiring announcement of interests involved, under the FCC's recently proposed rules to counter heavy promotion or selection of owned interests, by stations, networks, personnel, or by affiliated companies of network or station:

- A network-owned station in common ownership with a record company can mention name, artist and label as customary, but if praise of popularity or special merit is added, announcement is necessary.

- A network-owned radio station's weekly program features music from, and discussion of Broadway hits in which the network has some interest. If selection of the music, or comment on the show is weighted by the network interest, disclosure is required.

- A deejay presents a band in which he has an interest, playing their recorded music and announcing their availability for hire. FCC does not like this type of lack of insulation in selection of records, and says any hint of extra promotion for the deejay's band calls for an announcement. Announcement is mandatory in any case if deejay's interest is substantial. None is needed if the situation is obvious, as when deejay is leader of the group and is so identified.

- Unavoidable selection of programming on weekly programs by prominent impresario in music who would inevitably have interests some of the music and/or events announced. No announcement is needed if he does not favor music and events in which he has interest, unless they are substantial, invoking the mandatory announcement.

- When programs come from radio and TV networks which are also licensees, networks have the primary responsibility for assuring compliance with the anti-plugola rule. But individual station licensee is to use "reasonable diligence" to assure compliance when he knows or has reason to believe plugola may be involved.

- Similarly, when non-network syndicated programs are presented, licensee airing the show must try to pin down any plugola. FCC recommends certification by the producer to assure compliance.

CKFH Adds LPs In Format Change

By RITCHIE YORKE

TORONTO—The city's No. 2 rated rocker, CKFH, has kicked up a lot of fuss in recent weeks with a revolutionary new format which includes heavy album cuts.

CKFH, long second to CHUM in this market, now incorporates three to four album cuts each hour. And it's not the usual AM album spotlights such as Bobby Sherman and Mark Lindsay. CKFH is playing cuts by such non-AM artists as Santana, Led Zeppelin, Chicago, Joni Mitchell, Ronnie Hawkins, Ian and Sylvia and Jeff Beck.

"We're trying to offer more than just a duplicate of CHUM," explained music director Duff Roman. "We want to reach what we call the AM AW (for after Woodstock) market which has been neglected by AM radio in virtually all North American markets."

Roman leaves the choice of LP cuts to each jock. "The guys have a lot of leeway," Roman said. "They can take liberties with the format. It's up to them to build up their shows."

Roman said the new format had met with much advertiser response. "When you go to a potential sponsor, he can't turn you down because you're only second to another Top 40 station. If you've got something different to offer, he'll listen."

Noting that his own breakfast show had been completely sold out for two weeks, Roman said the audience reaction to the change would not be known until the fall, when the next survey comes out.

One of the singles being played at present is Miguel Rios' "A Song of Joy," the left-field Spanish hit on A & M, which so far CHUM has avoided like the plague. CKFH has always been more liberal in its musical policy than its opposition. The station played Give Peace a Chance and Je T'Aime, both of which CHUM passed on.

Roman also pointed out that CKFH was playlisting eight Canadian singles at present out of 42 discs. "We regard the Maple Leaf System (of which CHUM is a member) as a joke."

KNEW Preps a 25-Market Sinatra Music Marathon

SAN FRANCISCO—A 60-hour Frank Sinatra music marathon aired on KNEW here is being readied for syndication to 25 major markets.

The salute to Sinatra's music, which was aired here May 1-4, has been rescheduled for replay on the station. It will also be played on Metromedia's Los Angeles outlet, KLAC around the same time in early June.

All of the vocalist's Reprise records were aired as the entire KNEW disk jockey staff took

part in the program, developed by station manager Bill Stewart in connection with Warner Bros. promotion man Pete Marino.

In addition to Sinatra works from other catalogs, the Sinatra Musical Appreciation Society contributed some rare recordings.

Narration between selections ranged from who wrote and arranged a song to nostalgic data about Sinatra's early Bay Area concerts. Reprise claimed the show stimulated sales of the vocalist's catalog.

KLOL-FM to Use Quad-8 System

SAN FRANCISCO—In a new one-station concept, KLOL-FM, a pioneer in the development of stereo radio broadcasts, intends to go on the air soon with four-channel quadrasonic broadcasts. James Gabbert, general manager of the easy listening station, has already aired three different quadrasonic programs, each of about two hours long, but these were in teamwork with another station in the market—KRON-FM. Within a month, KLOL-FM plans to air one-station quadrasonic broadcasts through a new technique "even though these programs will probably go unannounced because there are no systems out there capable of receiving the broadcasts," said Bill Keffury, program director.

Keffury said that KLOL-FM had about 24 hours of four-channel stereo programming material on hand. Vanguard Records seems to be in the front running, already having four-channel tapes on the market. Philip Records, Columbia Records, and Paramount Records have also been helpful in supplying programming material for the experimental broadcasts al-

ready conducted by KLOL-FM. Some tapes of RCA Records' Stonesmans, provided especially by Chet Atkins, were aired in the most recent KLOL-FM broadcast and Keffury said the quality of the material was "fantastic."

The overall reaction to the three four-channel broadcasts, all of which originated out of KLOL-FM's studios, "have been overwhelming," said Keffury.

The three previous shows have been, in effect, "specials." Gabbert puts three others around a table and each two men have a stereo Sony mike so that each person comes in per channel. A roundtable discussion precedes the playing of music. Keffury said that more of these types of two station specials are planned.

It should be noted that more than one manufacturer of component parts equipment is coming out with one-station receivers for the consumer market. Though KLOL-FM may be broadcasting at first for virtually no listeners in the one-station technique, the possibility of listeners is there for the future.

WNEW Giving Musical Labels the Brush Off

NEW YORK—WNEW, flagship station of the Metromedia chain, is trying to abandon all of the old musical labels. General manager Bob Mounty, who's involved in every record played on the air at WNEW, felt that it's increasingly more difficult to pick the music. The music on the easy listening station is selected by Gertie Katzman, who then meets with the program director and Mounty on a Monday.

"Seven or eight years ago, such a station as WNEW wouldn't play a record artist that was played on a Top 40 station. But this is not the case anymore. We play many of the Simon & Garfunkle songs and songs by Laura Nyro on WNEW because we think they're good songs." Strangely enough, some of the traditional artists who were played habitually on easy listening radio stations in the past are today "floundering," Mounty felt, because they can't cross the bridge into the scope of modern music today even though they're trying. "Perhaps they ought to stay traditional. Or maybe their music is not being chosen right."

The key to the WNEW image is basically, however, its personalities, Mounty felt. "I think WNEW is the perfect balance of those factors for which people listen to radio—information and companionship. Both Gene Klaven and William B. Williams are tremendous entertainers, but they present entertainment in the form of good companionship," he said.

Mounty, who joined WIP in Philadelphia in 1957 as a salesman and then was promoted to sales manager in 1960 after the station was bought by Metromedia, felt that one of the biggest problems facing easy listening stations today is the lack of personalities. "Where's the training ground? You could take a major personality out of another market, but time has proven that a man who becomes a major factor in a city seldom makes it elsewhere. So, the next best thing is to hire younger personalities and let them build. This is what we're doing now with Jim Gearheart and Tony Murphy." He felt both of these personalities were going to be the

(Continued on page 30)



KBBQ PROGRAM DIRECTOR Harry Newman interviews recording artist Willie Nelson, center, in the station's celebrity studio at the Palomino Club, Burbank, Calif., where Nelson was performing. At right is KFOX air personality Charlie Williams.

Selling Sounds

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

The big news of last week was the L&M cigarette shift from Young & Rubicam to J. Walter Thompson. The basic reason for the move was L&M's dissatisfaction with the commercials that Y&R had produced for them, but there is a deeper reason, too. L&M's music was called The Two Of You and was arranged in the style of A Man And A Woman. The commercials were filmed in an avant-garde fashion along the lines of Ingemar Bergman with little or no dialogue or script. The result was a slow-paced depressing set of commercials that never seemed to communicate the advertiser's message of the joys of smoking. This particular approach to cigarette advertising was certainly original and even refreshing, but it didn't really come off, and it didn't sell cigarettes. We can expect the new agency, J.W.T., to produce L&M spots with a little more action and enthusiasm packed into the 60 seconds.

This time of year is traditionally slow for the jingle business, but the soft economy has made things even worse. Writers who were getting \$1500 for an original jingle are now settling for \$1000. String sections that used to hold 10-12 men are down to 6-9, and only two or three of New York's big studios are running at capacity. In Los Angeles and Chicago things are equally slow. . . . The jingle arm of the Wes Farrell Organization is busy. They just finished up a series of commercials for a new toothpaste, Close-Up, from Lever Brothers. Wes uses his stable of song writers to handle his jingle assignments, so the result is a good Top 40 sound in all the spots he records. Wes often uses his record acts to sing his commercials, thus adding a touch of professional artists to his commercials. . . . Henry Mancini received a Clio for his scoring of a Kodak commercial. The Clio is advertising's version of an Oscar or a Grammy, and Henry has a few of those too. . . . Steve Karmen is redoing some of his Chrysler jingles for the final sales period between now and September. Steve is this year's jingle champion with more original music than any other writer in the business. In addition, he scored Allan Funt's film "What Do You Say To A Naked Lady?" . . . Ralph Kessler has a whole new jingle package out for Phillips Petroleum. . . . Jimmy Fagas is doing a Kodak spot this week for Producer Ray Fragasso. . . . Gordon Brisker, one of Cincinnati's best arrangers is handling the lion's share of the local jingles done there. You can get him at WCPO-TV.

Programming Aids

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

EASY LISTENING

WGR, Buffalo, music director & personality **Larry Anderson** reporting; BP: "Close to You," Carpenters, A&M; BH: "Primrose Lane," O. C. Smith, Columbia; BLP CUT: "Something in the Way He Moves Me," (Fancy) Bobbie Gentry, Capitol. . . . WBCM, Bay City, Mich., music director & personality **Jack Hood** reporting; BP: "Only a Dream," Saturday Photograph, Columbia; BH: "Daughter of Darkness," Tom Jones, Parrot. . . . WLDS, Jacksonville, Ill., announcer & music director **Paul Lowery** reporting; BP: "Spill the Wine," Eric Burdon & War, MGM; BH: "Hitchin' a Ride," Vanity Fair, Page One. . . . WSPR, Springfield, Mass., program director **Budd Clain** reporting; BP: "A Song of Joy," Miguel Rios; BH: "Don't It Make You Want to Go Home," Brook Benton. . . . WFIN, Findlay, Ohio, program director **Tom Sheldon** reporting; BP: "Are

You Growing Tired of My Love," Jefferson; BH: "It's Just a Game, Love," Peaches & Herb.

COUNTRY

KCKN, Kansas City, Mo., program director **Ted Cramer** reporting; BP: "Someday We'll Be Together," Bill & Jan, Decca; BH: "Wonder of You," Elvis Presley, RCA. . . . WAXX, Eau Claire, Wis., **Ken Berg** reporting; BP: "Come & Get It, Mama," Charlie Louvin; BH: "Hello Darlin'," Conway Twitty. . . . WYAM, Birmingham, Ala., program director **Charlie Brown** reporting; BP: "A Man's Kind of Woman," Eddy Arnold, RCA; BH: "Heart Over Mind," Mel Tillis, Kapp. . . . KBBQ, Burbank, Calif., music director & personality **Corky Mayberry** reporting; BP: "I Never Picked Cotton," Roy Clark; BH: "He Loves Me All the Way," Tammy Wynette, Epic.

HOT 100

WDCR, Hanover, N.H., program director **Mark Dillen Stitham** reporting; BP: "Don't It Make You Want to Go Home," Brook Benton; BH: "Mississippi Queen," Mountain. . . . WCSB-AM, Boston, music director **Kenneth Rokes** reporting; BP: "Lay Down," Melanie, Buddah; BH: "Born in Boston," Smith, Dunhill. . . . KLOG, Longview, Wash., personality **Lee Michaels** reporting; BP: "Go Back, Crabby Appleton," Elektra; BH: "Mama Told Me (Not to Come)," Three Dog Night, Dunhill. . . . WPTS, Scranton, Pa., **Rick Shannon** reporting; BP: "Song of Joy," Miguel Rios, A&M; BH: "Mystery of Love," Leer Bros. Band, Intrepid.

WNEW Brush Off

• Continued from page 29

super personalities of the future as the audience identified with them more and more.

Another factor is that Murphy and Gearheart give the station a full-fledged "familiar" voice for any occasion, besides doing his weekend stints. In previous years, the station used freelance personalities when one of the regulars went on vacation. Now, when anyone takes off, the familiar voices of Gearheart and Murphy are on hand.

Letters to the Editor

Dear Editor:

Since I consider myself a member of an elite group of people known generally as the "music industry," I give my wholehearted support when one of our trade publications involves itself in a dialogue like the drug issue.

I feel that now is the time for our trade publications and the music industry in general to deal with a much more serious problem.

I realize that when talking to adults, words like peace, love and freedom are only words. For right action to be taken, it must be an action dictated by good "business sense."

You all know that the major portion of today's popular music buying public are young people. You also know that the major portion of your popular artists are devoting a great deal of their words and music to social problems which strike an empathy with your record buying public. I contend that it is time for you to do something to help.

Yesterday (May 4) two brothers and two sisters of our human race were murdered. Premeditatedly, if the Vice President can be believed when he said this was predictable. Death is only predictable when guns are used to replace sanity, logic and humanism.

My words must have special bearing to those of you who work for conglomerates. It is your companies which have the "\$" power to make the government realize that our approach, as human beings, must not be to resort to guns, but rather to resort to understanding.

It is up to you. If you won't look at it and realize that it is human beings who are being killed, and the issues that they are dying for, then at least look at it and realize that it is a consumer with big dollars to spend that is being alienated. We are killing our own children.

Please . . . think about it.

Peace & Happiness,
Patrick West

Dear Editor:

I have been following with great interest your excellent campaign against the use of drugs. I think there are very few among us who are not fully aware of this dread problem which plagues the entire younger generation. I also think that each radio station or television station is trying to fight it in his own way, some being more capable financially than others.

We at KOKX are considered a small market station, yet we run a tight ship, so to speak, and try at all times to handle ourselves as if we were a major market competitor. This not only creates a more productive and professional atmosphere, but you actually find yourself doing things that are only expected and oftentimes seen in the larger cities. We are quite strong in our support of public service groups and functions and we run quite a few announcements on drugs. I might suggest that anyone looking for some really good spot announcements contact the Iowa Council of Churches. We run their material quite frequently.

As a member of the ABC network, we carried a special program on May 16 with Paul Harvey concerning a young, 19-year-old drug addict who made a

personal recording of his reactions just moments before he committed suicide. We highly promoted the program and received tremendous response to it. We felt it most worthy of a second presentation and aired it again in the public interest several days later. We also gave a copy to our local authorities and as an educational aide to the local high schools. They were most appreciative and found the tape to be highly successful as an instructional tool.

We have a half hour public opinion program daily and have extended its use to anyone in the field of drugs who might talk intelligently about the subject and its many problems.

This is what we as a small market station are doing to fight this dreaded, disgusting, sickening and very saddening problem that faces our society today. If it is shown that we can do something further along these lines then we will be more than happy to avail our services to this most meaningful cause.

Since we began our local campaign some time back there has been a noticeable difference in the attitude of many of our listeners and it is most gratifying to see these results. Many of them are still talking about the special Paul Harvey program and it's quite possible that we might air it a third time due to its tremendous effect.

May I again commend Billboard for its excellent attitude in our combined fight against drugs and the multitude of side effects cause by them. Congratulations on a job well done!

Arthur E. Mann
Program director
KOKX
Keokuk, Iowa

Dear Editor:

Going into my 24th year of broadcasting this summer! Still doing 3-7 p.m. on the air here at WFOM, Marietta (metro Atlanta), handling sales for the station, and promoting shows and dances into the area while emceeding one night a week at a local discotheque. Was thinking—you ought to start a club via your column, something to the effect of "the 20-25 Club" . . . guys who have been actively broadcasting for the past 20-25 years and still behind the mike. Although many mike men like myself serve in many other capacities, believe the number of men on the air with this many years experience (20-25) would number few. Just a thought.

The anti-drug campaign here in metro Atlanta getting much play on outlets such as WQXI-TV, WAGA-TV, WSB radio, WFOM; and, WPLO-FM (the hard rock/progressive outlet) doing an excellent job. In fact (this might be something interesting), a group from Atlanta's hippieland have formed the Mid-Town Alliance in an effort to combat the hard drug thing. They staged a march not long ago and are very active in setting up clinics and securing cooperation from many in the medical profession. The underground paper here, The Great Speckled Bird, although controversial in nature, is hitting hard on the anti-drug campaign and seem to be sincere in doing so. Their political views cannot be shared by all; but, their drug views are in keeping with all that is trying to be accomplished.

Red Jones
WFOM
Marietta, Ga.

Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

Keath Heyn has been promoted to program director of KMCO in Conroe, Tex. **Nolan Kay** has joined the station from KPWF-FM in Plentywood, Mont. . . . **Andy Bickel** is leaving WTHI in Terre Haute, Ind., to become program director of WBSR in Pensacola, Fla. Another WTHI graduate is **Loren Owens**, who's now using the air name of **Jefferson Kaye** at WKGN in Knoxville. . . . Each Thursday from 8-9 p.m., **Boom Boom Cannon** raps for an hour with teens about drugs over WNOR in Norfolk. WNOR program director **Paul Todd** reports that the program has been a big success in the market.

★ ★ ★

Sam Page, former program director of Triangle's WNBK-FM in Binghamton, N.Y., is now director of community services for WNBK, WNBK-FM, and WNBK-TV. . . . **Dewey Hughes**, with WOL in Washington, also does a half-hour show five days a week on Voice of America that's heard just about around the world. He needs records, especially the new releases. Send to him at 521 Quackenbos St. N.W., Washington, D.C. 20011. Dewey came by the offices the other day and I gave him our whirlwind tour. He may never recover.

★ ★ ★

"Hee Haw" TV producers **Sam Lovullo** and **Bill Davis** have moved their office to Nashville and have begun two months of taping of the CBS-TV show. . . . The Mar./Apr. Hooper has these total rated

time period figures: CKLW 19.4, WJR 12.2; WWJ 10.7, WXYZ 10.2. It's too early to tell what WKNR will do, but in this rating WABX-FM has a 6 between 7-11 p.m. Sunday through Saturday, while WKNR had a 4.4. As for WCAR, which is the Ken Draper-consulted station, it's still pretty far back, except for being second each Sunday during midday. WDEE is already fairly far ahead of WEXL, its country competition. But the market seems to belong for the moment to **Paul Drew**, program director of CKLW, except when **J. P. McCarthy** is on the air each morning over WJR. McCarthy has a 20.9 to the CKLW 20.1 McCarthy is undoubtedly one of the best morning air personalities anywhere because there are few men indeed who can beat the Drake type of operation. McCarthy, incidentally, is one of the speakers during the Billboard Radio Programming Forum June 18-20 at the Waldorf-Astoria Hotel in New York.

★ ★ ★

Don Woods needs Top 40 and progressive rock records at KHAS, Box 726, Hastings, Neb. . . . **Tony Murphy** is now a "regular" on WNEW in New York, doing weekend stints, plus spinning records at L'Etoile, a New York nightspot. At L'Etoile, Tony will also tape interviews with celebrities for use on his weekend radio show. Tony had been a full-time air personality on WSBA in York, Pa. . . . **Yvonne**

(Continued on page 31)

RADIO-TV mart

30 Mil See Grammy TV

NEW YORK—"The Best on Record" Grammy Awards television show on NBC-TV the night of May 7 was seen by an estimated 30 million, a spokesman for the network said. The show received a 24.1 share in the Nielsen audience survey report for the two weeks ended May 10, topping all shows in that period. At the time it was on the air, the show had about 46 percent of the audience watching TV across the nation. The show has always had a history of success. In the metropolitan area of New York alone in 1969, the show had a 49 percent share of the audience.

Vox Jox

Continued from page 30

Taylor at Saturday Music, 250 W. 57th St., Suite 629, New York, N.Y. 10019, will be able to supply any radio station with both tapes and information about anti-drug campaigns. Active with Phoenix House, she can provide information for an anti-drug campaign from the ground up.

Jack Reynolds, program director of WIBG in Philadelphia, reports that he did pay George Benson two week's severance pay. I was wrong. . . . Stuart W. Cochran Jr., former vice president of John Blair & Co., has joined Programming db, the Ken Draper-Chuck Biore consulting firm. . . . J. Marshall Stewart has returned to KLMS in Lincoln, Neb.; he'd been with WJPS in Evansville, Ind. Fred James is now music director of KLMS, replacing the departing Russ Bradley.

The staff lineup at WBCM in Bay City, Mich., which is now celebrating its 46th year on the air, includes general manager Leo Jylha, program director Jack Loehr, music director Jack Hood, John Lipski, Dave Clark, Ted Peloubet, Lowell Homburger, and Eric Allyn. On June 5, the station highlights the music moods of 45 years in America and will feature news events of the past along with excerpts from soap operas. . . . Gil Haag, production director, has been promoted to executive producer at KDKA, Pittsburgh, replacing Ira Apple, who left to become a personality on WJAS in Pittsburgh.

Alan Sands is the new all-night personality on WFUN in Miami; he'd been at WAPE in Jacksonville, Fla. . . . "Oat Willie's Underground Hour," produced by Carl LaFong, will be syndicated by Al Herion & Associates, Los Angeles. The hour five-days-a-week show involves a theme each week and occasional interviews. . . . Gotta catch up: Mark (Mark Harris) Isaacson is with WTID in Norfolk after a military stint.

Two more records to add to the anti-drug airplay campaign: "Your Own Backyard" by Dion on Warner Bros. Records. Contact Joe Smith at Warner Bros. in Hollywood if you don't have the single. Next, Do It Now Foundation, P.O. Box 3573, Hollywood, Calif. 90028, phone 213-463-6851, has some public service anti-drug abuse spots. The series No. 1 single has some pretty heavy cats on it, like Frank Zappa. Probably do more good running these spots than a month of preaching. The spots are recommended for airplay.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

COLLEGE STUDENTS SEEKING SUMMER WORK

Rhythm and rhyme Top 40 experience at WBCR Brooklyn College. Also experience in news, engineer. Third ticket. Will work anywhere I can get an apartment. Hit Power with Frankie Tower. Frank Glas, 29 Avenue W, Brooklyn, N.Y. 11223. Phone: 212-449-1679.

FM program director, WRUR-AM & FM, University of Rochester. One year as traffic director. Top 40, Rock and News for 2 years. Third class license. Junior year major in Chemistry. Will work anywhere in Northeast. Ira Schultz, 13 Walshtre Drive, White Plains, N.Y. 10065. Phone: 914-949-2822.

Three years' announcing experience, WJRS-FM, Jamestown, Ky.; WRSL, Stanford, Ky.; WFB, Cincinnati, Ohio; WGUC, Cincinnati. Presently at WCXL-FM, Cincinnati. Entering senior year at U. of Cincinnati. Radio-TV major. Desire position in Nashville or Cincinnati area. J. B. Carmicle, 2910 Sedoto St., Box 713, Cincinnati, Ohio 45219. Phone: 513-475-2750.

Program director, WKC, Kendall College, Evanston, Ill., two years. Currently music director, WIDB, Southern Illinois University, Carbondale. Radio-TV major. Desire job in tight rock station—also program or music direction. Work anywhere. Tapes available. Jim Hoffman, 2014 Estes Ave., Chicago 60645. Phone: 312-465-7357.

One year, WBCR, Brooklyn College. Third class license. Broadcasting major, senior. Can handle any type of show, any time slot, any format. Want experience and will travel anywhere to get it. Gerry Bixenspan, 327 Beach 77 St., Far Rockaway, N.Y. 11691. Phone: 212-327-7517.

Desire summer radio job in North Carolina or Virginia area. Three years' experience. Music director and third class license. Also two years' announcing experience, progressive rock station. Want opportunity to learn all phases of the business. Aircheck available. Tim Harryman, P.O. Box 376, Oak Ridge, N.C. 23710.

One year as Top 40 and progressive rock jock at WEXL, Albion College, Albion, Mich. Can run office machines and type. Sophomore. Desire position in Michigan, if possible, but will work anywhere. Robert K. Clifford, 910 Riverside, St. Clair, Mich., or 131 Whitehouse, Albion, Mich. Phone: 313-329-4135.

Asst. promotion director, music director, underground producer and announcer, news writer and announcer since 1969 at WAER, Syracuse University, Syracuse, N.Y. Radio-TV major. Third class license. Desire Washington (D.C.), Milwaukee, Syracuse or N.Y.C. area, but will work anywhere. William Kahn, Bldg. #16, Syracuse University, Syracuse, N.Y. 13210.

Announcer and technician for rock-folk-blues show, WIUS, U. of Indiana, Bloomington. College rep, Columbia Records (not for summer). Good knowledge of all types of music. Desires position in Southwest Ohio. Junior English major at Indiana. Steve Rosen, 33 S. Jackson, Bloomington, Ind. 47401.

Engineer, third class license. Experience with Gates, Spotmaster, Rek-O-Kut, and Ampex. Presently at WALL, Adelphi University, Garden City, N.Y. Announcing experience in news and advertising. Good at production or announcing. Will work anywhere. Coleman Clarke, Adelphi U., Linn Hall, Box 50, Garden City, N.Y. 11530.

Program director, WSHA-FM, Shaw University, Raleigh, N.C. Experience in all phases of radio, especially programming. Full knowledge of now music. Want to relate to a good audience and get experience. Will work anywhere. Andre Perry, 1311 Person St., Raleigh, N.C. 27602. Phone: 919-833-6275.

Program director, WRTC-FM, Trinity College, Hartford, Conn. Top 40 and progressive announcing experience. Also news. Desire rock station in good market. Have done a drive-time show but will work any slot. New England area preferred. Alan Zimmerle (Al Hardy), WRTC-FM, Trinity College, Hartford, Conn. 06106.

Four years' college radio—one as program director, one station manager. Three months' commercial AM experience. Production, copywriting, MOR or Top 40. No selling. \$100 week minimum. Roger Osborn, WHMB, Colby College, Waterville, Me. 04801.

KBP announcer, 1969-present. Chief engineer and air personality, WLIU, Long Island University, Sept. '69-present. Have third class license and seek summer employment announcing at contemporary station. Desire Eastern Pennsylvania, Long Island, New York, or Central New Jersey position. 21 years old. Leo James Fahey, Jr., 116 Beach 220 St., Rockaway Point, N.J. 11697. Phone: 212-634-4981.

Record librarian and announcer, WHCL-FM, Hamilton College, Clinton, N.Y. 100 hours announcing and engineering experience. Third class license. Desire announcing, engineering, or news position. Desire position around Utica, N.Y., or Rome, N.Y. David A. Robertson, WHCL-FM, Hamilton College, Clinton, N.Y. 13323. Phone: 315-853-8065.

Year-and-a-half broadcasting experience at WSHA-FM, Shaw University, Raleigh, N.C. Weekly woman's show plus air staff experience. Weekly gospel program, console operator. Traffic and continuity. Log tylist. Read news. Third class license with endorsement. Will go where opportunity presents itself. Ann Mott, New Woman's Residence, Shaw University, Raleigh, N.C., or Route 1, Box 162, Bolton, N.C. 28432. 919-755-9961 or 919-452-3315.

One-and-one-half years' experience Top 40, WIR and WDFM, Penn State. Sophomore Broadcast Journalism major. Currently news director, WDFM. Vast knowledge of underground music. Third phone. York-Lancaster area preferred. Gerald Lentz, R.D. 2, Spring Grove, Pa. 17362. Phone: 717-225-3467.

Three years as public relations director, WYNT. Can do news, announcing. Top 40, MOR, country and light classical. Third phone. Will take any position at Long Island station. Bill Brill, 1903 Leslie Lane, Merrick, New York.

Current general manager, WVKC-FM, Knox College, Galesburg, Ill. Have been announcer, engineer, news reporter, production program director at station. Also sports reporter for City News Bureau of Chicago and Citizen Publications, La Grange, Ill. Third phone with broadcast endorsement. Would prefer Chicago area. Robert A. Fischer, 3245 Maple Ave., Brookfield, Ill. 60513.

Program director, currently at WVKC-FM, Knox College, Galesburg, Ill. Was head record librarian. Also folk/rock announcer-engineer. Third phone. Best areas are folk and rock programming - announcing. Desire Chicago, Milwaukee, or Galesburg area. Louise S. Zipp, 80. Poultney St., Whitehall, N.Y. 12887. Phone: 802-273-2724.

Chief of personnel, director of foreign language programming, classical music program director, and music librarian and announcer, WVKC-FM, Knox College, Galesburg, Ill. Third phone. Will work anywhere, with preference to Eastern Metropolitan areas. George Spitzer, 17 W. 54 St., New York City 10019.

Career Academy Radio Broadcasting graduate with third phone. Sports casting experience and board experience. Can work with soul or jazz formats. Seek employment at soul station in Los Angeles, Calif., area. Tape upon request. Marc Little, 897 Hunterdon St., Newark, N.J. 07112. Phone: 201-248-7268.

Good music background and voice. Not mike shy. English Lit. major at Brooklyn College. Will do anything relevant to broadcasting. Al Hasday, 222 Ten Eyck Walk, Apt. 1389, Brooklyn, N.Y. 11206.

Video Tape engineering experience, one-inch and two-inch. Own and operate Kellogg Sound Recording and Promotion Company. Also KSR promotion manager and station manager, WKME, Michigan State University, East Lansing, Detroit, Lansing, or Grand Rapids area desired. John Kellogg, 16855 St. Paul Ave., Grosse Pointe, Mich. 48230.

Four years, WXPB, University of Pennsylvania, Philadelphia. Most interested in Top 40 but musical knowledge in all fields. AM director WXPB for one year. Would be valuable aid to any MD seeking assistant with instant knowledge. Also progressive rock show on sister FM station. Desire work in New York, Pennsylvania, New Jersey, Ohio, Connecticut, or Florida. Steve Feigenbaum, 800 80th St., North Bergen, N.J. 07047. Phone: 201-869-6181.

Two years' experience as D.J. and producer. Top 40 and MOR in Lima, Ohio, area. Bluffton College. Will work anywhere. Broadcast minor. English major. Gene Lloyd, Box 22, Wellington, Ohio 44090.

If you're a deejay searching for a radio station—or a radio station searching for a deejay—Billboard is the best buy. No other trade publication is read by so many air personalities and program directors. And all of the sharp programming-oriented general managers read the magazine, too! Best of all, Billboard classified ads achieve better results than any other publication in the field. General managers report that a Radio-TV Job Mart can draw five times the results of the next leading radio-TV industry publication. The cost is \$15—in advance—for two times. Box numbers will be used, if you wish. Send money and advertising copy to:

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

POSITIONS OPEN

24-hour modern Country Music Station in the Baltimore Market has immediate opening for pleasant-voiced announcer with first phone. Maintenance, if interested. Rush tape and resume to Charles Doll, WISZ Radio, P. O. Box 159, Glen Burnie, Md. 21061.

Talent that communicates . . . we know you're out there. You have a heavy voice . . . heavy personality . . . heavy production abilities . . . which makes heavy ratings. You have first ticket . . . and want to work with pros. We have great base\$ and talent\$\$. We have great show\$. We are stable GLANT rocker in super Midwest market. We have openings in prime and night shifts. (4-hour shifts). Please, no beginners . . . no screamers or time and temp rocks. Resume-Air and Production check first letter to: Box 0265, Radio-TV Job Mart, Billboard.

Immediate opening for Top-Flight Announcers in a bright Country & Western 5,000-watt station in Southeast Va. Member of Progressive chain. No Corn Pone or Down Home. Must be briak and sharp! Ready to move up. Call (703) 732-3478 or send tape, resume and picture to WPVA, Box 87, Petersburg 23803.

24-Hour Modern Country Music station in the Baltimore market has immediate opening for pleasant-voiced announcer with first phone. Maintenance, if interested—rush tape and resume to Charles Doll, WISZ Radio, P.O. Box 159, Glen Burnie, Md. 21061.

Night & Sunday announcer with first-class license for Wyoming's only 3-Tower Power, KOWB, Laramie. Home of the University of Wyoming. Experience necessary. No prima donna! Policies must be followed for pro-sound. Curt Gowdy enterprises with staff benefits. Phone 307-745-4888. Jim Ballas, Gen. Mgr.

POSITIONS WANTED

Available immediately! Young announcer seeking position in radio as DJ or newsmen. Broadcasting school graduate. Have had professional experience. Recently deferred from military service. Knowledge of all type of music. Rock, Motry or easy R&B. I am young and I feel I know the type of music and sound the young people want to hear. Third-class FCC license. Will relocate. Contact: Mike Johnston, 330 Elm Ave., Woodlyne, N.J.

Now that I've learned how rough and tough the business is, won't some kind, rich program director (in driving distance of Westchester, N.Y.) offer me my first non-college summer air job? Unbelievably supertight, Top 40, commercial & competitive Mid-western college station has me mauling and pulsating like the finest major-market, but nobody believes me out in the cruel world, and won't dig my airchecks. I've also handled "free form." My preference—beautifully, so don't sweat if your pace is vertitol! I'm an inextensive pro. Radio-TV major at U. of Mo. with 3rd endorsed phone, too. W. Russell DiBello, 35 Oriole Rd., Yonkers, N.Y. 10701. (914) 569-6033.

1st phone, with real engineering experience, seeks position, combo air shift and engineering management responsibilities with country or easy listening station. Will consider engineering only if in management. 42 years old, family man and civic leader. 25 years in electronics, last 10 in communications and broadcasting. 4 years FT on the air. Currently chief engineering and communications consultant. Write Box 0267, Radio-TV Job Mart, Billboard.

After one year of news on 50kw. and 3-station regional TV network, want to return to board. Crave Top 40, heavy and underground—the heavier the better. Formerly on Cleveland 70kw. FM Stereo. With present job only news aircheck available. Write Box 0266, Radio-TV Job Mart, Billboard.

10 years' experience as announcer, PD, and music director. Married, with one child. Wanting job with medium market modern country music station. I am looking for a permanent job. I am not afraid of work and love country music. Contact Tom Rea, 615-875-4731.

I am 26, soon to be married, ambitious, eager and determined to become involved and settled in the broadcasting field. Have a good voice, excellent knowledge of music (all kinds), a record collection and 3rd class license. Radio & music are my life! I am definitely willing to work hard and am interested only in someone who is willing to take a "beginner" that'll be a "Pro" in a very short time. Hope to eventually become a programmer or manager. Please contact: Rudy A. Del Negro, 17 Erastus St., Providence, R. I. 02909, or call 401-351-0819.

Ken Speck is available. One of the nation's best country music programmers. Excellent track record. Top-rated personality. Completely knowledgeable FCC, Sales, Production, Administration. 18 years of experience. Intimate knowledge of country music and country music artists. Capable of blending the programming approach to fit the market. Very stable. Very reliable. Contact: Box 0264, Radio-TV Job Mart, Billboard.

Recent Broadcasting School Graduate seeks position as DJ or staff announcer. Young, ambitious, and ready to take to your air waves with some of the best of the brand new. Military obligation complete. 3rd endorsed. Tape and resume upon request. Call: Ted Cuthrell (919) 725-0083, or write 1986-G Maryland Ave., Winston-Salem, N. C. 27101.

3rd World Rock Personality needs kinetic on-air shift at hip AM or FM Progressive. Currently writing/producing/voicing commercials/promotions/special programs at #1 rocker in top 15 market. Digs peace, freedom and a new scene. Let's come together and make each other happy. Lots of experience/talent/enthusiasm. Contact: P. O. Box 0262, Radio-TV Job Mart, Billboard.

50 kw. morning man in large Mid-west market. Prefer MOR format. Great voice and great sense of humor. Good background in both radio and TV. Money is important, but so is location and station outlook. Am looking for good area to raise kids in outdoor environment—Pacific NW, Rocky Mtn. West, Upper Great Lakes Region etc. I'm in no hurry. Contact: Box 0263, Radio-TV Job Mart, Billboard.

Len Talbot, former P.D. of #1 rated all request WORC in Worcester, Mass., is now available. May I be of service to you? My reputation is known to most as a serious broadcaster who works long hours to achieve your goals. All formats considered or I will offer you one or two. Please call: 1-617-791-6874.

Nationally respected music director. Outstanding ratings record. Programming experience. Creative humor. Available for P.D. or announcing position with any Progressive Rock or Free Thinking Top 40 station that can pay enough for one to exist. Contact: Russ Bradley, P.O. Box 4597, Lincoln, Neb. 68504, or call: 402-432-4319.

DJ SPEAKS UP

Cutting Expenses 'Cheats Listeners'

EDITOR'S NOTE: Now and then, when the topic warrants, *Billboard* presents a bylined article by an outstanding air personality, program director, or general manager. Bob Shannon, now an air personality with KSD in St. Louis, here discusses a current trend among many stations in both medium and major markets.

Too many radio stations today are providing listeners with cheap entertainment.

If your station isn't deeply and sincerely involved with its listeners, and your station contests, promotions, and personalities aren't turning them on, then your station is guilty of providing cheap entertainment. How does this happen? As professional broadcasters, we all know that our first responsibility is to the listener, for it's them we serve, and they alone can make or break our station, so you must give listeners the very best your station can afford. It's true rising costs are forcing radio stations to keep the overall spending down like never before, but not to the extent of losing the audience.

So, what spending should a station watch? From a programming standpoint, I think cutting expenses will not only effect the station's sound, but the entire operation. I think the saying goes, "You get what you pay for." If you're the only Top 40 formatted station in your market, as a station manager or program director you may think your audience won't notice a difference if you make some minor financial changes in programming that they'll listen to your

station regardless of your personalities, contests, promotions or even music selection. Don't be naive. With FM coming on strong and good music stations emphasizing personality and music that almost carries 50 percent of what Top 40 is playing, your audience is probably already making the switch.

Looking at the station sound on a percentage basis, with a scale totaling 100 percent, I see the personality representing 30 percent, contests and promotions representing 30 percent, and the other 40 percent being the music. First, since the jock represents such a large piece of the percentage your station will want the very best money can buy, right? You want a guy who's talented, creative, motivates and communicates with the audience. But these jocks are hard to find. Quite a few have been going to up tempo MOR stations; such as WIP, KLAC, WCAR, KSFO, KMPC and others. That's where the money is right now. Top 40 station managers and program directors have been screaming because they can't find personalities, and when they find one, they complain because he's too expensive. Recently in Atlanta, I had one station manager tell me, "Why should I pay \$20,000 a year for a guy, when I can get a guy for \$12,000 or \$13,000? This is 1970, not 1958. As long as I can get a guy who sounds good saying the names of the records, that's all I need."

It may be all he needs if he has no Top 40 competition. But even the more-music format stations are trying to swing back to heavy personality.

It's true that Top 40 personalities in the late 50's and early 60's made better money than today, but I'll bet we can all name more outstanding personalities in Top 40 at that time, than we can now. I don't think it's because there are less talented people being born, it's just that radio must give them more incentive, remember, because formats have gone more mechanical today, that doesn't mean listeners are tired of being entertained.

Second, we all know we've cut back in the area of contests and promotions. For example, let's say three or four years ago one used to spend anywhere from \$1,500 to \$2,000 a week in contest money. The contests had quality, they involved the audience, they were exciting because they gave the listener a chance to be a part of the station. It may have been a contest in the form of a paid vacation for two, so people talked about it and as a result you got some heavy ratings or at least scared the hell out of your competition. Today, because they're established in the market, many stations feel why spend money like they did when they were first getting off the ground? So, they spend \$1,500 once a month in the form of a telephone giveaway, which is about as exciting as hanging around a water fountain. The audience isn't motivated, the chance of the station calling their home is remote, so they're really not involved with the contest. More than that, these people feel they're being cheated. As listeners, they have every right to be entertained now as they did three, four or even five years ago with quality and themselves in mind. Again, if your contests and promotions are sick and boring,

there goes 30 percent of your sound.

Third, with music representing 40 percent, I think we are all smart enough not to cheat ourselves there. Spending really isn't a factor when it comes to music selection and I think that each day Top 40 program directors and music directors are spending more time picking music and looking for the heavy album stuff.

There are far more other things, too numerous to mention, that deserve consideration. I know of one station that removed some news equipment out of the newsroom to save a couple dollars a month. And this was a station in a two million-plus market. I know of many stations that could easily save money on paper for writing memos.

I think, as professional broadcasters—dealing with people's emotions and being a companion—we have a responsibility far beyond dollars. Sure, it's the name of the game, but your audience makes that game possible. When you cheat them, you're eventually going to cheat yourself. Let's strive to be radio—the quality image, radio—the entertainer, and radio—the constant companion.

FCC's Tentative Rules in Deejay Plugola Curbing

Continued from page 29

York, the challenger says the station should have used exact wording suggested by the anti-payola law when performer's fees on WPIX-TV shows were actually paid for by their record companies, via an alleged check-exchange arrangement with the station. The issue was felt important enough to be made part of the hearing of the case. *Billboard*, May 23, 1970.)

The plugola rules would make network's and station's management's responsible for learning what outside financial interests are held by employees or by others involved in programming, making sure acknowledgment of the connection is made in every case. Stations are warned to give the same on-air acknowledgement to any interests of its own or related companies, in program plugs.

The commission says it is not making any changes in the logging rules "for the present," but announcements of the plugola variety must be logged as commercial time in all situations where such an announcement would be paid for when sponsored by an outsider. (In a recent case, the FCC proposed to fine KISD of Sioux Falls, S. Dak., \$2,000 for "ad lib" plugs running into the hundreds for their own rock dance promotions during promotions during deejay "chatter" periods. FCC said the fine was partly for unfair competition with area dance promoters, and partly for failure to log both the announcements and the playtime of the performers' recordings as commercial time.)

The tentative rules, endorsed by all seven FCC commissioners, were originally to be released as final, but on second thought, the proceeding was to be held open for comments. These must be in by July 6, and replies by August 3.

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	7
2	2	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	26
3	3	BITCHES BREW Miles Davis, Columbia GP 26	5
4	4	WALKING IN SPACE Quincy Jones, A&M SP 3023	29
5	6	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKAO 404	13
6	7	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	57
7	9	WES MONTGOMERY'S GREATEST HITS A&M SP 4247	10
8	8	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	47
9	5	BEST OF RAMSEY LEWIS Cadet LPS 839	14
10	12	COMMENT Les McCann, Atlantic SD 1547	7
11	10	JEWELS OF THOUGHT Pharaoh Sanders, Impulse AS 9190	6
12	11	STONE FLUTE Herbie Mann, Embryo SD 520	14
13	14	BEST OF HERBIE MANN Atlantic SD 1544	15
14	—	COME ON DOWN Eddie Harris, Atlantic SD 1554	1
15	13	THE PIANO PLAYER Ramsey Lewis, Cadet LPS 836	10
16	—	THE COLTRANE LEGACY John Coltrane, Atlantic SD 1553	1
17	17	FIRST TAKE Roberta Flack, Atlantic SD 8230	12
18	20	EULOGY Wes Montgomery, Verve V6-8796	2
19	—	LENA & GABOR Lena Horne & Gabor Szabo, Skye SK 15	1
20	—	GROOVE DROPS Jimmy Smith, Verve V6-8794	1

Billboard SPECIAL SURVEY For Week Ending 6/6/70

Yesteryear's Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in *Billboard's* charts at that time.

POP SINGLES—10 Years Ago June 6, 1960

- Cathy's Clown—Everly Brothers (Warner Bros.)
- Stuck on You—Elvis Presley (RCA Victor)
- Good Timin'—Jimmy Jones (Cub)
- He'll Have to Stay—Jeannie Black (Capitol)
- Burning Bridges—Jack Scott (Top Rank)
- Paper Roses—Anita Bryant (Carlton)
- Night—Jackie Wilson (Brunswick)
- Everybody's Somebody's Fool—Connie Francis (MGM)
- Love You So—Rod Holden (Donna)
- Greenfields—Brothers Four (Columbia)

POP SINGLES—5 Years Ago June 5, 1965

- Help Me Rhonda—Beach Boys (Capitol)
- Wooly Bully—Sam the Sham and the Pharaohs (MGM)
- Back in My Arms Again—Supremes (Motown)
- Crying in the Chapel—Elvis Presley (RCA Victor)
- Mrs. Brown You've Got a Lovely Daughter—Herman's Hermits (MGM)
- I Can't Help Myself—Four Tops (Motown)
- Just a Little—Beau Brummels (Autumn)
- Engine, Engine #9—Roger Miller (Smash)
- It's Not Unusual—Tom Jones (Parrot)

SOUL SINGLES—5 Years Ago June 5, 1965

- I Can't Help Myself—Four Tops (Motown)
- Back in My Arms Again—Supremes (Motown)
- Yes, I'm Ready—Barbara Mason (Arctic)
- Oo Wee Baby, I Love You—Fred Hugues (Vee Jay)
- I've Been Loving You Too Long—Otis Redding (Volt)
- Nothing Can Stop Me—Gene Chandler (Constellation)
- I'll Be Doggone—Marvin Gaye (Tamla)
- It's Growing—Temptations (Gordy)
- We're Gonna Make It—Little Milton (Checker)
- Ooh Baby Baby—Miracles (Tamla)

COUNTRY SINGLES—5 Years Ago June 5, 1965

- What's He Doing in My World—Eddy Arnold (RCA Victor)
- This Is It—Jim Reeves (RCA Victor)
- I'll Keep Holding On—Sonny James (Capitol)
- You Don't Hear—Kitty Wells (Decca)
- Girl on a Billboard—Del Reeves (United Artists)
- Ribbon of Darkness—Marty Robbins (Columbia)
- See the Big Man Cry—Charlie Louvin (Capitol)
- Matamoros—Billy Walker (Columbia)
- Before You Go—Buck Owens (Capitol)
- Things Have Gone to Pieces—George Jones (Musicor)

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15 Campus Reps 'Customize' Promotion for A&M Records

HOLLYWOOD — It is important to have a promotion program geared to the needs of a specific campus, according to Lance Freed, director of college promotion for A&M Records. "We have 15 representatives on campuses across the country who take our material and customize it according to the needs of their particular campus. They have a fairly free rein. The only thing they ask me for is a budget," said Freed.

"There is no use in setting up a tight program for our representatives. These people are on the campus and know what is

happening there. How am I supposed to tell them what to do?"

Freed felt that his representatives, most of whom are students in business school with a major in communications, are old enough and aware enough to figure out what their fellow students will buy in the way of promotion. "I make suggestions and experiment with promotion techniques in the Los Angeles area schools. If I find something that works, I pass it on to our college people. I suggest that they try the program, but I also tell them that they should use it only if it fits in with their

other campus activities. Nothing is forced on these people."

Freed also has set up a good line of communication between the college promotion department at A&M, a department separate from their regular promotion department, and his representatives. "I ask them for their ideas," said Freed. "I try to have a dialog with them. We discuss the various aspects of their plans and try to feel out the campus together."

Freed's main function is to send written material and photograph to his people across the country and coordinate the various programs. Eventually, he hopes to set up a system that will allow everyone to participate in writing the promotions for the campuses. "Everyone must participate in order for us to get a clear picture of the campus situation," Freed commented. At the moment, plans are to bring all of the college representatives together sometime in August in either Chicago or Los Angeles for a sales meeting. "We will be able to exchange ideas face to face. We can discuss our views of the campus openly. It will prove to be an education for everyone involved."

There is no doubt in Freed's mind as to who is running the program. "The representatives, naturally," he said. Freed has several people in his office who are going to school and work at a campus radio station. He also has his representatives getting A&M artists dates on their respective campuses. "We have tried to get people at the larger schools across the country. There is no specific area of concentration and we are still looking for other people on campuses."

Agency's Dual Role Defined By Saffian

NEW YORK—A talent agency — especially on the college circuit—has a dual responsibility to both the artist and the buyer, according to Sol Saffian, president of Action Talent, Inc. "We have to set a price which will be equitable to all parties concerned," said Saffian. "I do not go along with charging a high price for an artist when he has only one long play on the market. He must first prove himself as a live performer. This is best done on the college circuit, where audiences are very receptive to new as well as known talent."

Saffian's biggest headache is putting together a college show which will appeal to a large audience. "Some of the people in this business are so far removed from what's happening on the campus that they create monstrosities. They force tours with artists who are not relevant, in the students' opinion,

to what is going on today. Some acts just are not right for a college audience. If agents and promoters insist on selling turkeys to schools, then these businessmen will eventually lose. They think that staging a show at a school guarantees an audience, and it does, but if the promoter's show is a flop, you can be sure that the school committee involved with booking the show on the campus will think twice before dealing with that promoter again.

"The entire country has opened up to the heavy music acts now," commented Saffian, "but the acts that will last and be most successful will be those that are built up evenly and cautiously . . . acts that do not overcharge for their services and present good music to their audience."

He also felt that soul music will one day see a revival in popularity on campus.

Media West Exec Points to Need For Youth-Run Promotion Co.

EUGENE, Ore.—There is a need for a youth-oriented, youth-run promotion company since the record companies have begun recognizing the college market, according to Bob Burke of Media West Enterprises. Media West is going to the record companies to promote for them, thereby giving them access to the lucrative college market.

"Some of the record companies are really becoming aggressive in campus promotion," said Burke. "They are using student representatives to promote their product as well as getting groups' dates on various campuses. There are, however, some drawbacks to the use of student representatives for companies. The major problem is the cost

of establishing a representative on every major campus, and the continuing cost of maintaining these people. The student rep may not be able to devote a great deal of time to the cause, because of his studies," concluded Burke.

Burke feels that both problems can be solved by hiring a special organization such as his. "We charge about the same as a student rep and at the same time cover several large and small colleges in the state. We can handle several large and small record companies and guarantee a personal program geared to a particular campus for each company. Too many products are oversold on the campus today, especially music products. So we want to help record companies to get the optimal promotional value from a product and not stuff it down the students' throats. We can use the services of part-time students and take advantage of their limited situation. Some of the reps for record companies are using people who have too many extracurricular activities already," said Burke. He also

(Continued on page 55)

What's Happening

Whoops

Made a few errors in last week's column. The group from Boston that is being courted by several record companies is called Swallow, not Sparrow. The new company that put on the Hendrix show in Madison, as well as the Hendrix concert in Minneapolis and Milwaukee, is called Concept Nine Ltd., not Project Nine Ltd. They also plan a music and art fair for Black River Fall, Wis., in the latter part of the summer. Also, Lenny Salidor no longer works for Decca. Try Herbie Gordon.

Going Home

With the end of the school year in sight, or over, I would like to thank everyone who has contributed to this column. I might remind you that I do not have the summer off and neither does the music business. If you are going away have a nice trip but be sure to write and tell me about the music scene in your location. If you are staying on campus, keep me informed on the campus music scene. Correspondents are once again being solicited for summer schools throughout the country. I will also wish to maintain contact with the various campus radio stations remaining open for the summer term. The address is 165 West 46th Street, New York, N.Y. 10036. I'll be here, where will you be?

Suzy Speedfreak

I just received some PSA's from the Do It Now Foundation in Hollywood. They are the people who try to combat youthful drug abuse through peer group pressure. On this particular record there is John Mayall, Eric Burdon, the Bear, from Canned Heat, Chad Stuart, and Frank Zappa, who does a take off on the old Mothers' Suzy Creamcheeze. These PSA's are really good. Each artist gives a true comment on drug abuse. If you are interested, write to Do It Now, P.O. Box 3573, Hollywood, Calif. 90028.

Summer School Romance

I want to print a list of school stations remaining open this summer. I hope this will help record companies with their summer promotion plans. Please send your station's address and affiliation to me in New York. Schools that have already notified me include: WMUB-FM, Miami University, Oxford, Ohio; WBCR-FM, Beloit College, Beloit, Wisc.; and WAMC, who sent me a playlist but did not send me their address or name of their college. I will print more radio stations as they report to me.

Campus Programming Aids

WRMC-FM, Mitchell College, New London, Conn., Jonathan Daren reporting: "I Can't Tell the Bottom From the Top," Hollies, Epic; "Mama Told Me (Not to Come)," Three Dog Night, Dunhill; "Tighter and Tighter," Alive and Kicking, Roulette; "Spill the Wine," Eric Burdon and War, MGM . . . WBCR-FM, Beloit College, Beloit, Wisc., Jon Shimberg reporting: "Let It Be," Beatles, Apple; "Woodstock," various artists, Cotillion; "Hendrix Band of Gypsies," Jimi Hendrix et al., Capitol; "Jesse Winchester," Jesse Winchester, Ampex . . . WOBN, Otterbein College, Westerville, Ohio, Brian Hartzell reporting: "McCartney," Paul McCartney, Apple; "Hendrix Band of Gypsies," Jimi Hendrix et al., Capitol; "Deja vu," Crosby, Stills, Nash and Young, Atco; "Cricklewood Green," Ten Years After, Deram . . . WMUB-FM, Miami University of Ohio, Oxford, Roger Hamlyn reporting: "Ride Captain Ride," Blues Image, Atco; Follow Me," John Denver, RCA; "One Day of Your Life," Alex Keenan, Colgems.

WBCR, Brooklyn College, New York, Lenny Bronstein reporting: Westbound Number Nine, Flaming Ember, Hot Wax; "Let's Make Each Other Happy," Illusion, Steed; "I Me Mine," (Let It Be), Beatles, (red) Apples . . . WQMC, Queens College, Queens, N.Y., Ted Goldspeil reporting: "World in Changes," Dave Mason, Blue Thumb; "Freedom Blues," "Dew Drop Inn," Little Richard, Reprise; "Two of Us," (Let It Be), Beatles, (red) Apple; "Lift Every Voice and Sing," Kim Weston, Pride . . . KSLA, California State, Los Angeles, Steve Resnick reporting: "Roll Away the Stone," Leon Russell (LP), Shelter; "Mississippi," John Phillips, Dunhill; "The Wonder of You," Elvis Presley, RCA; "Friends . . ." Feather, White Whale . . . KUSF, University of San Francisco, Terry Britt reporting: "Wanna Take You Higher," Sly and the Family Stone, Epic; "Lay Down" (Candles in the Rain) Melanie, Buddah; "Let It Be," (LP), Beatles (red) Apple; "Chicago," (LP), Chicago, Columbia . . . WRMC, Moravian College, Bethlehem, Pa., Neil Kempfer reporting: "By Light of the Magical Moon," Tyrannasaurus Rex, Blue Thumb, "Where Are All My Friends," Easybeats, Rare Earth; "Krokodil," (LP), Swiss, Liberty . . . WUNH AM-FM, University of New Hampshire, Durham, Dave Corey reporting: "I Can't Tell the Bottom From the Top," Hollies, Epic; "Get Ready," Rare Earth, Rare Earth; "Some Day Man," (Cut from LP) Paul Williams, Reprise . . . WIUM, Western Illinois University, Macomb, Tim McCartney reporting: "Make Me Smile," Chicago, Columbia; "Get Ready," Rare Earth, Rare Earth; "Here Comes the Sun" (Abbey Road) Beatles, Apple . . . WUVT, Virginia Polytechnic Institute, Melissa Burgett reporting: "Come to Me," Tommy James and the Shondells, Roulette; "Fire and Rain," R.B. Greaves, Atco; "Tobacco Road," Rare Earth, Rare Earth . . . WMMR, University of Minnesota, Minneapolis; "Lambert and Nuttycombe," (LP), Lambert and Nuttycombe, A&M; "Big Yellow Taxi," Joni Mitchell, Reprise; "Soolaimon," Neil Diamond, Universal; "Drop Down Mama," Tom

(Continued on page 56)

Best LP's

These are the best selling albums at Cheap Thrills, serving Boston area colleges. Brian Rebholz is manager.

1. "Live at Leeds," Who, Decca, DL 79175.
2. "Woodstock," Various Artists, Cotillion, SD 3-500.
3. "Let It Be," Beatles, Apple, AR 34100.
4. "Rumplestiltskin," Rumplestiltskin, Bell, 6047.
5. "Bitches Brew," Miles Davis, Columbia, GP 26.
6. "Poco," Poco, Epic 26552.
7. "I Looked Up," Incredible String Band, Elektro EKS 74061.
8. "Candles in the Rain," Melanie, Buddah, BDS 5060.
9. "Deja vu," Crosby, Stills, Nash and Young, Atlantic, SD 7200.
10. "Hendrix Band of Gypsies," Jimi Hendrix et al., Capitol, STAO 475.
11. "Trout Mask Replica," Captain Beefheart, Straight, STS 1053.
12. "Come Together," Ike and Tina Turner, Liberty, LST 7637.
13. "Live Cream," Atco, SD 33-328.
14. "Last Poets," Various artists, Douglas, 3.
15. "Remedies," Dr. John the Night Tripper, Atco, SD 33-316.

Country Music

Show Biz Sees Expansion of Syndication to 500 Markets

NASHVILLE — Already in more than 100 major markets, the first Show Biz, Inc., radio syndication now anticipates reaching 500 or more by Sept. 1.

Jane Dowden, president of the TV syndication firm, said it represents a new expansion for the company. Titled "Music City, USA," the hour-long, five-day-a-week radio show is co-hosted by T. Tommy Cutrer and a leading recording artist. Artists who already have co-hosted the show for one-week periods include Jack Green, Del Reeves, Webb Pierce, Tommy Cash, George Hamilton IV, Bob Luman and Jerry Reed. Others are committed for future shows.

In addition to the co-hosts, there are industry guests, ranging from songwriters and producers to record promotion men and representatives of publications. Recent guests have included Jerry Chesnut and Biff Collie.

The programs, being done five-in-a-day, are cut at Spotland Studios here, owned by Gene Clark. Miss Dowden produces the shows.

Current music, taken directly from the Billboard charts, is inserted, and the tapes are never more than a couple of weeks ahead of actual programming. The programs are cut on throw-away disks.

Although the show is being sold quickly, there still are some availabilities on an exclusive basis, one per market. In the Southeast and Southwest sections of the nation, the show is partially sponsored by Block Drug Co.

Miss Dowden, who expects

the show to blanket the nation, has delegated the responsibility of sales to Tandy Rice, vice president of the firm, who has headed the sales division for television syndications. In addition to the present staff, five persons have been added to supplement the radio division.

In addition to domestic coverage, negotiations now are under way with stations in the Virgin Islands and Australia to carry the program, which has an actual content of 42 minutes, allowing the maximum 18 minutes an hour for commercial time in compliance with the NAB code.

Miss Dowden pointed out that the music programmed is a modern sound, and therefore can be utilized by a sharp middle-of-the-road station as well as one programming country music.

Among the stations contracted for carrying the program is WSM, where Cutrer once served as host of several radio shows. Miss Dowden said the great advantages of doing the show in Nashville are obvious: the presence of the artists for co-hosting, presence of the industry people for interviews; and the general knowledge of country music in the area.

New Film for Hall of Fame Tells Country Music Story

NASHVILLE — A new film produced for the Country Music Foundation is nearing completion and will be in operation at the Hall of Fame and Museum early in June.

Bayron Binkley, producer, and Bill Holden, photographer, said the 16-minute-long, 16-millimeter color film would be totally different from the feature currently in use at the Hall of Fame.

Written by Billboard's Paul Ackerman, the film will begin with a dedication to the contributors of country music, segue to square dancers at the "Opry" House, who represent an early art form associated with country music, and then cover the growth of the industry. On-camera subjects who will outline this growth include Chet Atkins, RCA; Frank Jones, Columbia; Ken Nelson, Capitol, and Owen Bradley, Decca.

Also on camera, Johnny Cash will discuss the history of such performers of the past as the original Carter Family and Jimmy Rodgers. Hank Williams Jr. and Wesley Rose will recall the contributions of the late Hank Williams. Others on camera include Roy Acuff and Felice and Boudleaux Bryant.

Six prints of the film will be made so they can be utilized on a rotating basis in the theater section of the building, prolonging the life of the film and keeping its quality intact.

Holden, who has shot approximately two and a half hours of film, will do his editing and mixing at the Southern Film Laboratory in Atlanta. Holden is responsible for the creative mixing.

Harold Bradley is providing the musical track for the film, and the narration will be done by T. Tommy Cutrer. Columbia Studios gave free time for cutting the track, and all artists and others donated their time. Nelson flew in from the West Coast to film his segment.

WSM Youth Plan To Be Expanded

NASHVILLE—WSM's Youth Development Program, begun in October 1968, has flourished to the extent that it probably will be expanded next fall, and eventually serve as a talent feeder to "Opryland" Park.

Bob Cox, director of the program and now developer of the talent, said he is about to establish a recording contract with a major label for Louie Roberts, 13, a singer who has done five "Mike Douglas" shows, two of the "Andy Williams Shows," and made 75 appearances at the "Grand Ole Opry." He also appeared on the "Harper Valley

USA" pilot, and on June 22 is scheduled for the "Very Special Dura Hall Show" on NBC. An announcement concerning Roberts' recording contract is expected on the West Coast.

Billy Troy, another teenager, has been signed by Opryland Records, and the label will be launched with his first release. WSM is completing its distribution plans. Troy, also a singer, has appeared on virtually every major syndicated show, including those of Del Reeves, Jim Ed Brown, Porter Wagoner, and Lester Flatt, and is a regular on the "Young Country" syndication which is being filmed in Memphis. The show, produced by "Show Biz," is sold in 26 major markets. A "Young Country" special also has been produced with Dottie West, Bob Luman, Mel Tillis and Billy Troy, along with other young talents such as Tommy Jones and Holt.

Jones and Holt are at Warner Bros., testing for an NBC film, "Southern Fried." Cox also is negotiating record contracts for the pair, and has scheduled interviews for them with the Walt Disney people and "other major TV interests."

The original talent hunt and exploitation of the talent by WSM covered only Kentucky, Tennessee and Alabama. Cox said it would be expanded next fall, moving out across the nation, possibly in conjunction with other radio and television stations. And he said more young talent could be developed to strengthen the future of country music, using "Opryland" as a showcase for the talent.

Decca Kicks Off Country Program

NASHVILLE—Executives of Decca Records in New York, along with district sales and promotion men, met in Nashville on May 18-19 to discuss 18 new releases scheduled for a special June-July country product promotion.

Jack Loetz, executive vice-president; Tony Martell, vice president of marketing and Mike Mateland, president of MCA Records presided at the meeting. The meetings were preceded by a cocktail party attended by a number of Decca country artists, the label's Nashville staff and representatives of trade publications and the local press.

Decca will release eight country LP's in June and will simultaneously issue 8-track cartridge and cassette tapes. The first phase of the release schedule will include albums by Loretta Lynn, Conway Twitty, Bill Anderson, Jan Howard, Jimmie Davis, Webb Pierce, Warner Mack and the Osborne Brothers. The 10 LP's for July will feature Kitty Wells, Ernest Tubbs, Jack Greene, Jeannie Seely, Rex Allen, Peggy Sue, Bill Monroe, the Wilburn Brothers, Jimmy Newman and Jimmy Martin.

In referring to the promotion drive Tony Martell said in his

Binkley, Holden and Bob Ulrich, who handles the audio, all are associated with WSM-TV, but operated independently in putting the film together. The equipment was leased from the Television and Radio Film Commission of the Methodist Church.

opening remarks, "Decca is known as 'The Land of Country Giants' and I firmly believe that no mechanical or non-mechanical plan for selling and promoting product can ever equal the enthusiasm put forth by men who wholeheartedly back the product they take into the field. Last year Decca saw the largest country promotion in its history and the sales this year will far exceed 1969. Our field force is ready to get to work and are more enthusiastic than ever—especially after writing \$1.5 million in sales on one artist in five weeks" (referring to Decca's January campaign for Loretta Lynn).

Decca also introduced 12 new home equipment items and a new line of guitars at the meeting. Marvin Paris, director of home equipment products displayed a number of items such as portable stereos, radios and cassette players. Paris indicated that home entertainment products had shown a 200% increase after the first four months of 1970 as compared to sales figures for 1969.

Harold Komisar, director of sales, and Bill Levy, director of creative services, coordinated the entire program and introduced the product.

Kapp to Push Country Artists

NASHVILLE — Despite the recent pruning of its country roster, Kapp will continue recording two artists in that field with plans to "heavily exploit" the vocalist-writers, according to general manager Johnny Musso.

Musso identified the pair as Bill Eldridge and Gary Stewart, both of whom presently have singles on the market, and both of whom are recognized writers.

The Eldridge record, "So Many Ways of Saying She's Gone," is getting some pop action, according to Kapp officials. Stewart's record, "You're Not the Woman You Used to Be" was co-written by Walter Haynes, who has moved from Kapp to Decca as an assistant to Owen Bradley, vice president in charge of country product for that label.

Norm Expands Into Country

SHERMAN, Tex. — The Norm label, heretofore primarily a top 40 and easy listening label, has expanded into the country field with the release of an album by Wonda Conklin.

John Sands, president of the company, said Miss Conklin was the lone artist on the label at this time, but that soon as a distribution plan is established it will expand.

Sands, with industrialist Herman Baker, also of Sherman, is co-owner of Norm Records and the John Sands Music Co., the firm's publishing arm. All of the songs on the Conklin album are written by Sands.

Earlier Sands had produced and leased some of his contemporary masters to RCA. This is his first venture into country.

The album, titled "Hush" has sold some 3,500 copies without distribution in the area near Sherman, Tex., and Sands has lifted a single from the LP which he also hopes to have distributed.

Miss Conklin, who has been doing personal appearances in the area, will be featured at the upcoming Bass Festival at Madill, Okla.

3 Generations In Parton LP

NASHVILLE — Three generations in a family of writers will be represented in a religious album by Dolly Parton to be released in the near future by RCA.

Songs on the LP are written by Miss Parton, by her uncle, Bill Owen, her aunt, Dorothy Jo Hope, and her grandfather, the Reverend Jake Owen.

The grandfather, 72, has been writing religious songs for a number of years. This is the first to be recorded, however. Bill Owen is co-owner with Miss Parton of a publishing company, and is a noted songwriter. Miss Parton is considered one of the best female songwriters in the business.

Sessions for the as-yet unnamed album were produced by Bob Ferguson.

Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .		
Brite Star's Pick Hits	My Love—Sonny James (Capitol) Soul & Inspiration—Steve & Eydie (RCA) Heart Over Mind—Mel Tillis (Kapp) I Want to Be Free—Steven Lavallie (Lavallie) Luziana River—Van Trevor (Royal American) Think Upon Me Gentle—Sudie Callaway (Avenue South) Forever Is Such a Long Long Time—Lonnie Holt (Breeze) Dallas Is the City for Me—Milus Bradley (POD RECORDS) Pocket Full of Friends—I Don't Know (Viking) Hollywood Town—Ronald Dorsey (Preview Records) After All These Years (LP)—Carmine Gagliardi (Cambray) Country on Console—Carolyn Watts (LP)	Brite Star's Pick Hits
For Promotion, Distribution, DeeJay Coverage, Press Release Service, Major Label Contracts, Movie Promotion see Brite-Star's Ad in Billboard's Class. Mart Today; SEND YOUR RECORDS FOR REVIEW TO: Brite Star Promotions, 728 16th Avenue South, Nashville, Tenn. 37203. 615 244-4064.		
Brite Star's Pick Hits . . . Brite Star's Pick Hits . . .		

**DECCA WELCOMES
JERRY SMITH**

"DRIVIN' HOME" 32679

His new single is already big in St. Louis,
Newark, Dallas, Minneapolis, Camden, Los Angeles,
Seattle, Denver, Boston, Baltimore, Chicago,
Detroit and Cincinnati.

Jerry Smith is now on Decca Records.

Country Music

Williams' 'Death Car' to Go On a Cross-Country Tour

NASHVILLE—A corporation has been formed here to put on display around the nation the Cadillac in which the late Hank Williams died Jan. 1, 1953.

The car, owned by Audrey Williams, will be leased for one

year to the corporation formed by Larry Hart, formerly part of the Paul Perry organization, and Durward Haddock, a recording artist.

According to information available, the car will be made available to radio stations for approximately \$250 a day for promotional purposes, with a five-day minimum in a market.

Hart and Haddock plan to drive the car themselves to the metropolitan areas around the country.

The car for the past 16 years has been a tourist attraction. It has been put on display numerous times here, particularly when large crowds are gathered. Williams died in the back seat of the vehicle while en route to Charleston, W. Va., to play a New Year's day date.

Numerous offers have been made to purchase the car, which has become almost a country music shrine.

Lineup Listed For 'Hee Haw'

NASHVILLE—Guest artists have been completed for the first 13 weeks of the "Hee Haw" series in the fall.

They include Roy Rogers, Dale Evans, Peggy Little, Bobby Bare, Johnny Duncan, Waylon Jennings, Kenny Price, Diana Trask, Lynda K. Lance, Doug Kershaw, Ed Bruce, Lynn Anderson, Mel Tillis, Jean Shepard, Porter Wagoner, Dolly Parton, Connie Eaton, Jeannie C. Riley, Charley Pride, Tom T. Hall, George Jones, Tammy Wynette, Ray Charles, and The Hagers.

Nashville Scene

Elson Smith, whose recording of the "Gospel Singer" has raised a few eyebrows, has received two complimentary tickets to the Billy Graham crusade in Knoxville. . . . Pretty Patsy Sledd has finished a promotional tour, has scheduled a new session with Ed Hamilton at United Artist, and soon will have another single with her "Playing Around With Love," has just become a mother. It's a boy. . . . Pam & Allen Ross of Tree, who are being produced independently by Buddy Killen, have one of the finest duet sounds around. Pam is the daughter of Jim Ameche, of long-time radio fame. . . . Dewey Groom writes that Bob Willis is home again after a second trip to the hospital, this time with pneumonia. Dewey also has completed a new \$10,000 stage at his famous Longhorn Ballroom in Dallas, and now has put over a quarter of a million dollars in improvements into the structure. . . . Bob May has started a Country Music Record Club in Livingston, N.J. He said he hopes to fill the needed gap between the listener and the station by stocking records of all labels, large and small. . . . Clyde Beavers has signed with Dot Records, and his first release is due out at once. Bobby Boyd & Henry Hurt co-produced the session. . . . Billy Charn, from Grand Folks, British Columbia, is just getting known in this country, but in Canada he won two BMI writer awards, had four hit records, and was a one time jockey and then a rodeo clown and bullfighter. All of this before the age of 21. He's also an outstanding poet. His first U.S. RCA release is the self-penned "Tom-Ma-Ray Tom-O-Ray." . . .

Ramblin Lou Schriver is bringing another bus load of fans to the "Grand Ole Opry" in June. Lou was the subject of a full page news feature in the Buffalo Evening News a few weeks ago. . . . Norman Warembud, manager of publications for Bourne Company, announced the appointment of Maggie Cavender of Nashville as the representative for the parent company and its affiliates, Murbo Records and Murbo Music Publishing. Maggie Cavender Enterprises will function as a direct link with song writers, artists and record producers. . . . According to the advance ticket sales for the summer shows, "Jamboree USA" will have its biggest year of history. Featured performers in the weeks ahead are Hank Williams Jr., Stonewall Jackson, John Wesley Ryles, Jerry Lee Lewis, Sonny James, Porter Wagoner & Dolly Parton, Bill Anderson and Loretta Lynn. . . . In spite of the threat of rain, a crowd in excess of 20,000 paid came to hear Tompall & the Glaser Brothers and Jimmy Payne at a baseball game in Cincinnati. The event, billed as college night, was promoted solely through outlets. Tompall, by the way, is recovering following emergency surgery for a rare form of blood poisoning. . . . Faron Young concluded a successful 10 day tour with Charley Pride in Texas, Arizona, New Mexico and Colorado. Faron opens a tour in California with OMAC artists on June 15, and is scheduled to play Disneyland on June 21. . . . Buddy Killen, before departing on a round-the-world tour, did single sessions with Diana Trask, Jack Reno and Jack Barlow. . . . Skip Rogers has opened a quality photographic service called Wonder House Productions, with special rates for the music trade. The phone number is 291-0858. . . . A general meeting of the Nashville Songwriters Association is scheduled for Tuesday of this week at the Queen of Sound Recording studio at 4:30 p.m. . . . Gene Wooley of WCER, in Charlotte, Mich., brought the station's 4th "Opry" excursion to Nashville with three chartered buses and 114 individuals from 22 communities in mid-Michigan. . . . Bobby C. Rice, Van Trevor and Lynda K. Lance, all of Royal American, played two big shows in Binghamton, N.Y. They were benefits for the March of Dimes. . . . Billy Ray Reynolds of Terrace Music has taped an appearance for the new syndicated television show of Jim & Jesse to be seen in the fall. . . . Magic Man Productions announces that all future releases

(Continued on page 37)

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Say You Saw It in Billboard

Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 6/6/70

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	JUST PLAIN CHARLEY Charley Pride, RCA Victor LSP 4290	16
2	1	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	20
3	4	THE WAYS TO LOVE A MAN Tammy Wynette, Epic BN 26519	17
4	3	HELLO, I'M JOHNNY CASH Columbia KCS 9943	17
5	5	IT'S JUST A MATTER OF TIME Sonny James, Capitol ST 432	13
6	6	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	40
7	10	PORTER WAYNE & DOLLY REBECCA Porter Wagoner & Dolly Parton, RCA Victor LSP 4305	11
8	12	HANK WILLIAMS JR., GREATEST HITS MGM SE 4656	9
9	8	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	32
10	7	BABY BABY David Houston, Epic BN 26539	10
11	9	BEST OF JERRY LEE LEWIS Smash SRS 67131	6
12	11	TO SEE MY ANGEL CRY/WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca DL 75172	17
13	16	YOU GOT-TA HAVE A LICENSE Porter Wagoner, RCA Victor LSP 4286	17
14	13	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	49
15	19	WE'RE GONNA GET TOGETHER Buck Owens & Susan Raye, Capitol ST 448	5
16	18	OH HAPPY DAY Glen Campbell, Capitol ST 441	4
17	14	WAYLON Waylon Jennings, RCA Victor LSP 4260	18
18	20	SIX WHITE HORSES Tommy Cash, Epic BN 26535	8
19	21	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia CS 9978	2
20	31	TAMMY'S TOUCH Tammy Wynette, Epic BN 26549	3
21	15	WINGS UPON YOUR HORNS Loretta Lynn, Decca DL 75163	17
22	27	BIRDS OF A FEATHER Jack Blanchard & Misty Morgan, Mercury WSS 33-001	2
23	26	BEST BY REQUEST Jean Shepard, Capitol ST 441	4
24	—	YOU AIN'T HEARD NOTHING YET Danny Davis & the Nashville Brass, RCA Victor LSP 4334	1
25	25	IF IT'S ALL THE SAME TO YOU Bill Anderson & Jan Howard, Decca DL 75184	9
26	17	LORD, IS THAT ME Jack Greene, Decca DL 75188	9
27	22	THE FAIREST OF THEM ALL Dolly Parton, RCA Victor LSP 4288	13
28	32	A TASTE OF COUNTRY Jerry Lee Lewis, Sun SUN 114	6
29	29	COUNTRY GIRL Jeannie C. Riley, Plantation PLP 8	7
30	23	HOMECOMING Tom T. Hall, Mercury SR 61247	18
31	24	GOLDEN CREAM OF THE COUNTRY Jerry Lee Lewis, Sun SUN 108	21
32	34	BEST OF DAVE DUDLEY Mercury SR 61268	4
33	36	GROOVY GRUBWORM AND OTHER GUITAR GREATS Harlow Wilcox, Plantation PLP 7	6
34	37	MY FRIENDS THE STRANGERS Merle Haggard, Capitol ST 445	5
35	28	TRY A LITTLE KINDNESS Glen Campbell, Capitol SW 380	18
36	33	WELFARE CADILAC Guy Drake, Royal American RA 1001	6
37	41	THE BEST OF EDDY ARNOLD, VOL. II RCA Victor LSP 4320	5
38	38	STARS OF HEE HAW Various Artists, Capitol ST 437	5
39	39	YOU WOULDN'T KNOW LOVE Ray Price, Columbia CS 9918	4
40	40	FANCY Bobbie Gentry, Capitol ST 428	5
41	44	STAY THERE TILL I GET THERE Lynn Anderson, Columbia CS 1025	2
42	43	HUSBAND HUNTING Liz Anderson, RCA Victor LSP 4346	2
43	42	LOVE AND GUITARS Eddy Arnold, RCA Victor LSP 4304	8
44	30	BEST OF CONNIE SMITH RCA Victor LSP 4324	7
45	—	THE WORLD OF JOHNNY CASH Columbia GP 29	1

Woodland Studio Tie With Labels on Promos

NASHVILLE—Formulating a new concept in studio-artist relationships, the Woodland Studio here has combined with record labels in promotion of the recording artists who utilize its facilities.

Glenn Snoddy, president of Woodland, initiated the idea to "help promote the over-all good atmosphere of the Nashville recording industry," and to create a good climate between the artist and those directly involved in the creation of his product.

The first opportunity for promotion on a major level came with the recent sessions by Jack Blanchard and Misty Morgan whose earlier recording of "Tennessee Bird Walk," done at Woodland, went to the top of the country chart and high in the Hot 100.

Taking full advantage of the Walker Advertising Agency, which represents the studio, Woodland arranged for radio and television interviews and appearances, small parties, press conferences and the like.

Woodland performed a similar job with Michael Parks, who was following up his "Long, Lonesome Highway" at Woodland. This promotion included a post-session press cocktail party at the studio.

"We feel it is vital for the studio to take a personal interest in the artist," Snoddy explained. "Mercury was surprised when we offered to help with Jack

Blanchard and Misty Morgan, but cooperated enthusiastically when they discovered we were sincere about it." Snoddy, long one of the city's leading engineers, said the studio would work cooperatively with any label, and that special emphasis would be given those coming in from other cities. "We want to keep the people believing in Nashville," he said.

The Blanchard-Morgan promotion went a little beyond the normal. Jaquie Covington, who handles the account for the Walker agency, discovered in conversation that Blanchard could not sleep without a fan in his room. Miss Covington made a midnight trip home, rescued a fan from her attic, and delivered it to the Blanchards at a downtown hotel.

2 Carters Attend Hall of Fame Fete

NASHVILLE—Two members of the Original Carter Family were brought together here for the first time in four years at a ceremony in which eight names were added to the Country Music Hall of Fame Walkway of the Stars.

Sarah Carter Bayes of Angels Camp, Calif., joined Mother Maybelle Carter at the function presided over by Roy Horton, chairman of the board of the Country Music Foundation.

Other names added to the Walkway were those of Lonzo & Oscar, Tammy Wynette, George Jones, Red Sovine, Roy Clark, Pete Drake and Billy Edd Wheeler.

The Walkway, located in front of the Hall of Fame, contains

the names of those individuals or acts who have met the criteria for such inclusion, including a substantial donation to the educational purposes of the Foundation as set forth in its charter.

There now are 123 different names in the Walkway, in 100 separate granite blocks. The walkway is viewed by some 200,000 visitors annually.

Harold Hitt, president of the Country Music Association, welcomed the crowd gathered for the occasion, and introduced Mrs. Jo Walker, executive director of CMA. Bill Williams of Billboard magazine, past president of CMA, introduced the Walkway artists.



COUNTRY MUSIC ARTISTS join WKDA officials in an appreciation party at the King of the Road Motor Inn in Nashville. The station has switched over to a modern country format. Left to right, station manager Al Greenfield, Billy Walker of MGM and Roy Drusky of Mercury, and Broadcast consultant Jack Gardiner.

Nashville Scene

• Continued from page 36

will be exclusively for children. The first LP has been produced by Ricci Mareno & Jerry Gillespie. . . . Canda's Debbie Lori Kaye has done her first round of sessions at the Singleton Sound Studios for Plantation Records. . . . Joe Taylor of the Joe Taylor Artist Agency has announced the signing of singer/actress Sherri Spilane and songwriter/artist Lawton Williams to exclusive booking contracts. Miss Spilane is the wife of writer/producer Mickey Spilane. . . . June will be David Houston month in the twin cities of Bristol,

Virginia and Tennessee. . . . Hubert Long has booked Gwen & Jerry Collins for a week at the Horseshoe Club in Ontario. . . . Penny DeHaven set for a week in Tempe, Ariz., starting June 15. . . . George Jones and Tammy Wynette will tape three guest appearances for "Hee Haw" last week to be shown when the new fall series hits the air. . . . The Warren Robb show entertained the military personnel in Alabama and Mississippi last week. . . .

Jack Clement has been named chairman of the Music City Finance Committee for Tex Ritter. (Continued on page 40)

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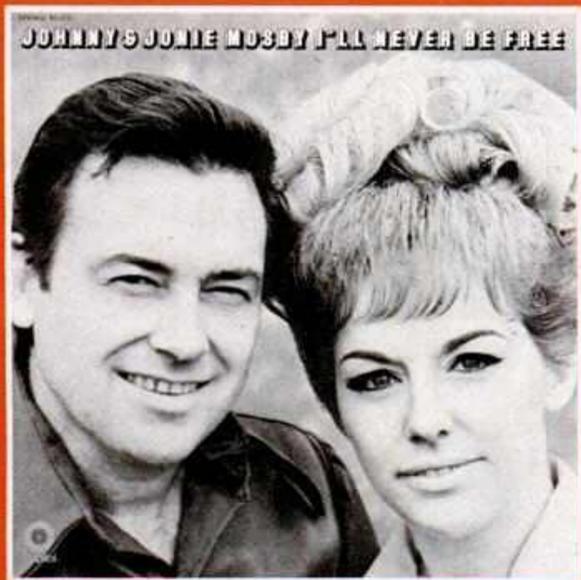
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Billboard SPECIAL SURVEY For Week Ending 6/6/70

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	2	HELLO DARLIN' Conway Twitty, Decca 32661 (Twitty Bird, BMI)	7
2	1	MY LOVE Sonny James, Capitol 2782 (Duchess, BMI)	9
3	3	WHAT IS TRUTH? Johnny Cash, Columbia 4-45134 (House of Cash, BMI)	8
★4	19	HE LOVES ME ALL THE WAY Tammy Wynette, Epic 5-10612 (Algee, BMI)	3
5	4	I DO MY SWINGING AT HOME David Houston, Epic 5-10596 (Algee, BMI)	10
6	7	SHE'S A LITTLE BIT COUNTRY George Hamilton IV, RCA Victor 47-9829 (Wilderness, BMI)	6
★7	14	I CAN'T SEEM TO SAY GOODBYE Jerry Lee Lewis, Sun 1115 (Robertson, ASCAP)	7
★8	10	HEART OVER MIND Mel Tillis, Kapp 2086 (Cedarwood, BMI)	7
9	9	STREET SINGER Merle Haggard & the Strangers, Capitol 2778 (Shade Tree, BMI)	8
★10	16	LONG LONG TEXAS ROAD Roy Drusky, Mercury 73956 (Combine, BMI)	5
11	5	POOL SHARK Dave Dudley, Mercury 73029 (Newkeys, BMI)	13
12	13	SINGER OF SAD SONGS Waylon Jennings, RCA Victor 47-9819 (Jack, BMI)	8
13	15	LOVIN' MAN Arlene Harden, Columbia 4-45120 (Acuff-Rose, BMI)	7
14	6	IS ANYBODY GOIN' TO SAN ANTOINE? Charley Pride, RCA Victor 47-9806 (Tree, BMI)	14
★15	18	TOGETHERNESS Buck Owens & Susan Raye, Capitol 2791 (Blue Book, BMI)	5
★16	32	HEAVENLY SUNSHINE Ferlin Husky, Capitol 2793 (Gallico, BMI)	4
17	17	LILACS AND FIRE George Morgan, Stop 365 (Window, BMI)	8
★18	26	I'VE BEEN WASTING MY TIME John Wesley Ryles I, Columbia 4-45119 (Hall-Clement, BMI)	6
★19	37	I NEVER ONCE STOPPED LOVING YOU Connie Smith, RCA Victor 47-9832 (Stallion, BMI)	4
20	11	LOVE IS A SOMETIMES THING Bill Anderson, Decca 32643 (Stallion, BMI)	13
21	20	STAY THERE TILL I GET THERE Lynn Anderson, Columbia 4-45101 (Gallico, BMI)	12
22	12	RISE AND SHINE Tommy Cash, Epic 5-10590 (Cedarwood, BMI)	11
★23	30	YOU AND ME AGAINST THE WORLD Bobby Lord, Decca 32657 (Contention, SESAC)	6
24	8	SHOESHINE MAN Tom T. Hall, Mercury 73039 (Newkeys, BMI)	10
★25	34	I'M LEAVING IT UP TO YOU Johnny & Jonie Mosby, Capitol 2796 (Venice, BMI)	5
26	28	A WOMAN'S HAND Jean Shepard, Capitol 2774 (Champion, BMI)	7
★27	31	TOMORROW NEVER COMES Slim Whitman, Imperial 66441 (Noma, BMI)	8
28	27	A WOMAN LIVES FOR LOVE Wanda Jackson, Capitol 2761 (Gallico, BMI)	10
★29	36	THE MOST UNCOMPLICATED GOODBYE Henson Cargill, Monument 1198 (Blue Crest, BMI)	4
30	29	YOU WOULDN'T KNOW LOVE Ray Price, Columbia 4-45095 (Tree, BMI)	14
31	25	OH HAPPY DAY Glen Campbell, Capitol 2787 (Kama Ripa/Edwin Hawkins, ASCAP)	7
32	35	BIG WHEEL CANNON BALL Dick Curless, Capitol 2780 (Southern, ASCAP)	6
33	22	TENNESSEE BIRDWALK Jack Blanchard & Misty Morgan, Wayside 010 (Back Bay, BMI)	18
★34	43	OLD MAN WILLIS Nat Stuckey, RCA Victor 47-9833 (Combine, BMI)	4
35	21	MY WOMAN, MY WOMAN, MY WIFE Marty Robbins, Columbia 4-45091 (Mariposa, BMI)	16
★36	46	WARMTH OF THE WINE Johnny Bush, Stop 5402 (Window, BMI)	4
37	24	LOVE HUNGRY Warner Mack, Decca 32646 (Page Boy, SESAC)	10

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
38	38	DOWN IN NEW ORLEANS Buddy Alan, Capitol 2784 (Blue Book, BMI)	6
★39	51	LOVER'S SONG Ned Miller, Republic 1411 (Central Songs, BMI)	7
40	40	SUGAR SHACK Bobby G. Rice, Royal American 6 (Dun Dee, BMI)	7
★41	49	PICKIN' WILD MOUNTAIN BERRIES Kenny Vernon & Lawanda Lindsay, Chart 5055 (Crazy Cajun, BMI)	9
42	33	ALL THAT KEEPS YOU GOIN' Tommy & Glaser Brothers, MGM 14113 (GB, ASCAP)	9
43	47	IF I EVER FALL IN LOVE (With a Honky Tonk Girl) Faron Young, Mercury 73065 (Newkeys, BMI)	2
44	44	YOU'RE GONNA NEED A MAN Johnny Duncan, Columbia 4-45124 (Detail, BMI)	5
45	45	A GOOD THING Bill Wilbourne & Kathy Morrison, United Artists 50660 (Passkey, BMI)	5
★46	53	SO MUCH IN LOVE WITH YOU David Rogers, Columbia 4-45111 (Acclaim, BMI)	5
47	23	I KNOW HOW Loretta Lynn, Decca 32637 (Sure-Fire, BMI)	14
★48	57	PLAYIN' AROUND WITH LOVE Barbara Mandrell, Columbia 4-45143 (Algee, BMI)	3
49	39	EVERYTHING IS BEAUTIFUL Ray Stevens, Barnaby 2011 (Ahab, BMI)	6
★50	55	IT DON'T TAKE BUT ONE MISTAKE Luke the Drifter Jr., MGM 14120 (Minstrel, BMI)	3
★51	61	I WISH I HAD A MOMMY LIKE YOU Patti Page, Columbia 4-45159 (Algee, BMI)	2
52	58	HIT THE ROAD JACK Connie Eaton & David Peel, Chart 5066 (Tangerine, BMI)	3
53	59	ONE MORE MOUNTAIN TO CLIMB Freddie Hart, Capitol 2768 (Blue Book, BMI)	9
54	54	BUT THAT'S ALL RIGHT Hank Thompson, Dot 17347 (Tree, BMI)	5
55	56	YOU DON'T CARE WHAT HAPPENS TO ME Wynn Stewart, Capitol 2751 (Milene, ASCAP)	4
★56	—	ROCKY TOP Lynn Anderson, Chart 5068 (House of Bryant, BMI)	1
★57	72	HELLO MARY LOU Bobby Lewis, United Artists 50668 (January/Champion, BMI)	2
★58	68	I'LL BE YOUR BABY TONIGHT Claude King, Columbia 4-45142 (Dwarf, ASCAP)	2
59	62	STILL LOVING YOU Bob Luman, Hickory 1564 (Acuff-Rose, BMI)	5
60	60	I KNOW YOU'RE MARRIED BUT I LOVE YOU STILL Red Sovine, Starday 889 (Lois, BMI)	8
61	65	YOU DON'T KNOW ME Ray Pennington, Monument 1194 (Hill & Range, BMI)	6
62	64	(If I'd) ONLY COME AND GONE Clay Hart, Metromedia 172 (Evil Eye, BMI)	6
63	63	WHOEVER FINDS THIS, I LOVE YOU Mac Davis, Columbia 4-45117 (BnB, BMI)	7
64	66	LEAD ME NOT INTO TEMPTATION Anthony Armstrong Jones, Chart 5064 (Marson, BMI)	3
65	67	IT'S HARD TO BE A WOMAN Skeeter Davis, RCA Victor 47-9818 (Press, BMI)	5
66	71	LAND MARK TAVERN Del Reeves & Penny De Haven, United Artists 50669 (Passkey, BMI)	2
67	74	BALLAD OF J. C. Gordon Terry, Capitol 2792 (Campbell, BMI)	2
68	69	A GIRL NAMED JOHNNY CASH Jane Morgan, RCA Victor 47-9839 (Warner Brothers, ASCAP)	2
★69	—	KANSAS CITY SONG Buck Owens, Capitol 2783 (Blue Book, BMI)	1
70	70	GOIN' HOME TO YOUR MOTHER Hagers, Capitol 2803 (Blue Book, BMI)	3
71	73	SON OF A COAL MAN Del Reeves, United Artists 50667 (United Artists, ASCAP)	3
★72	—	I NEVER PICKED COTTON Roy Clark, Dot 17349 (Central Songs/ Freeway, BMI)	1
★73	—	THE WONDER OF YOU Elvis Presley, RCA Victor 47-9835 (Duchess, BMI)	1
★74	—	DRIVIN' HOME Jerry Smith, Decca 32679 (Papa Joe's, ASCAP)	1
★75	—	GREEN GREEN VALLEY Tex Ritter, Capitol 2815 (Moss-Rose, BMI)	1

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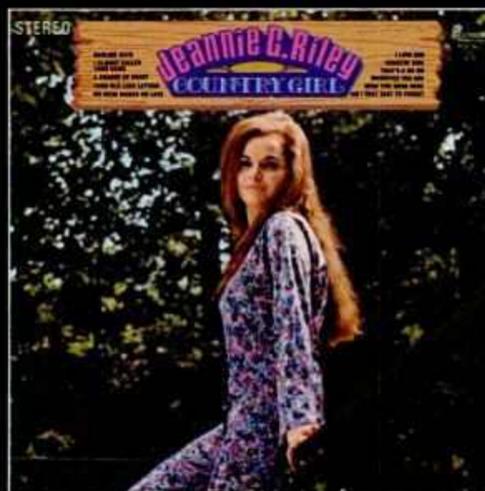
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 PLT 2 8 TRACK STEREO TAPE
 PLC 2 MUSICASSETTE



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Gospel Music

Word Goes Moog On Carmichael LP

WACO, Tex.—Word Records will introduce another first in religious music in June when it releases an album of contemporary and traditional sounds performed on the Moog Synthesizer.

"Ralph Carmichael Presents Electronic Symphony" is a collection of sounds produced by Clark Gassman.

Kurt Kaiser, Word vice president and director of music, said the new LP will be on the Light label.

Word also announced the organization of a Student Sales Association in an effort to meet the increasing demands for student summer employment.

The Association gives high

school and college students an opportunity to earn money during summer months while "they participate in the ministry of carrying religious music into homes across the country."

Administrator of the program is Stan Moser, a native of Waco, and a student at Baylor University. Salesmen will compete for a two-week, all-expense paid trip for two to Europe, and other prizes.

Simply put, the students are provided a sales kit, including two sample records, and order forms. They meet singly or in groups and sell the records. Emphasis will be on albums featuring contemporary tunes for today's generation.

Cotton Opens New Paths

NASHVILLE—Gene Cotton, a young performer from Columbus, Ohio, has been involved in opening lines of communication to young people around the coun-

try. Cotton recently completed a series of concerts at the high schools in the Nashville area, where he played to 25,000 students.

Cotton records for the Impact label and has moved his base of operation to Nashville for the summer. He plans to work with several youth groups and do a number of concerts in the area.

His concerts involve communications with his young audiences on subjects of religion and drug abuse. Cotton's back-up guitar player who was a former addict explains to the audience how it has traumatically affected his life.

As to his particular style, Cotton said, "Kids today see the many fallacies that organized religion contains and they are too smart to buy them. I try and tell them to read the words of Christ and apply them to their own lives. Our audiences are very receptive and we plan to stage several events in the Nashville area."

Shaped Notes

The Imperials Quartet received the National Evangelical Film Foundation's "Christian Oscar" as Best Quartet in America. The awards were presented in Philadelphia. Bill Gaither, one of the leading gospel writers in America, was similarly honored. Both winners record for Heartwarming. . . . Canaan Records has released its first album by the veteran Lewis Family. The group has signed a three-year contract with Canaan, the gospel music arm of Word Records. . . . The singing Speer Family were featured on "Country Music Time," a series of radio programs produced in Nashville by

(Continued on page 55)

Nashville Scene

• Continued from page 37

candidate for the U.S. Senate. Among those who will work with him are Jimmy Key, Harold Bradley, Bill Hudson, Joyce Bush, Tompall Glaser, Joe Talbot, Bob McCluskey, Mary Reeves Davis, Bob Ferguson, Danny Davis and Hubert Long. . . . Bobby Wright has recorded a new song by Jan Crutchfield titled "Hurry Home, Honey" which includes strings and the modern sound again. He scored well on his last release which was done that way. . . . WIQT, at Horseheads, N.Y., has gone country, covering the southern area of the state. Dave Ridenour, the program director there, needs to be on all country record mailing lists. The address is Box 288, and the zip is 14845.

Harry Newman is the new program director of KBBQ, Burbank. The announcement was made by Bill Ward. . . . Boyce Hawkins and Bobby Bare are teamed again, writing songs. . . . Professor Terrell Jones has signed a contract with Wayside Records of Maynard, Mass. He formerly was with Stop. . . . Judy Lynn pulled into the audience by an enthusiastic fan at Harrah's in Tahoe, had her tight outfit "explode" from the waist down. It was a new look. . . .

Sonny James and his Southern Gentlemen appeared at the special Vince Lombardi Benefit for the Light House for the Blind in New York. . . . Curley Putnam, head of Green Grass Music, added Jim Bowen to his staff as song plunger. Jim is the husband of singer Robbi Hardin. . . . The new Capitol act of Gwen & Jerry Collins, now booked by Hubert Long, worked on the road as part of the Ferlin Husky show for five years. . . . Hank Williams Jr. is teamed up with Lois Johnson in a new duet. . . . I-A Records of Houston has released a single by Ginger Valley, "Country Life." . . . Several selections from The Stoneman's newest RCA album were featured on a special FM radio stereo broadcast in San Francisco on "quadraphonic" or "quadrasonic" radio, with the four stereo channels. It was played by KIOI-FM, which is not a country music station, but rather pop-contemporary. . . . Pete Sayers' new MTA release, "Junk Yards on the Moon" is a much requested number in his string of college dates. . . . Roy Pillow played the Carousel Club in Charlotte, taking part in the festivities preceding the Charlotte "500" race. . . . Skeeter Davis' failure to show up at home recently caused considerable consternation. Then it was found that, upon leaving the RCA recording studio, she was so tired that she merely checked into the nearest hotel and slept for two days.

Chase Webster is one of 28 new writers elected to ASCAP membership through the Nashville office at the latest board of directors meeting. Others elected were Jimmy Buffett, David Hoy, Peggy Little, Ronnie Prophet, Richard Ross and Kossi Gardner. . . . Brenda Burns was in town with her manager-husband, Don Burns, to negotiate contracts before going on to Memphis for a guest spot at Holiday City. She is from Ashland, Ohio. . . . The Warren Robb show was caught in an anti-war demonstration at Fort Rucker, Ala. When the crowd was dispersed, the show went on. . . . The new Leroy Van Dyke tune, "An Old Love Affair" is one of his strongest in some time. It's a Moss Rose song, written by David Ingles of KFMJ, Tulsa. . . . Chart's David Peel, winding up an engagement at the Colonial Inn in Jeffersonville, Ind., was held off for an appearance with the Kings-ton Trio.



HERMAN HARPER, general manager; Jake Hess, and Don Light, founder of the Don Light Gospel Talent Agency, after Hess signed an exclusive contract with the agency.

Gospel Scene

By Edward M. Smith

A lot has happened for the Gospel Music Workshop of America since I last talked to you.

We have traveled to Greensboro, N.C., where a local meeting was held. We were delighted to hear the Frank Williams Young Adult Choir and the Tommies of High Point, N.C.

We also went to New York City and met with Rev. Owens, Isaac Douglas and Ella Mitchell. A meeting was held May 19, and elections were held on May 26. While in New York we had the chance to meet the music editor of Billboard Magazine Paul Ackerman and Brother Joe Bostic and Richard Simpson. At Richard Simpson's restaurant, we talked with Dee Dee, the young lady who is the publisher of Soul Survey. We asked if gospel music could be included in Soul Survey, and she said that a gospel listing would be added to the pages of Soul Survey in the near future.

The Victory Choral Ensemble, Rev. Linton, the Caravans and Isaac Douglas have recorded for Hob Records under the direction of John Bowden. We also visited Nashville, where a meeting was held with the Baptist, Catholic and the Methodist Choir.

The International Gospel Festival, organized by the Oakridge Boys, will be held July 10 and 11. They are interested in black artists. If you are interested, write Brother Ed Smith at 3908 W. Warren Ave., Detroit, Mich. 48208 or call 313-898-2340. . . . The Gospel Harmonettes of Birmingham with Dorothy Love Coates have a new album that should rise to the top soon. Some of the songs, such as "They Won't Believe" and "A Place to Rest" were written and arranged by Dorothy Love Coates.

Bill Moss and the Celestials had their anniversary May 24 in Detroit at King Solomon Baptist Church. Appearing with them was Shirley Ceasar, who was superb; she is the young lady who sings "Don't Drive Mother Away." Bill and Celestials are waiting for their new record to be released. The Edwin Hawkins Singers performed magnificently in Detroit May 24. . . . We are glad to report at last that black and white gospel groups are beginning to work together. . . . We are still looking for national sponsors for Golden Gospel Hour TV Show, which is shown on WJBK-TV every Sunday at 11 a.m. . . . Carolyn and Aretha Franklin have formed a production company with Jimmy Radcliff; the name of the company is AFGEM-AA. They intend to bring a show to Broadway which will include gospel music.

The Institutional Radio Choir celebrated its fourth anniversary May 23, and featured such gospel greats as Jessie Dixon Singers, Myrna Summers' The First Tabernacle of Deliverance of New York City. This program was held at the Friendship Baptist Church in Brooklyn, N.Y. . . . Mahalia Jackson made one of her rare appearances recently, at the Brooklyn Academy of Music and, as always,

the program was delightful. Dorothy Norwood and the Norwood Singers just finished a live recording session on Atlantic that should be released soon. . . . The pastor and founder of the Cosmopolitan Church of Prayer in Chicago has produced an album that should be a source of inspiration to gospel music lovers everywhere. For DJ copies of this album write A&H Gospel Recordings, 1449 Fulton St., Brooklyn, N.Y.

New LP's on Shirley Ceasar, Charles Taylor, the Harmonizing Four and Rev. Claude Jeter may be obtained by calling 212-757-6306 in New York. . . . Kim Weston, who recorded "Lift Every Voice and Sing," should be applauded. She has done a great job on a great

(Continued on page 55)

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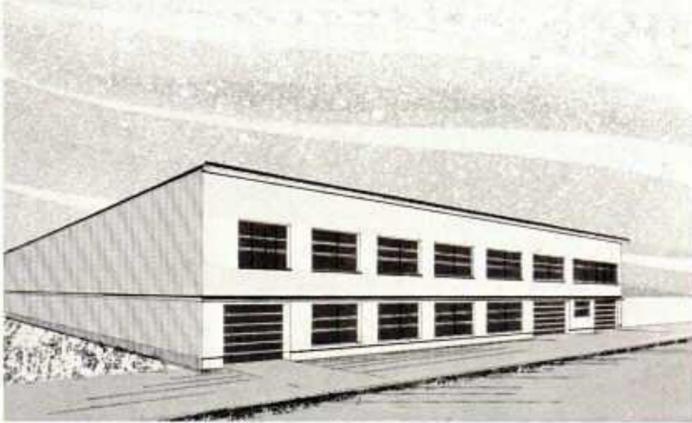
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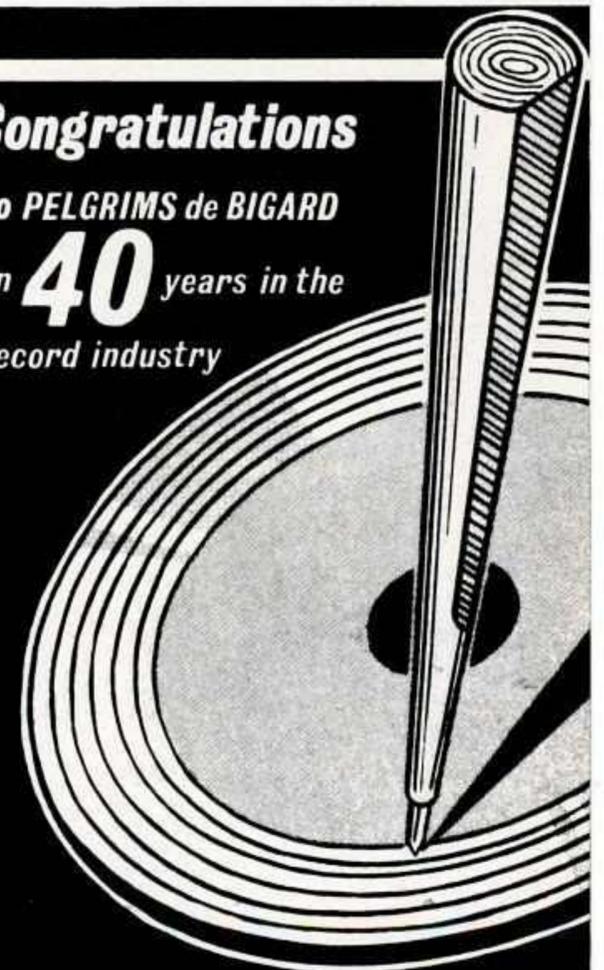
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Text Book Example of Vertical Integration

By Mike Hennessey

Perhaps the supreme achievement of Eugene Willy Pelgrims de Bigard is that in 48 years of inspired activity in the music industry, he has re-written the old proverb to read: "Jack of all trades and master of each."

For his group of companies is certainly unique in Europe in that it successfully embraces every facet of the music industry. It is a text book example of vertical integration.

Today Pelgrims de Bigard can commission a song to be written, publish it, record it by a contracted artist, press the record (on a press built by one of his companies), manufacture the sleeve, distribute the record, promote it, and sell it in both record shop and rack jobbing outlets.

"Everything related to records," says this 64-year-old financial wizard who is often referred to as the one-man-band of the European record industry, "has always interested me."

And he has translated this interest into positive action, starting in 1929 with S.A. Fonior, which had a capital of \$600, and finishing with a score of companies together worth more than \$4 million.

His entry into the record industry was not predestined. His father, Raymond Pelgrims de Bigard, an industrialist whose factories in Belgium and the north of France were destroyed during the first World War, and who spent 30 years of his life restoring many of Belgium's most beautiful and historic castles, was keen for his son to have a legal career.

But Eugene was irresistibly attracted by the immense promise of the electronic age, which was then dawning, and he left his law studies to learn the rudiments of electricity from a friend who was a physics professor.

He built his own radio transmitter—the third to be constructed in Belgium—and became an enthusiastic radio "ham." At this time there were no radio stations—apart from the transmitter on the Eiffel Tower in Paris which occasionally put out Morse signals.

However, after a while, Pelgrims de Bigard found his attention turning increasingly to recording and phonographic reproduction. In this era, of course, all the equipment was mechanical and Eugene invented an automatic stop for the turntable which subsequently was adopted by many European manufacturers. He also began manufacturing phonographs in a modest workshop.

His first company, S.A. Fonior, came into being in December 1929—the name being inspired by the big brass horns of the phonographs of that era. "I was thinking," says Pelgrims, "in terms of Phono d'Or (golden phonograph) and this eventually became contracted to Fonior."

The idea of vertical integration was already strong in his mind and from selling record players and records from a retail shop he moved into wholesaling and then into record production.

"I started a recording studio in which I acted as engineer, builder of the recording and amplifying equipment, maker of masters, and presser. I would record in the studio and then go downstairs into the cellar to press the records."

His first pressing plant consisted of two old hand-operated presses which he had bought in Berlin for 1,000 marks. They were sold as "old iron" since no one seriously believed that they could ever be used again to produce records commercially. No one, that is, except Pelgrims de Bigard.

"At this period," he recalls, "only the big companies would need presses themselves; and a few years after the war I began manufacture of record presses."

Then, as now, Pelgrims financed himself. "I have never wanted business associates because I have too independent a character," he says. "I have always therefore taken all business risks on my own shoulders."

But the marvellous challenge of the record industry is that it is constantly in a process of evolution. The important thing is to follow the changes in public taste as rapidly as possible and this means that we have to act with more and more speed all the time, because success is often ephemeral.

"What is also exciting about it is that while we cannot predict what the taste of the public will be next year, we do know that whatever it is, we shall be catering for that taste and that the market will be larger next year than it is this year."

However, Pelgrims insists that, as a financier, he is not interested in turnover or unit sales. "I am," he says simply, "interested in the profit and loss statement at the end of the year."

And the reason that the profit and loss statement is always healthy is because of good management. Pelgrims is a great believer in delegation—having first established a highly reliable and efficient team—and in treating his staff as human beings and not just work units. He also says that you have to have an instinct for knowing when to take risks and when not to.

Instinct can still be a vital element in the business and while he considers himself better placed than most to keep up with the trends, since he is involved in every department of the industry, he admits that some things are just beyond prediction and anticipation.

"We recently had an astonishing example of the unpredictable," he says. "Last June, our Dutch company, Dureco, discovered a new group and recorded several sides, among them a song called 'Venus'. With this record the Shocking Blue were born and in December and January the record conquered the whole of Europe, North America, South America, Japan, Africa and Australia. Altogether the record must have sold five million copies, two million of them in the U.S. Who could possibly have predicted such a fantastic success for a recording by an unknown group? We happen to have the rights for the whole world; yet we know, of course, that this sort of phenomenon occurs rarely."

What is important to Pelgrims as a business man is to reduce the unpredictable elements to a minimum as far as possible and this is why both the Paris and Brussels branches of the group are equipped with computers which can give detailed information about day-to-day sales and thus enable the group to streamline distribution.

"You must also learn to be able to abandon an artist who, when his or her contract comes up for renewal, makes excessive demands; the same thing goes for a foreign catalog."

This is yet another indication of Pelgrim's determination not to put all his eggs in one basket.

A dramatic example of the value in spreading one's endeavours over the whole range of industry operations was provided in July last year when the company's pressing plant at Tourouvre in France was destroyed by fire.

The Tourouvre factory had been in operation for 15 years and was producing between 50,000 and 70,000 records a day; an adjoining printing shop—which was happily spared in the fire—was producing the same number of sleeves.

"In just two hours," says Pelgrims, "the whole plant was destroyed, including three million finished records. But even though there were 325 people working at the plant, not one of them lost so much as a day's pay."

"Competitors offered to make their pressing plants available and we sent teams off in various directions to produce our records in other factories. We formed another team to salvage what they could from the ashes."

"And while the experts were still discussing the damage, a prefabricated factory was being built adjacent to the site of the old one. Within 45 days we were back in business—largely because of the fact that we manufacture presses and were therefore able to install them with maximum speed. The factory is now producing 50,000 records a day and we are now constructing an ultra-modern plant which will have a capacity of 16 million records a year."

Pelgrims was deeply touched by the cooperation he received from both employes and competitors following the fire and their loyalty confirmed him in his view that no industrialist can succeed who ignores the human element and the importance of a contented team of employes.

The same goes for top management and, as Pelgrims says, "Happily, for more than 20 years, I have been surrounded by men of great professional merit such as Leon Dewallens, creator of the Fabel record press, who is responsible for the general technical direction of the group's factories; Eddy Palmans, a&r director for the three European countries, Holland, Belgium and France; Maurice Jeandrain, financial director for Belgium; Jean Six, administrative and financial director and J. Marmouset, general secretary in Paris; Jean Brousses, director general of the ACEM plant at Tourouvre; Fernand Misson, director general of the African companies."

"And recently my son Xavier has taken over the direction of the retail and rack-jobbing division of the group. This is difficult but interesting work which will be excellent preparation for the heavy responsibilities he will take on in the future. Thus the succession is assured—Xavier will bring new blood and youthful dynamism into the business."

In addition to building up his group on companies, Pelgrims de Bigard has been president of the *Chambre Syndicale Belge de la Musique Enregistree* (the Belgian record industry federation) for 12 years and is also a permanent member of the board of the *International Federation of the Phonographic Industry*.

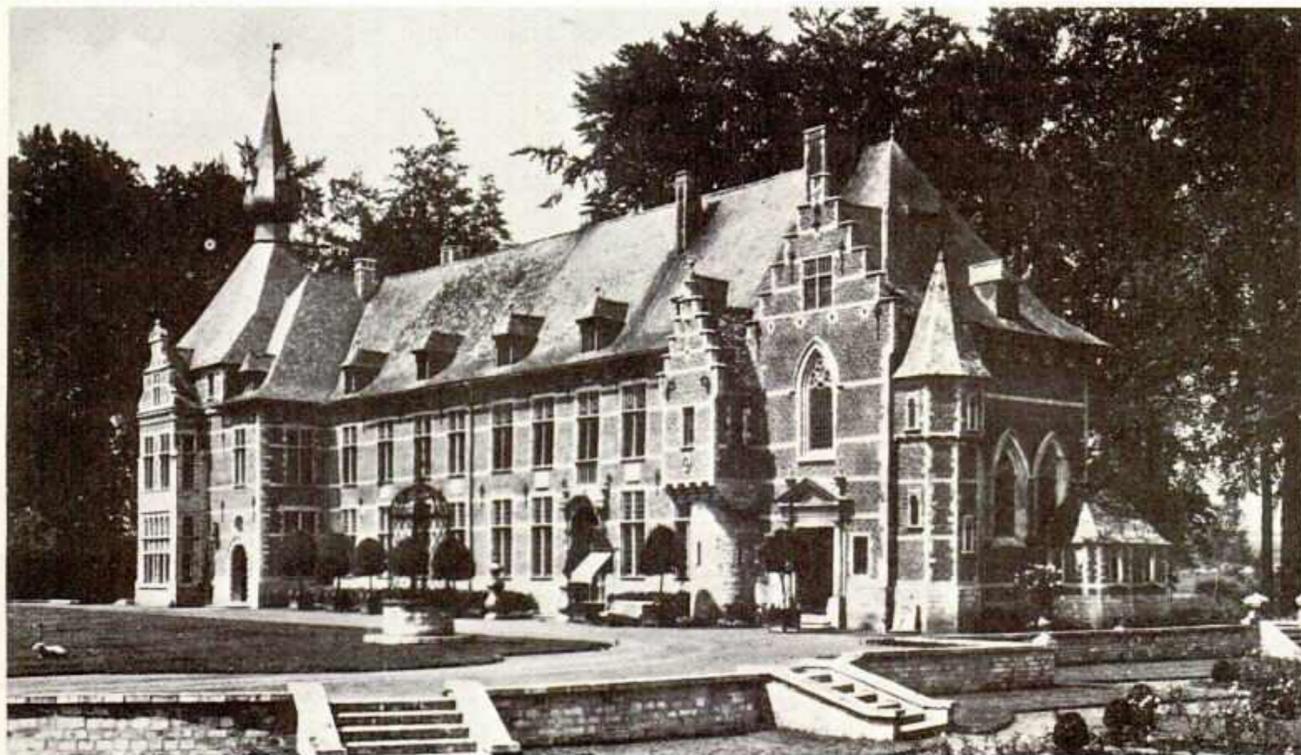
Looking back on his long and fruitful career, Pelgrims says: "In my 40 years I have met a great number of personalities in the record industry throughout the world. But for me the great is Sir Edward Lewis, head of the British Decca company. His business genius and his feeling for the evolution and future of the record industry have always impressed me vividly. A truly dynamic and exceptional man."

"I have also a great admiration for and profound friendship with Maurice Rosengarten. He, too, has the perception and awareness to understand all the problems of our industry. In 35 years his progress has been prodigious."

"There was also the late Jack Kapp, the big man of Decca Inc., New York, after the war. He was an astonishing discoverer of talent."

"Many other men of great value will make their mark in the history of this great record industry—men who have a tremendous faith in this business in which every day brings new competitors, new challenges."

"It has been an honor to be associated with some of the great men of the industry. But perhaps the greatest satisfaction my work has afforded me has been that it has enabled me to reacquire the family home, the historic Chateau de Grand-Bigard. Thus I take up the torch handed on by my father. And this is why my roots will always be in Belgium."



THE CHATEAU de Grand-Bigard, ancestral home of the de Bigard family, which dates back to the 15th century.



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Avec leurs sincères félicitations.

Les Editions Musicales **HORTENSIA**
49, rue de Douai PARIS 9ème.
Beaucoup de fleurs pour 40 ans de métier à Monsieur PELGRIMS de BIGARD.

CRITERION DE PARIS / **CRITERION MUSIC CORP.** Hollywood
Exclusive agent : **ENOCH & CIE** — Manager : Jack Robinson
27, boulevard des Italiens PARIS 10ème
E.W. PELGRIMS de BIGARD Congratulations for your 40 years of success.

Les Editions **MASSPACHER**
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Félicitations admiratives pour Monsieur PELGRIMS de BIGARD.

Les Editions **J. GARZON**
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Avec leurs félicitations sur un rythme de tango à E.W. PELGRIMS de BIGARD.

Artistes et Variétés **REVUE DE L'ACCORDEONISTE**
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LA DIRECTION GENERALE : Paul FOURNET et ses Collaborateurs et ses rédacteurs (Accordéon) Bernard DEHARBRE, Henri-Jacques DUPUY, Roland MANOURY vous adressent leurs sincères félicitations.

Les Editions Musicales **MARCEAU**
13, avenue Nast GOURNAY S/Seine.
MARCEAU et les Majorettes embrassent Mr PELGRIMS de BIGARD à l'occasion de ses 40 ans de métier.

Editions BELGES

BELINDA-PRIMAVERA. Music Publisher
155, bd Anspach, 1000 BRUSSELS.

Editions **BRAUER-HEBRA RECORDS.**
30, rue St.-Christophe. 1000 BRUXELLES.

Editions **FRANCIS-DAY.** Music Publisher.
25, pl. St. Géry. 1000 BRUXELLES.

THE WORLD MUSIC GROUP — of Publishing Companies.
13, Madeleine. 1000 BRUSSELS.

Editions Musicales **BENS**
90, rue Gallait. 1030 BRUXELLES.

PETER PLUM PUBLICATIONS.
18, rue des Teinturiers. 1000 BRUXELLES.

S.A. ARDMORE AND BEECHWOOD Belgium
171, bd. Maurice Lemonnier. BRUSSELS 1.

RADIO-TELEMUSIC / APOLLO MUSIC
11, avenue Lloyd Georges. 1050 BRUSSELS.

Editions HOLLANDAISES

PANDA PRODUCTIONS, Mr. Joop PORTENEGEN,
Nicolaas Maesstraat, 41, AMSTERDAM.

Editions **ACTUEEL,** Mr. JAN VAN SCHALKWIJK,
Frederic van Eedenplein, 32, HEEMSTEDÉ.

VERONICA EDITIONS, Directie,
Utrechtsesteneweg, 39, HILVERSUM.

Africa

40

The most powerful African Record Organisation in Black Africa.

- Exclusive catalogue of over 4.000 titles specialised in popular Congo music.

■ Yearly output : over 4.000.000 records

Charles E. LUANGA
Sales Manager

F. E. MISSON
General Manager of African Services

André M. MPUTU
Production Supervisor

ECODIS Inc. Post Box 433 Kinshasa
(République Démocratique du Congo)

Felicitations The undersigned groups from Africa join together in congratulating Mr. Pelgrims de Bigard on his 40th. year, in the Record industry.

Editions. (Label)	Orchestras.
Bazengumuna	Les Vipères Noires. Los Angel. Robin et son ensemble
Benda-Bika	Les As - Grand Micky
Boboto	Revolution. Negro Succes. Carnaval Festival. Les Ecureuils. Super Boboto
Bolingo	Vox Angel Davos
Bomengo	Volcan ni beto ba
Cefa	Casanova. Conga Succes. Tschibangu Alexis
Edivox	Opera. Groupe de 6
Epanza-Makita Populaires	Franco. Vicky et l'O.K. Jazz.
Viclong	
Flash	Conga Succes. Jamel National.
Paka-Syie	Tumba de Brazza. African Fiesta.
Tcheza	Super Baka. Maquisards. Pandero
Geomas	Super-Negro
Isa	African Fiesta National 'Le Peuple'
Kabaselle	African Jazz
Kaem	Vedette Jazz. Los Angel. Conga Fiesta
Ebale Mbonge	Orchestre Conga de Johnny Bokelo
Landa Bango	Orchestre Conga de Johnny Bokelo
Londende	Cobantou
Makinu	Trio National
Malembe	Vita Rose
	Molunge
	Mopepe
	Mosaka
	Mozindo
	Nga Sie
	Ngonga ya Bankoko
	Nzambi
	Obam
	Patenge
	Payne
	Pourquoi-Pas
	Reveillon
	Salongo
	Sukisa
	Sukuma
	Tobina
	Tshondo
	Veve
	Ves
	Vita
	Vouma
	Wai-Kiki
	Ya-Tous
	Vox Africa
	Tembo
	Les Corsaires
	Super Ye-Ye
	Kwamy
	Udaco
	Los Backy
	Bamboula
	Mujos et l'Orchestre Patenge
	Les Tigres
	Mountous
	Negro Succes
	Los Bravos
	Docteur Nico et l'African Fiesta "Sukisa"
	Dandy Succes
	Los Tumba
	Baba Gaston
	Verckys et l'Orchestre Veve
	Exelsius Concentius. Los Nickelos.
	Ye Ye National
	African Fiesta
	Comete Mambo
	Cercul Jazz
	Africa Mod Matata.

Pelgrims de Bigard— The Biggest Independent



PELGRIMS de Bigard with piano virtuoso Arthur Rubinstein.



A RECEPTION at the Decca offices in Paris with, E.W. Pelgrims de Bigard, second from left, Sylvie Vartan, center, Fernandel, second from right, and Jean Rigaux.



PELGRIMS de Bigard with Charles Aznavour during a 1963 press reception.



PELGRIMS, second from left, with left to right, the Dutch conductor Van Oterloo, the celebrated pianist Wilhelm Backhaus, and Belgium conductor Rene Defosses.



PELGRIMS de Bigard with French comedian Fernandel.

The activities of the Pelgrims de Bigard group of companies are spread over six divisions, making it one of the most powerful vertically integrated private record companies in Europe, with the biggest production of records of any independent in Europe.

1. RECORD PRESSES:

The Societe Fabeldis in Brussels is responsible for the manufacture of the famous electronic Fabel presses.

Fabeldis has equipped with presses, extruders, molds and accessories more than 100 record factories throughout the world, including some in the East European countries. More than 200 Fabel presses are in operation in the U.S. and about 100 in Japan.

The perfection and production capacity of these machines is such that more and more pressing factories, whether of small, medium or large capacity, are demanding Fabel equipment.

2. RECORD PRESSING:

The group has five pressing plants.

In Normandy, France, the affiliate company, ACEM, is building a new ultra modern, completely automatic plant with a production capacity of 80,000 records a day, following the fire which completely destroyed the original plant in July last year. In six weeks, by working night and day, a temporary factory was built last year, using prefabricated units, and with a round-the-clock three-shift system production is now running at 50,000 records a day.

In the new factory the printing division will be principally engaged in the production of four-color sleeves using five Roland offset machines and automatic cutting and laminating. Production will exceed one million sleeves per month.

This French plant has, for many years, exclusively pressed such important lines as Decca, RCA, Vega, Reader's Digest, and Grands Musiciens (for Hachette).

In Belgium there are three pressing plants—Fabeldis, Discopress and Sobedi—the last two having been acquired after being competitors for 20 years.

The production of the three Belgian plants represents 85 percent of the total national production of records. These factories also produce large quantities of records for export to Holland.

Finally in the Congo the affiliate company, Macodis, founded by Pelgrims 15 years ago, presses largely African repertoire. It is the only pressing factory in the Congo and it produces more than a million records a year.

The total production of the five factories in 1969 was more than 16 million disks.

3. RECORDING STUDIOS AND CUTTING LABORATORIES:

The group has six recording studios in Paris, Brussels, Amsterdam and Kinshasa in the Congo, in which all new productions are recorded. The studios are also leased out to other companies.

The installations include much Neumann, Ampex and Studer equipment and recording facilities range from single-track to 16-track.

Neumann and Orthophone cutting equipment enables the laboratories to produce mono and stereo masters of high quality.

4. DISTRIBUTION:

The group's distributive operations can be di-

vides into four geographical sections:

a. In France (for distribution in France and former French colonies in Africa), there are two companies: SOFRASON, which has distributed Decca product for 12 years.

AREA, which has distributed RCA product for 12 years.

This group of companies is among the big four in France and Pelgrims de Bigard is the founder and president directeur general.

b. In Belgium the Societe Fonior which has distributed Decca product for 35 years.

c. In Holland the Dureco company, which distributes a number of lines which have become very important in the Dutch market, such as Omega, Pink Elephant, Te Deum.

Pelgrims de Bigard is president directeur general of both Dutch and Belgian companies.

d. In the Congo the Societe Ecodis distributes an African catalog which includes recordings by more than 120 African bands. In a few years the catalog has grown to attain more than 3,000 titles. Ecodis is also exclusive distributor in the Congo of several important international labels.

In the other territories of Africa the group deals with distributors who manufacture more than two million disks a year taken from the Fonior group catalogs.

5. RETAIL SHOPS AND RACK JOBBING

The group has three retail shops in Brussels which could be regarded as model outlets on the basis of the system of selling, employed and the volume of turnover. These shops go under the name of La Maison Bleue and are extremely well known in Belgium.

The group began rack jobbing operations as long ago as 15 years in a chain of cut price stores. Today the group's rack jobbing division controls more than 200 points of sale in Belgium, mostly in supermarkets, and department stores. Many of these outlets have a turnover of \$100,000 a year.

The rack jobbing system is developing rapidly in Belgium and it is the group's belief that rack jobbing—which Pelgrims insists is an additional outlet to retail shops, not a competitive one—will double the sale of records in all countries of Europe which adopt it.

Says Pelgrims: "The customer can find at any moment, within reach, a record which he is tempted to buy. It is quite certain that mass circulation weekly magazines would never achieve the high circulations they enjoy if they were only available in bookshops. But using thousands of points of sale, so that they can be found everywhere, circulations can run into millions.

"The record retailer should not be disturbed by the existence of a parallel chain of outlets. The good retailer who has a feeling for his work will keep his customers by being able to offer a larger selection of repertoire, principally in the classical field. Demand for records increases every year and the record retailer has nothing to fear if he is on top of his job."

6. PUBLISHING:

Fonior has excellent relations with all the major publishing houses in the industry and, says Pelgrims, "is appreciative of the dynamism of a good number of these companies."

The group has, at the same time, created four publishing companies and these are going from strength to strength. They are Grande Avenue in Paris, Bospel and Fonior in Brussels, and Bospel in Amsterdam.



THE INTERIOR of one of the Maison Bleue record stores in Brussel owned by Pelgrims de Bigard.



*We are proud to have been
associated with the forty years
of success of the Companies of
Mr. Pelgrims de Bigard.*

BANQUE NAGELMACKERS
Place de Louvain, 12, Bruxelles
Since 1929

CREDIT DU NORD
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Since 1947

CREDIT DU NORD BELGE
Rue du Fossé-aux-Loups, 32, Bruxelles
Since 1948

SOCIETE GENERALE DE BANQUE
Montagne du Parc, 3, Bruxelles
Since 1950

AMSTERDAMSCHER BANK
Herengracht, 595, Amsterdam
Since 1952

BANQUE NATIONALE DE PARIS
Bld. des Italiens, 16, Paris
Since 1955

BANQUE BELGE D'AFRIQUE
Kinshasa
Since 1955

“always first in the world”

40



L. DEWALLENS
General Technical Manager



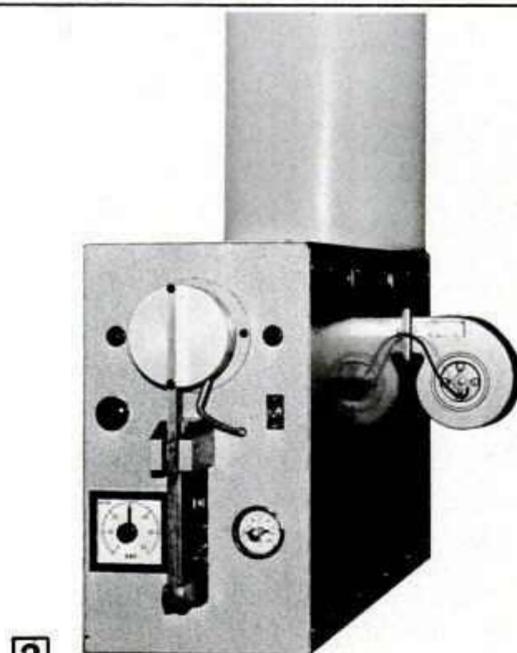
J. WOUTERS
Record Production Chief



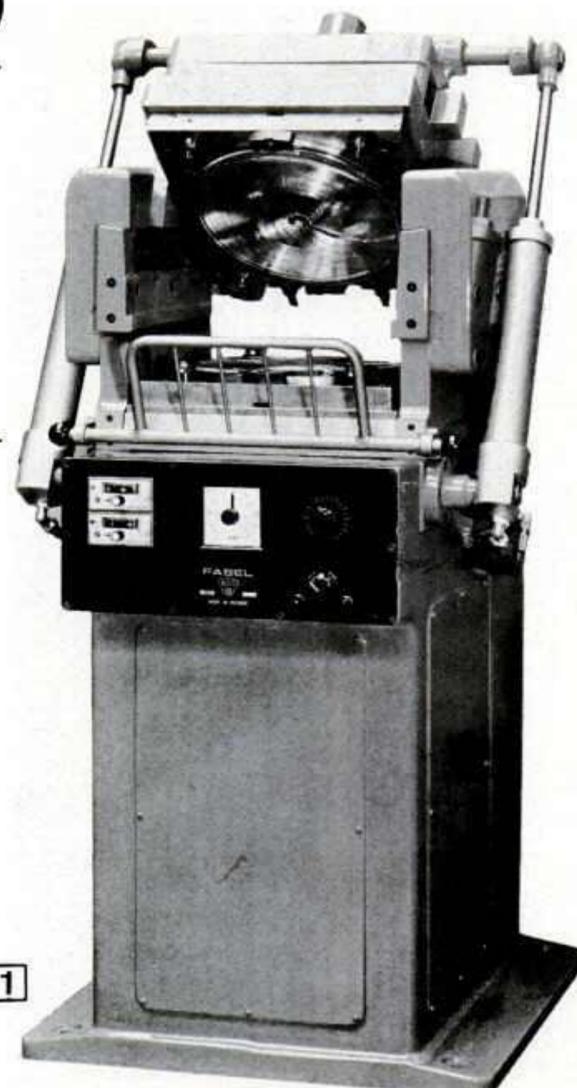
3



4



2



1

■ with the new automatic Super FABEL TC ■ the only record press with all transistorized thermo-control system and ■ the recent modern automatic extruder mounted in compact unit with the press.

1 **Fabel TC** ■ High efficiency ■ New all silicon transistorized 3 adjustable temperatures control in plug-in box with printed circuits & platin sensor ■ Interchangeable standard spare parts ■ No maintenance ■ Electric & pneumatic security devices, one independant of the other ■ No more rejects ■ More than 4 records per minute ■ Power : 140 tons ■ Precision engine

2 **Fabelmix 130** ■ Extruder of compact design, can be fixed on any type of press ■ Thermo safety device, cold starting impossible, precision steam heating, three HP motor ; screw 1 5/8 inch ■ Pneumatic closing and opening ■ Out put 180 gr in 25 sec. Also smaller unit available,

3 **Fabelmo** ■ Recent quick heating & cooling die in Cr-Ni steel with double spiral chanel ■ Rapid dismounting

4 **Fabelbo** ■ Automatic 10" and 12" record edging machine by hot knife ■ Practical vacuum holding device

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Soul

Billboard SPECIAL SURVEY For Week Ending 6/6/70

Soul Sauce

BEST NEW RECORD OF THE WEEK:

"SWEET LOVE"

MARY WELLS
(Jubilee)



By ED OCHS

SOUL SLICES: Members of **FORE**, meeting in Chicago, May 16 & 17, blamed the dip into depression and recession on the takeover by conglomerates of distribution, rack jobbing and retailing. A panel of speakers agreed that record merchandising and marketing at the retail level was a creative field that only the "mama and papa" stores—the ones hardest hit—were really qualified to develop. Dual distribution by record companies was seen as the only way out of recession and into a revival of independent distributors. Said **Reggie Lavong** of Capitol Records: "Your time for involvement is now. Too long have you settled for an edge. We don't want on edge, we want to go as high as we can. We should demand that our ceilings be lifted. Any man with a reasonable amount of intelligence," he added, "can attain almost any goal in life, and you are intelligent men." **FORE** looks like it's going to take care of some business . . . On stage at the Apollo till Wednesday are **Smokey Robinson & the Miracles**, and **David Ruffin** . . . Atlantic's Miami-bound **Dixie Flyers**, the rhythm section behind **Dee Warwick** and **Aretha Franklin**, have become the label's top support group at Atlantic's new soul headquarters, Criteria Sound Studios in **Jerry Wexler's** backyard. The Flyers are **Sam Creason**, **Jim Dickinson**, **Mike Utley**, **Charlie Freeman** and **Tommy McClure**. They'll be heard behind **Carmen McCrae** on her latest for Atlantic, produced by **Arif Mardin** . . . New **Brenton Wood**: "Boogaloo Louisiana," on **Double Shot** . . . Silver Fox is about ready with debut LP's by **George Perkins & the Silver Stars** ("Crying in the Streets"), **Betty LaVette**, and **Calvin Leary's** "Cummins Prison Farm" album on **Blue Fox** . . . The team of **Holland-Dozier-Holland** are back in the songwriting business again. They've signed with **Gold Forever Music**, whose president is **Eddie Holland** . . . **Roulette** is picking up soul steam with the **Third Degrees'** "Maybe." . . . Big comeback for the **Five Stairsteps** with their "O-o-h Child." . . . **Probe** looks good with **Freddie Scott's** growing "I Shall Be Released." . . . **Starday/King** is ready with its **Blues Masters** series, featuring fine disks by **John Lee Hooker**, **Memphis Slim**, **Lonnie Smith**, **Eddie Vinson** and others . . . Overlooked and underplayed: the **Manhattans'** "If My Heart Could Speak," getting bigger on the **DeLuxe** label . . . **Jimmy Shaw** of **Command/Probe** reads **Soul Sauce**. Do you?

Shaped Notes

• Continued from page 40

the U.S. Air Force. The show is distributed to more than 2,500 radio stations throughout the world.

The **Oak Ridge Boys** went off on a 10-day tour of Sweden and Norway, arranged by the **Don Light Talent Agency**. With them were the **Samuelson Brothers**, a Swedish gospel duo. . . . Through 15 straight albums, the **Ray Charles Singers** recorded romantic music. On the 16th, Charles took a chance with a collection of all time great gospel music classics and some new ones. Spotlights in the album are songs by **Albert Brumley**. And it's the 45th recording of **Brumley's** famous "I'll Fly Away." . . . **Willa Dorsey** will present the featured music trophy at the sixth annual **God and Country Awards Dinner** in Hollywood next Sunday. . . . The **Blackwood Brothers** have a busy June in store, playing dates in more than a dozen states. . . . **W.F. Myers**, president of the **Gospel Music Association**, is on a 10-week tour of Europe and Great Britain in an effort to expand **SESAC's** continuing role of leadership in international markets. He is visiting 13 countries.

Jake Hess has signed an exclusive booking contract with the **Don Light Talent Agency**. The announcement was made by **Herman Harper**, general manager. Hess, a

former member of the **Statesmen Quartet**, was founder of the **Imperials**. . . . The **Trav'lers**, of **Greenville, S.C.**, give **Green Stamps** to people who buy their records and other merchandise on tour. . . . The **Evangels Quartet** from **Enterprise, Alabama**, has its first stereo album on the market. . . . **Jeery** and **Andrea-Goff** of the **Thrasher Brothers** spent 10 days resting in **Hawaii**, getting ready for the summer swing.

The **Crownsmen Quartet** of **Cincinnati**, with the **C.Q.E.** label, now has its third LP on the market. . . . The **Lewis Family** of **Lincolnton, Ga.**, moves back to the big **Benifay, Fla.**, sing this year. . . . The **Singing Deweys** of **Big Springs, Neb.**, now has an ordained minister as part of the group. He is **Levoy Dewey**. The group has released two singles, with brass and strings and 25 voices recorded at the **Benson Sound Studio** in **Oklahoma City**. . . . The **Palmetto State Quartet** of **Rock Hill, S.C.**, has a new bass singer, **Ron Bright**. . . . The **Lorne Matthews Family and Trio** of **South Bend, Ind.**, plays a quarterly concert there in the **Morris Auditorium** which is always a complete sell-out. . . . The **Blackwood Singers** have made some personnel changes. **Sam Kirk**, the bass singer, is from **Clear Lake, Ia.** Also recently added is **Walter Smith** of **Jacksonville, Fla.**, the brother of **David Smith**.

BEST SELLING Soul LP's

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	THE ISAAC HAYES MOVEMENT Enterprise ENS 1010	8	26	23	WALKING IN SPACE Quincy Jones, A&M SP 3023	26
2	2	PSYCHEDELIC SHACK Temptations, Gordy GS 947	10	27	27	GIVE ME JUST A LITTLE MORE TIME Chairmen of the Board, Invictus ST 7300	6
3	—	ABC Jackson 5, Motown MS 709	1	28	21	LIKE IT IS Dells, Cadet LPS 837	15
4	6	STILL WATERS RUN DEEP Four Tops, Motown MS 704	10	29	28	MY MAN! WILD MAN! Wild Man Steve, Raw 7000	19
5	5	GET READY Rare Earth, Rare Earth RS 507	20	30	39	YOU AND ME Jerry Butler, Mercury SR 61269	4
6	3	THIS GIRL'S IN LOVE WITH YOU Aretha Franklin, Atlantic SD 8248	17	31	24	MOVE YOUR HAND Lonnie Smith, Blue Note BST 84326	6
7	4	GRITTY, GROOVY & GETTIN' IT David Porter, Enterprise ENS 1009	12	32	33	DO THE FUNKY CHICKEN Rufus Thomas, Stax STS 2028	5
8	9	FUNKADELIC Westbound 2000	11	33	38	BITCHES BREW Miles Davis, Columbia GP 26	4
9	8	I WANT YOU BACK Jackson 5, Motown MS 700	21	34	37	THE DEVIL MADE ME BUY THIS DRESS Flip Wilson, Little David LD 1000	15
10	10	I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter SPS 581	6	35	35	PORTRAIT Fifth Dimension, Bell 6045	4
11	13	REAL FRIENDS Friends of Distinction, RCA Victor LSP 4313	10	36	32	SANTANA Columbia CS 9781	25
12	12	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	26	37	29	BLACK GOLD Nina Simone, RCA Victor LSP 4248	14
13	14	SOUL ON TOP James Brown, King KS 1100	8	38	40	BAND OF GYPSIES Jimi Hendrix, Buddy Miles & Billy Cox, Capitol STAO 472	3
14	7	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol SKAO 404	12	39	48	GREATEST HITS Fifth Dimension, Soul City SCS 33900	2
15	15	COMPLETELY WELL B. B. King, BluesWay BLS 6037	24	40	41	RIGHT ON Wilson Pickett, Atlantic SD 8250	8
16	16	STEVIE WONDER "LIVE" Tamla TS 298	9	41	31	PUZZLE PEOPLE Temptations, Gordy GS 949	35
17	11	GLADYS KNIGHT & THE PIPS GREATEST HITS Soul SS 723	10	42	34	DIANA ROSS & THE SUPREMES' GREATEST HITS, VOL. III Motown MS 702	21
18	18	STAND Sly & the Family Stone, Epic BN 26456	58	43	43	FAREWELL Diana Ross & The Supremes, Motown MS2 708	3
19	17	DELPHONICS' SUPER HITS Philly Groove PG 1152	29	44	—	BLACK TALK Charles Earland, Prestige PR 7758	1
20	19	TODAY Brook Benton, Cotillion SD 9018	16	45	—	RIGHT ON Supremes, Motown MS 705	1
21	20	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	48	46	50	STAIRSTEPS Buddah BDS 5061	2
22	22	McLEMORE AVENUE Booker T. & the MG's, Stax STS 2027	6	47	47	JR. WALKER & THE ALL STARS LIVE Soul SS 725	3
23	25	AIN'T IT FUNKY James Brown, King KS 1092	17	48	—	WHATLOVEHAS—JOINEDTOGETHER Smokey Robinson & the Miracles, Tamla TS 301	1
24	26	NOT ON THE OUTSIDE Moments, Stang 1000	2	49	—	CARRYIN' ON Grant Green, Blue Note BST 84327	1
25	36	COME TOGETHER Ike & Tina Turner & the Ikettes, Liberty LST 7637	4	50	—	COME ON DOWN Eddie Harris, Atlantic SD 1554	1

Gospel Scene

• Continued from page 40

song. If you are not playing this song on your station find out why and do something about it. This great was called the "Negro National Anthem," but it can also be called the black man's national anthem. It will truly be beneficial for black people everywhere to learn the words to this song and to teach them to their children. All proceeds from this great song will go to **Southern Christian Leadership Conference**. That is another reason to play this song and to encourage your listeners to purchase a copy. Some of the stations that have already started playing this song are the following:

In **Alabama**: WAPX, WENN, WEUP; in **Arkansas**: KALO, KCAT, KOKY; in **California**: KDIA, KGFJ, KLIP; in **Colorado**: KDKO, KBPI; in **Connecticut**:

WKND; in **Washington, D.C.**: WOOK, WOL; in **Florida**: WBOP, WBUS, WCNH; in **Georgia**: WBHB, WDWD, WERD; in **Illinois**: WBEE, WGRT, WMP; in **Indiana**: WTLC, WWCA; in **Kansas**: KEYN; in **Kentucky**: WLOU; in **Louisiana**: KOKA, KAOK,

WYLD; in **Maryland**: WEBB, WINN, WITH; in **Massachusetts**: WILD; in **Michigan**: WCHB, WGPR, WJBL; in **Mississippi**: WOKF; in **Missouri**: KATZ, KWK, KPRS; in **New Jersey**: WNJR; in **New York**: WLIB, WWRL; in **North Carolina**: WAAA, WAIR, WEAL; in **Ohio**: WABQ, WCIN, WDAO; in **Pennsylvania**: WDAS, WHAT; in **Tennessee**: WDIA, WLOK, WVOL; in **Texas**: KNOK; in **Virginia**: WJJS and in **Wisconsin**: WNOV; because of space this is only a partial listing.

Youth-Run Promo Co.

• Continued from page 33

expressed a hope for expanding his program to neighboring states, if it is successful in Oregon. "If these companies like my idea, I hope they will let me hear about it," concluded Burke. "I want to have some type of dialog with them. After all, that is the only way for us to understand each other."



Soviet Coin Machine Show

• Continued from page 57

Central Park and the Ismalov Park, will cover the entire spectrum of leisure entertainment and amusement catering and there will be much emphasis on the manufacturing of amusement machines and equipment.

The principal portion of the Fair will have on display general information on the manufacturing of amusement machines and devices, as well as the various materials, colors, models, types and series used in the manufacture. These will be illustrated by

means of diagrams, models and movies, plus demonstration films and advertising.

The exhibitors will also give a survey on amusement machines—carousels, monorails, dodgems, water boats, kiddie rides as well as coin-operated electronic games, mobile entertainment machines and winter season entertainment.

On display at another part of the exhibition will be demonstrations of public parking, rotating doors, cashier devices, cleaning articles or playing sites for children. There will be prefabricated parts of arcades and libraries on show, as well as remote control devices, acoustic and visual installations, along with portable stages, seats, various types of tents, including a circus tent.

All Machines Ready for Location

Seeburg 200 selection wall box	24.50
Smokeshop 850 Starlite—w/50¢ unit	195.00
AMI K120	125.00
AMI 200 selection wall boxes	14.50
AMI N	425.00
AMI M	335.00
AMI LB	195.00
AMI Cont. 2	125.00
Rock-Ola Coffee, Model 1404	95.00
CC Big League	175.00
Midway Playball	125.00

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Filled Capsule Mixes
All 25¢ per bag

5¢ Economy Mix	\$3.90
5¢ De Luxe Mix	5.00
5¢ Ring Mix	4.50
10¢ Big Dice Mix	8.00
10¢ Economy Mix	7.00
10¢ Super Ball Mix	8.00
Laugh-In Books & Buttons	12.00 M
25¢ Jewelry Mix, 100 Bag	10.00
VI or V2	10.00
25¢ V2 Rubber Animals	10.00
Baseball Buttons for 1¢ Vending	12.00 M

T. J. KING & CO. INC.
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Phone: 312/533-3302

Disk Promo Squeeze 'Intense'

• Continued from page 57

"Lay Lady Lay" concentrated heavily on "Cherry Hill Park" by Billy Joe Royal, though students of the pop lyrics describe the former as poetically redemptive and the latter as crudely suggestive. Such is the mystery of language.

Kunen goes on, "I asked Mr. Sklar why they don't play 'Sky Pilot' on his station. He said because not enough people seem to be buying it. I think we both knew why people weren't buying it."

Admittedly, much contemporary product is making statements in language that cannot be aired for legal or clear-cut social reasons. Such merchandise—Philips "Je T'Aime . . . Moi Non Plus" is an example—is normally relegated to underground promotional channels. Public exposure is virtually written off.

Yet public exposure of this type product need not be habitually discounted. In countering censorship—and many other radio-rooted promotion problems—the jukeboxes represents a viable alternative. "Je T'Aime . . . Moi Non Plus," for example, could have been programmed without repercussion on approximately 50,000 jukeboxes in the U.S. that cater to mature, sophisticated clientele.

Unfortunately, this did not happen. Just as unfortunately, the jukebox industry is not relied on as the alternative public exposure medium when radio refuses to play James Brown's "I'm Black and I'm Proud" for being too incendiary, the Plastic Ono Band's "Give Peace a Chance" for being too political, "MacArthur Park" for being too long, "Superstar" or "Ballad of John & Yoko" for being irreligious or "Welfare Cadillac" and "Okie From Muskogee" for being too square.

The jukebox emerges as the ideal exposure outlet for such controversial material because, unlike radio, its program fare is picked and paid for by the individual listener. (For this reason, a strong case can be made for the jukebox as the only authentic index of record popularity other than over-the-counter sales.) The patron pays his money and receives his merchandise. He is not likely to be shocked or offended. This applies even to patrons

in the location who overhear a tune played by somebody else. For the act of entering a particular public place implies choice—the choice of a specific type of companionship and atmosphere. And the good jukebox and programmer knows all these variables and tailors the music accordingly.

To illustrate, the patrons of the typical East Village "singles" bar expect a whole set of crowd and atmosphere traits, including Decca's "John and Mary," complete with heavy breathing, on the jukebox. The accountant who stops in at an East Side neighborhood bar is choosing a different set of variables, as is the teenager at the soda shop.

Chances are, however, that "John and Mary" is not being programmed on jukeboxes at the "singles" bars throughout the U.S. Why? the major reason is that the record industry is geared to airplay promotion and is having difficulty changing its attitudes—thence procedures—even in the face of the overwhelming problems and shortcomings presented by the radio exposure medium.

A lesser reason for the record industry's lack of recourse to jukeboxes for the exposure of controversial product is resistance within the jukebox industry. Many record men remember that a large segment of the jukebox business lobbied against much of the early "race" music as being suggestive. And it is a fact that many jukebox operators tend to be conservative.

But the business has changed. Many extraneous types of high-revenues equipment are no longer part of the industry. More operators today depend on jukebox revenue for their livelihood. And if a record will make money, it will make the boxes. It's as simple as that.

A third problem is that universal one: lack of communication. Record men and jukebox men just don't know how much good they can do each other today. Sustained effort at every level in the business will be required to bring about jukebox promotional enlightenment.

As a first step toward this end, take this article to all your local distributor promotional personnel and insist that they read it.

Then shake hands and say "Let's start today."

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The Bluebook

Valuation of Used & Reconditioned Coin Machines

June 6, 1970

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are unfit for application to any specific buyer-seller situation.

Flipper Games		Chicago Coin	
Gottlieb		Low	High
Airport, 2P, 4/69	365 485	Action, 1P, 9/69	No Avg.
Bank a Ball, 1P, 9/65	100 190	Astronaut, 2P, 7/69	430 535
Big Top, 1P, 1/64	65 160	Beatnick, 2P, 3/67	190 295
Bonanza, 2P, 6/64	85 175	Bronco, 2P, 5/64	65 145
Bowling Queen, 1P, 8/64	65 150	Festival, 4P, 1/67	255 365
Bunkaroo, 1P, 6/65	105 195	Firecracker, 2P, 12/63	No Avg.
Central Park, 1P, 4/66	130 225	Gunsmoke, 2P, 6/68	300 415
College Queens, 4P, 6/69	525 145	Hula Hula, 2P, 5/66	140 235
Cow Poke, 1P, 5/65	75 160	Kicker, 1P, 11/66	135 230
Cross Town, 1P, 11/66	135 245	Moonshot, 4P, 9/69	No Avg.
Dancing Lady, 4P, 12/66	260 355	Mustang, 2P, 10/64	70 165
Dodge City, 4P, 7/65	160 250	Pirates Gold, 1P, 4/69	355 445
Domino, 1P, 10/68	300 395	Playtime, 2P, 10/68	330 425
Flipper Pool, 1P, 11/65	90 160	Royal Flash, 2P, 11/64	65 130
Four Seasons, 4P, 12/68	445 570	South Pacific, 2P, 11/64	65 150
Flying Chariots, 2P, 10/63	No Avg.	Stage Coach, 4P, 8/68	395 525
Funland, 1P, 5/68	310 410	Sun Valley, 2P, 8/63	55 125
Gaucha, 4P, 1/63	65 145	Twinky, 2P, 9/67	220 325
Gigi, 1P, 12/63	No Avg.		
Happy Clown, 4P, 11/64	150 240		
Hi Dolly, 2P, 5/65	135 225		
Hi Score, 4P, 5/67	295 415		
Ice Revue, 1P, 12/65	115 205		
Ice Show, 1P, 1/66	No Avg.		
Kings & Queens, 1P, 4/65	85 165		
King of Diamonds, 1P, 6/67	210 300		
Majorettes, 1P, 8/64	70 155		
Masquerade, 4P, 2/66	245 335		
Mayfair, 2P, 6/66	205 295		
Mibs, 1P, 9/69	No Avg.		
North Star, 1P, 10/64	70 155		
Paradise, 2P, 11/65	135 230		
Paul Bunyan, 2P, 9/68	380 495		
Preview, 2P, 9/68	No Avg.		
Royal Guard, 1P, 2/68	280 370		
Sea Shore, 2P, 9/64	90 180		
Ship Mates, 4P, 2/64	100 180		
Sing Along, 1P, 9/67	200 305		
Skyline, 1P, 1/65	85 165		
Slick Chick, 1P, 4/63	50 115		
Spin a Card, 1P, 1/69	340 435		
Spin Wheel, 4P, 3/68	395 505		
Super Score, 2P, 4/67	225 345		
Surfside, 2P, 10/67	290 395		
Sweet Hearts, 1P, 9/63	50 115		
Swing Along, 2P, 7/63	55 130		
Target Pool, 1D, 7/69	370 460		
Thoro Bred, 2P, 6/65	125 210		
World Fair, 1P, 5/64	65 145		
Wild Wild West, 2P, 9/69	No Avg.		

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What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Indianapolis; Soul Location

Larry R. Geddes, programmer, Lew Jones Music



Current releases:
 "Viva Tirado," El Chicano, Kapp 2085;
 "3 Minutes 2 Hey Girl," George Kerr Orchestra, All Platinum 2316;
 "Your Fool Still Loves You," Oscar Weathers, Top & Bottom 402.
Oldies:
 "Yester-Me, Yester-You, Yesterday," Stevie Wonder;
 "Hey There Lonely Girl," Eddie Holman.

Sterling, Ill.; Kid Location

George Woolridge, operator, Glenn Witmer, programmer, Blackhawk Music Co.



Current releases:
 "Baby Hold On," Grass Roots, Dunhill-ABC 4237;
 "Puppet Man," Fifth Dimension, Bell 880;
 "The Seeker," The Who, Decca 32670.
Oldies:
 "Master Jack," Four Jacks and a Jill;
 "The Beat Goes On," Sonny and Cher.

Haddonfield, N.J.; Adult Location

Pat Pavese, programmer, Cannon Coin Machine Co.



Current releases:
 "The Best Thing You've Ever Done," Barbra Streisand, Columbia 4-45147;
 "You'll Remember Me," Peggy Lee, Capitol 2817;
 "What Is Truth," Johnny Cash, Columbia 4-45134.

Belleville, Ill.; Adult Location

Herschel (Bud) Taylor, programmer, Taylor Sales Co.

Current releases:
 "The Wonder of You," Elvis Presley, RCA Victor 47-9835;
 "He Loves Me All the Way," Tammy Wynette, Epic 5-10612;
 "For the Love of a Woman," Dean Martin, Reprise 0915.

Galesburg, Ill.; Kid Location

Don Knott, programmer, Knott Music Co.

Current releases:
 "Cecelia," Simon and Garfunkel, Columbia 4-45133;
 "Up Around the Bend," Creedence Clearwater Revival, Fantasy 641;
 "Which Way You Going Billy?" Poppy Family, London 129.

Mankato, Minn.; Kid Location

Carole De Vries, programmer, C&N Sales Co., Inc.



Current releases:
 "Cecelia," Simon and Garfunkel, Columbia 4-45133;
 "Everything Is Beautiful," Ray Stevens, Barnaby 2011;
 "Spirit in the Sky," Norman Greenbaum, Reprise 0885.
Oldies:
 "Jean," Oliver;
 "You Make Me So Very Happy," Blood, Sweat & Tears.

Alton, Ill.; Young Adult Location

Harry A. Scheffner, operator, Helen Franklin, programmer, Schaffner Music Co., Inc.



Current releases:
 "If I Didn't Care," Ray Anthony, Ranwood 873;
 "The Wonder of You," Elvis Presley, RCA Victor 47-9835;
 "Puppet Man," Fifth Dimension, Bell 880.
Oldies:
 "Folsom Prison Blues," Johnny Cash;
 "Wooly Bully," Sam the Sham.

Jackson, Miss.; Soul Location

Windham Caughman, programmer, Capitol Music Co., Inc.



Current releases:
 "It's All in the Game," Four Tops, Motown 1164;
 "Steal Away," Johnnie Taylor, Stax 0068;
 "The Thrill Is Gone," Aretha Franklin, Atlantic 2731.

Fertile, Minn.; C&W Location

Duane Knutson, programmer, Automatic Sales Co.



Current releases:
 "He Loves Me All the Way," Tammy Wynette, Epic 10612;
 "All I Have to Do is Dream," Bobbie Gentry and Glen Campbell, Capitol 2745;
 "Mortgaged Plymouth," Cousin Tuny, Paula 1228.
Oldies:
 "Proud Mary," Anthony Armstrong Jones;
 "I Fall to Pieces," Patsy Cline.

Port Chester, N.Y.; Young Adult Location

John S. Tartaglia, programmer, Tartaglia Brothers, Inc.



Current releases:
 "The Letter," Joe Cocker, AGM 1171;
 "Lay Down," Melanie, Buddah 167;
 "Long and Winding Road," Beatles, Apple 2832.
Oldies:
 "Something's Burning," Kenny Rogers and the First Edition;
 "Let It Be," Beatles.

The Bluebook

Continued from page 58

Minizag, 1P, 12/68	300	405
Monte Carlo, 1P, 2/64	50	120
Moonshot, 3/63	45	115
On Beam, 1P, 9/69	No	Avg.
Op Pop Popo, 1P, 4/69	335	445
Rockmakers, 4P, 10/68	415	540
Rocket III, Add a Ball 1P, 6/67	No	Avg.
Safari, 2P, 8/68	390	460
Sheba, 2P, 3/65	90	180
Surfers, 2P, 1/68	240	350
Six Sticks, 6P, 4/66	170	275
Sky Divers, 1P, 4/64	60	120
Star Jet, 2P, 12/63	80	125
Trio, 1P, 9/65	80	155
2 in 1, 2P, 8/64	70	150
3 in Line, 4P, 8/65	No	Avg.
Wild Wheels, 2P, 3/66	155	245
Wiggler, 4P, 9/67	330	450
World Cup, 5/68	No	Avg.

Midway

Flying Turns, 2P, 1964	60	135
Rodeo, 2P, 11/64	60	145
Mystery Score, 1P, 1965	45	140
Winner, 2P, 12/63	No	Avg.

Williams

A Go Go, 4P, 6/66	240	350
Alpine Club, 1P, 3/65	70	145
Apolla, 1P, 6/67	190	295
Beat the Clock, 1P, 12/64	55	115
Beat Time, 2P, 10/67	No	Avg.
Big Chief, 4P, 9/65	170	265
Big Daddy, 1P, 9/63	50	125
Big Deal, 1P, 2/63	No	Avg.
Big Strike, 1P, 11/65	140	230
Bowl a Strike, 1P, 12/65	110	190
Caberat, 4P, 1/69	410	550
Casanova, 2P, 12/66	195	305
Derby Day, 2P, 10/67	250	380
Ding Dong, 1P, 3/68	265	375
Doozie, 1P, 9/68	295	440
Eager Beaver, 2P, 4/65	125	210
Eight Ball, 2P, 1/66	200	280
El Toro, 2P, 8/63	55	130
Full House, 1P, 3/66	145	235
Hayburner, 2P, 8/68	360	505
Heat Wave, 1P, 7/64	55	115
Hot Line, 1P, 10/66	180	260
Jolly Roger, 4P, 2/68	330	450
Jumpin' Jacks, 2P, 4/63	55	125
Lady Luck, 2P, 4/68	No	Avg.
Lucky Strike, 1P, 8/65	90	170
Magic City, 1P, 1/67	170	285
Magic Town, 1P, 1/67	170	285
Merry Widow, 4P, 10/63	70	150
Miss-O, 1P, 3/69	355	445
Mouline Rouge, 1P, 6/65	90	165
Oh, Boy, 26, 2/64	65	140
Paddock, 1P, 9/69	No	Avg.
Palooka, 1P, 5/64	65	150

Pot O Gold, 2P, 7/65	120	205
Pit Stop, 2P, 11/68	365	490
Pretty Baby, 2P, 3/65	105	190
River Boat, 1P, 9/64	65	150
San Francisco, 2P, 5/64	70	165
Shangrila, 4P, 3/67	280	395

Ski Club, 1P, 3/65	No	Avg.
Skill Pool, 1P, 6/63	45	110
Soccer, 1P, 3/64	60	145
Smart Set, 4P, 9/69	No	Avg.
Suspense, 2P, 7/69	No	Avg.
Stop & Go, 2P, 8/64	85	160
Student Prince, 4P, 8/68	390	525
Teacher's Pet, 1P, 10/65	100	180
Tom Tom, 2P, 1/63	55	125
Touchdown, 1P, 11/67	220	330
Top Hand, 1P, 5/66	160	260
Wing Ding, 1P, 12/64	No	Avg.
Whoopee, 4P, 10/64	140	225
Zig Zag, 1P, 12/65	75	150

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 - Rowe FIF0 CANDY MACHINE 595.00
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'Jukebox' Wins Restaurant Friends

• Continued from page 57

"It's All in the Game" by Tommy Edwards, "Frenesi" by Artie Shaw, "Love Sick Blues" by Hank Williams, "Miami Beach Rhumba" by Xavier Cugat and such contemporary standards as the Beatles' "Hey Jude" and "This Magic Moment" by Jay & the Americans.

The problem of approaching restaurant owners and managers of fast food franchises was dramatized when Frank C. Mezera, director of purchasing, Shakey's Inc., said he was "not sold on jukeboxes," as he talked with Gould. Shakey's originally designed its outlets with an area

expressly allocated to the jukebox.

Mezera said: "We're designing a new pilot facility that will not have a section for teenagers. We're finding that there is too much hard rock on the jukeboxes in our teenage section. But many of our franchisees have found that the jukebox is bringing in good money and it will not be easy to make a change."

Gould thinks they can sell Mezera on the component approach keyed to a greater variety of programming. "Our idea stopped him cold—he wants us to explain it to him," Gould said. Mezera said he wanted his

franchisees to be more flexible in their music offerings (in many of the chains' 350 outlets a special player piano is now being used).

Greater flexibility for restaurant and lounge owners was also stressed at the Rowe exhibit where the firm has now added a microphone for paging. The firm was also showing its burglar alarm monitor system. The Tramount, as with the other two exhibitors, was programmed with a heavy offering of adult type programming to appeal to the thousands of restaurant owners circulating through the huge International Amphitheatre convention.

Restaurant Show Scenes



PAUL HUEBSCH, Rowe International, Inc., holds his firm's new microphone paging unit displayed at the recent National Restaurant-Hotel-Motel Convention in Chicago. With Huebsch is Art Seglin, background music specialist. James Newlander, Jerry Marcus, Mitch Fried, Stan Levin and others from Atlas Music were at the show.



ALBERT (AL) EVANS, 69, an operator in Mishawaka, Ind., for 40 years, died May 18 as a result of what is believed to be a heart attack. He had been ill for several months. Evans' company was known as Evans Sales & Service until he sold it Jan. 1, 1970. He is survived by his widow, Mrs. Gladys Evans, a daughter and a sister.

Barwick Tells S.C. Goals

• Continued from page 57

executive director could help us a lot in public relations."

In the meantime, he has appointed Royce Green Sr. of Rosemary Amusement Company, Andrews, chairman of the association's public relations committee. He appointed Horace Canady of Bill's Amusement Company, Charleston, co-chairman.

He appointed Royce Green Sr. to head the legislative committee also. A. L. Witt of Witt Music Company, Greenville, was appointed co-chairman. Past President Hal Shinn of Star Amusement Company, Gaffney, and Horace Canady also were appointed to the committee.

Barwick named H. H. An-

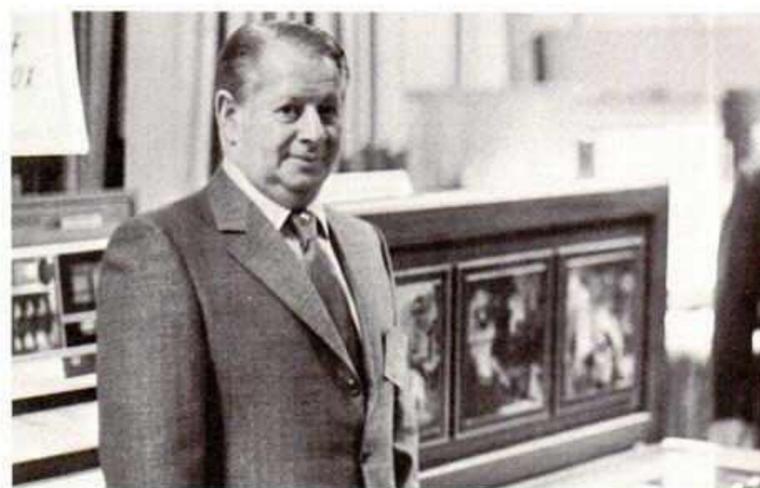
drews of Andrews Music Company, Inman, chairman of the Insurance committee. He appointed Hal Shinn co-chairman. He appointed Ernest Nickols of Nicks Music, Greenville, S. C., and Kenneth Flowe of Greenwood Music Company, Greenwood, S. C., to serve on the committee.

He appointed Hal Shinn to head the finance committee, and named H. C. Keels co-chairman; Jerry Palasis of Arrow Amusement Company, Charleston, and A. L. Witt will also serve.

Barwick picked A. L. Witt to chair the 1971 convention committee. Fred Collins Jr. of Collins Music Company, Greenville, will be co-chairman. H. C. Keels and Kenneth Flowe will serve on the committee.

H. H. Hackler of Peach State Dist., Columbia, will chair the program book committee. James M. Capps of Wurlitzer Dist. and Carl Poppell of South Atlantic Dist. Co. will serve on the committee.

Royce Green Jr. will head the registration committee. Kenneth Flowe will serve as co-chairman. Mr. Helen Sikes of Galloway Music Company of Columbia, and H. C. Keels will serve on the committee.



LARRY KAGHAN poses next to the NSM console unit.



DANNY GOULD, Miamco, div. Vendo Co. (left) and Frank Mezera, Shakey's, Inc., discuss the Cameron music system.

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5c Creepy Bugs	5.00
5c Northwestern Mix	4.25
5c Latest Assorted Mixes	5.00
10c Jewelry Mix	8.00
10c Assortment Mix	8.00
10c Western Mix	8.00
25c V2 Assortment 100 per box	10.00
25c V2 Bugs 100 per box	10.00

Empty V-V1-V2 CAPSULES

Wrapped Gum—Fleers 2000	\$7.40
Rain-Blo Gum, 2400 per ctn.	8.28
Rain-Blo Ball Gum, 2100 printed per carton	7.85
Rain-Blo Ball Gum, 5550 per ctn.	9.40
Rain-Blo Ball Gum, 4350 per ctn.	9.50
Rain-Blo Ball Gum, 3550 per ctn.	9.50
Maltettes, 2400 per carton	8.65

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Coinmen In The News

TOLEDO, O.

Robert Harding, field service representative, conducted a one-day service school here attended by James Verome, Robert Patterson, Neil Johnson, Glenn Roberts and Ron Stockman, Ray Hebler, William Matthews, Fondée Chambers, Larry Moscovitz and H. Plezcker.

CHARLOTTE, S.C.

A recent Wurlitzer service seminar was conducted here by H.W. Petcet, field service representative for the company. Attending were: Floyd Craven and Larry Curter of Macke Vending Co. of Salisbury, N.C.; John E. Bacon and Frederick S. Britt of Anson Music Co. of Lilesville, S.C.; Robert F. Crenshaw of Raleigh Music Co. in Raleigh, N.C.; Dexter C. Joyner of Joyner Music Co. of Middlesex, S.C.; Seba Matthews of Fayetteville Music Co. in Fayetteville, N.C.; Ralph Feimster of Feimster & Son in Stateville, N.C.; J.F. Wallas and George Reeves of J.F. Wallas Co. in Asheville, S.C.; Sam Dossett of Dossett Music Co. in Durham; Mose Phillips of Aldridge Music Co. of Crossmore, S.C.; and C.E. Dickerson of Brady Distributing Co. in Charlotte.

(Continued on page 61)

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- \$ Miniature golf
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Say You Saw It in Billboard

Coinmen In The News

• Continued from page 60

GREENVILLE, N.C.

H.W. Petet recently conducted a Wurlitzer service seminar here. Attending were: Buck Stallings, J.D. Heath, Bobby Wright, Ralph West, Carson Dail, Edward Bryant,

Ricky Smith, R.L. Jolly, A.G. Jolly, Basil O'Neal, Donald Gibbs, Duville Cuttrel and L. E. Thompson.

CHICAGO

Lou Cappello of Interstate United Corp. was reelected president of the Illinois Automatic Merchandising Council at its meeting in Delavan, Wis., recently.

Bernard Kiley of Services Corp. of America in Hinsdale was reelected vice president and Chester Kujak of General Food Corp. here was renamed treasurer. Gino Dal Cerro, vice president of Cockrell Coffee Service in Schaumburg was elected secretary.

The following were elected to three-year terms on the board of governors: Dal Cerro and Mary McCleary of Servomation McCleary in Bloomington; Charles Swanson Jr. of W-I Canteen in Rockford, Howard Wikoff of ARA Service of Southern Illinois in Springfield; Innis Walsh of Magic Chef in Oak Lawn; and Harold Sorrells of Cater-Vend in Jacksonville.

SAN FRANCISCO

Leonard Ricks, field service representative, recently conducted a week long Wurlitzer service seminar here. Attending were: Vernon Duden, Glenn Mitchell and Darrell Brown of Duden Music in Napa; Tex Aston, Elliot Lyman, Bob Williams and Bud Cartwright of Masters Music of Chico; Rad David of Davis Music Co. in Redding; Bobby Robinson of Universal Music here; Lewis Cohn of A-1 Music Co., here; Joe James of Merced Music in Merced; Edward Engberg and Jerry Fyffee of S.F. Operators Service, here; Fred Welch of Wilson Music, here; Don Regello of Statson Music of Redwood City; Al Fairbain of Blankenship Novelty

Co., here; Bob Benson, Hugh Jones and Tom Cooper of Ehrlick-Baker, here; A.B. Lindsay of Harrison and Terry in Oakland; Roy Thomas and Dick Lucy of Automatic Merchandise, here; Wayne Wilson, Lee Ward, Ken Ashlock and Tom Childers of Patton Music in Turlock; and Tony Baron, Hugh Darnell, Stu Brickley and Tom Martin of the Wurlitzer Distributing, here.

PENSACOLA, FLA.

F.A.B. Distributing Co., Inc., headed by Fletcher A. Blalock, hosted a Wurlitzer service school here. Attending were: W. T. Beasley of Ace Amusement in Mobile, Ala.; Poyton Taylor and Bill Meacham of Sutton Music Co. of Atmore, Ala.; Eugene Rhodes, R. E. Potts and John R. Britt of the Blalock Music Co.; C.D. Brasell of F.A.B. Distributing Co., Inc.; Sollie Culverhouse of Sollie's Music Co. in St. Andrews, Fla.; Jimmy Johnson and Shelley Boyd of the Dixie Amusement Co. of Dothan, Ala.; Eddie Batchelor of Coastal Amusement Co. from DeFuniak Springs, Fla.

NEW ORLEANS

Attending the Wurlitzer service seminar here were: P.L. Allen Jr., Franklin O. Ford and Forrest T. Allen of Allen Amusement of Luling, La.; Bobby Alston and Tommy Cuevas of Alston Amusement Co. in Gulfport, Miss.; Joseph P. Breaux of Barbin Novelty Co. in Crowley, La.

ST. LOUIS

Brandt Distributing Co., Inc., headed by P.O. "Pete" Brandt, hosted a Wurlitzer service seminar. Attending were: Delain C. Bendel and Truman Lemons of Lemons Coin Machine Co. of Cape Girar-

Jukebox Programmers Help Promote Local Record Acts

• Continued from page 57

area, such as Little Milton and Tyrone Davis, have made it nationally, but the newer artists have varying success. Some songs by local people may get heavy play for a week, and then die. Local artists just aren't that well known without radio play."

"There is a band in the area that makes these old-time records and we put them on the jukeboxes because the songs get fairly good response," said Duane Knutson, operator of Automatic Sales Co. in Fertile, Minn. "Some of the other local groups that play in the locations I service come in with records,

and we put them in the locations where they're playing."

According to Mrs. Orma Johnson Mohr of Johnson Vending Service in Rock Island, Ill., she always listens to the records first, but tries to program them. "We try to help them by putting the records on select jukeboxes on our route. Most of the people work in nightclubs and just have a few copies of the records."

Bonnie Humphrey, programmer for Missouri Valley Amusement Co. in Lee's Summit, Mo., also tries to program records by local groups before they break on the radio. Most of the records are pop music by Kansas City groups.

At a two-day seminar attended by prominent Japanese businessmen, SEGA Sales Division Director Shunichi Shiina outlined the planning required for firms considering diversification into the coin machine field.

INDIANAPOLIS

Fred Fowler succeeds Earl Dixon as president of the Indiana Vending Council. Fowler was elected at the recent meeting of the organization. Other new officers elected were Orval J. Fetters as vice president, Patrick L. O'Malley as treasurer and Earl Cassidy as secretary. Dan McAnally, Robert Courtney and Peter Dunn were elected to three-year terms on the board of governors. Fowler and Fetters were renamed for three-year terms.

deau, Mo.; Bill Shelby, Joe Tate and Johnny Young of Broadway Music Co. of Caruthersville, Mo.; Larry M. Richey and Phillip F. Szymarek of P & S Amusement Co. in Granite City, Ill.; R.E. McCafferty, Oscar G. Dawson Jr. and William H. Grey of G & S Music Co. of East St. Louis, Ill.; Forrest D. Rowland of Schaffner Music Co. in Alton, Ill.; Daniel J. Zitta and John F. Zitta of Zitta Music Co. in East St. Louis, Ill.

TOKYO

Toshio Watanabe, branch manager of SEGA's Tokyo-Nishi office, has used cardboard-mounted photos rotated weekly at two dozen "stag bar" locations in order to increase jukebox income. Because of the success of the program, he is extending the weekly service to other suitable locations.

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\$\$

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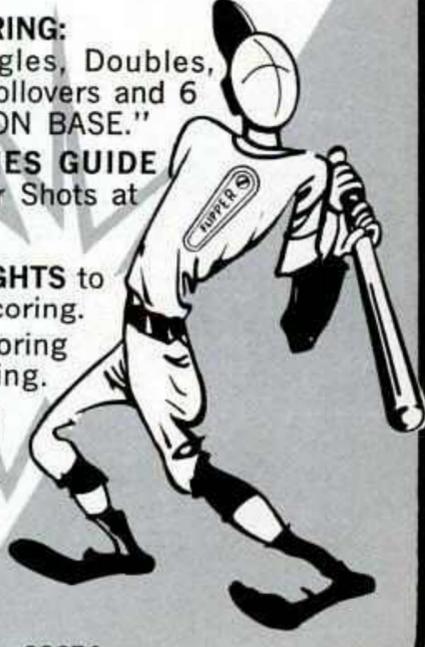
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- "PITCH" ROLLOVER LANES GUIDE BALL Directly to Flippers For Shots at Vari-Targets.
- NEW STAR TYPE ROLLOVER LIGHTS to Indicate Men on Base and 10 Point Scoring.
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June 18-20

WALDORF ASTORIA HOTEL

New York City

Billboard is indeed proud to announce this 1970 program. The Forum is designed for all those individuals deeply involved in Radio's current scene and in building its greatest growth potential.

THE AUDIENCE

PROGRAM DIRECTORS
STATION OWNERS AND MANAGERS
DEEJAYS
RECORD COMPANIES
REP FIRMS AND ADVERTISERS
AND EVERYONE INVOLVED WITH
INCREASING EFFECTIVENESS AND
IMPACT OF RADIO

THE FORMATS

TOP 40 • COUNTRY • R&B
MIDDLE OF THE ROAD
PROGRESSIVE ROCK

STATION TYPES

AM & FM
LARGE, MEDIUM, SMALL
RURAL, METROPOLITAN

FEATURES

- BILLBOARD COCKTAIL RECEPTION
- SOUNDS OF THE TIMES
- THE NEW RECORDS
- ARTISTS STATE THE CHALLENGE
- INFORMAL MEETINGS AND DISCUSSIONS

- You will be able to hear the generic tapes of more than 20 stations as "Sounds of the Times"
- Three outstanding performing artists describe how listening audiences are changing
- You will hear unreleased records and try your skill at picking the "hits"
- Facilities for informal meetings and discussions.

Outstanding authorities will address the Forum as Speakers, Moderators, and Discussion Leaders. Among them are:

OPENING SESSION

Art Linkletter
Los Angeles, Cal.

Lester M. Smith
Executive Director
Seattle, Portland and Spokane Radio

George Martin
Managing Director
Associated Independent Recordings

PROGRAM DIRECTORS

Khan L. Hamon
KTSA Radio
San Antonio, Texas

Bruce Nelson
WUBE Radio
Cincinnati, Ohio

Buzz Bennett
KGB Radio
San Diego, California

Joe Sullivan
WMAK Radio
Nashville, Tennessee

Pat Whitley
WWDC Radio
Washington, D.C.

Charlie Van
WFAA Radio
Dallas, Texas

William J. Wheatley
WWOK Radio
Miami, Florida

Dan Clayton
WPOP Radio
Hartford, Connecticut

Roy H. Stingley
WJJD Radio
Chicago, Illinois

AND

Michael Joseph
Radio Program Consultant

Frank L. Boyle
President
Robert E. Eastman & Co., Inc.

Alan R. Scott
Partner
Scott-Textor Productions Inc.

James L. Greenwald
President
KATZ Radio

Perry S. Samuels
Senior Vice President Radio
AVCO Broadcasting Corp.

Reginald Lavong
Vice President Marketing R&B
Capitol Records Distributing

Robert H. Badger
Station Manager
WMID Radio, Atlantic City

George Michael
Music Director
WFIL Radio, Philadelphia

Perry Bascom
General Manager
WNBC Radio, New York City

Jerry Boulding
Operations Manager WWRL
Sonderling Broadcasting Corp.

Gary R. Fuller
Vice President
KAFY, Inc., Bakersfield

Hy Lit
Vice President & Gen. Mgr.
WDAS-FM Radio, Philadelphia

Ken Dowe
National Operations Mgr.
McLendon Broadcasting Corp.

Robert F. Hood
Vice President & Gen. Mgr.
WHOO Radio, Orlando

Norman King
President-Chairman
U.S. Media International Corp.

Augie Blume
National Promotion Manager

Willis Duff
Vice President of Metromedia
KSAN Radio, San Francisco

Johnny Rivers
John Rivers Music

W. "Smokey" Robinson, Jr.
Vice President
Motown Record Corp.

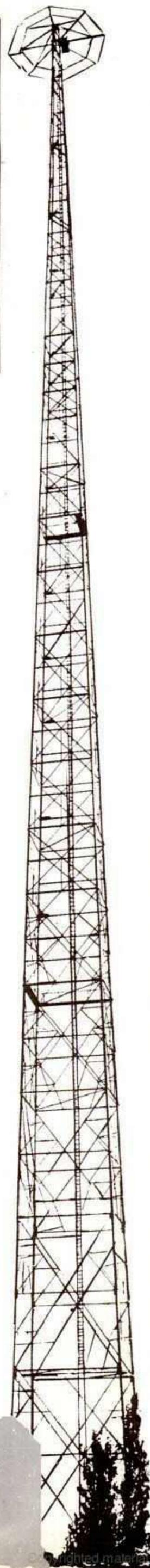
John D. Loudermilk
President
Lee Ward Corp.

J. P. McCarthy
Air Personality
WJR-AM Radio, Detroit

Owen Bradley
Vice President in charge of
A&R
Decca Records

Johnny Magnus
Air Personality

Father Norman O'Connor
Paulist Fathers



HERE IS THE EXCITING THREE DAY PROGRAM

THURSDAY MORNING, JUNE 18

REGISTRATION FROM 9:00 a.m.

THURSDAY AFTERNOON, JUNE 18

2:00 p.m. - 4:30 p.m.

Session 1

RADIO FACES THE NEW DECADE

- Radio's Key Role in Dealing With Urgent Social Problems
Art Linkletter
Los Angeles, Calif.
- Are We Wasting Our Most Valuable Resource—Our Personnel?
Lester M. Smith
Executive Director
Seattle, Portland, and Spokane Radio
Portland, Ore.
- Dynamic Changes in Music—The Challenge to Future Programming
George Martin
Managing Director
Associated Independent Recordings, Ltd.
London, England

5:30 p.m. - 7:30 p.m.

COCKTAIL RECEPTION, BILLBOARD OFFICE "SOUNDS OF THE TIMES"

Astor Gallery from 4:40 p.m. and after 7:30 p.m. The Astor Gallery will be available after 7:30 p.m. also as a meeting place for informal discussions and relaxation.

FRIDAY MORNING, JUNE 19

REGISTRATION FROM 8:00 a.m.

9:00 a.m. - 12:15 p.m.

CONCURRENT SESSIONS

Choose two—The first at 9:00 a.m. The second at 10:45 a.m.

Session 2

KEEPING TOP 40 IN TUNE WITH THE TIMES

- Dealing With the Music Forces Affecting Top 40—Progressive Rock, Good Music, Soul
Khan L. Hamon
Program Director
KTSA Radio
San Antonio, Tex.
- Trends in Contemporary Music Programming—The Need to Know Your Audience
Michael Joseph
Radio Program Consultant
Westport, Conn.

Session 3

THE SOUL RADIO OF THE FUTURE

- Keeping and Increasing Your Listeners—White and Black
Jerry Boulding
Operating Manager
WWRL Radio
Woodside, N. Y.
- How to Combat the Continuing Reaction Against Soul Radio
Reginald Lavong
Vice President, Marketing, R&B
Capitol Records Distributing Corp.
Hollywood, Calif.

Session 4

THE AGGRESSIVE GROWTH OF EASY LISTENING FORMATS

- Building a Successful Morning Show—What Are Its Structures and Requirements?
J. P. McCarthy
Air Personality
WJR-AM Radio
Div. of Capitol Cities Broadcasting Inc.
Detroit, Mich.
- Where Does Rock Music Fit in the Easy Listening Format?
Tony Taylor
Program Director
WIP Radio
Philadelphia, Pa.

Session 5

CREATING A MAJOR MARKET SOUND IN A SMALL MARKET STATION

- Analyzing the Market to Find Your Programming Niche
Bernie Barker
Vice President and General Manager
WDAK Radio
Columbus, Ga.
- What Is an Ideal Music Blend—Can You Please Everyone All the Time?
Gary R. Fuller
Vice President
KAFY, Inc.
Bakersfield, Calif.

Session 6

COUNTRY MUSIC RADIO—WHERE DOES IT GO FROM HERE?

- Has Country Music Programming Become Too Modern?
William J. Wheatley
Program and Operations Manager
WWOK Radio-Miami
WAME Radio-Charlotte, N. C.
Miami, Fla.

- The Importance of Building Station Ratings by Promoting the Sale of Records at Retail
Bruce Nelson
Program Director
WUBE Radio
(Seattle, Portland & Spokane Radio)
Cincinnati, Ohio

12:30 p.m. - 1:30 p.m.

LUNCH

FRIDAY AFTERNOON, JUNE 19

2:00 p.m. - 5:15 p.m.

Round table discussions. Each session will be held in a different room. Each presided over by a moderator—but with each "Roundtable" (a group of 10) advancing its own "give and take" discussions, beginning with a suggested list of pertinent topics. Registrants will choose two of the following five topics. The first at 2:00 p.m. and the second at 3:45 p.m.

Session 7

METHODS OF MOTIVATING ON-THE-AIR PERSONNEL AS PART OF TOTAL STATION TEAMWORK

Robert H. Badger
Station Manager
WMID Radio
Atlantic City, N. J.

Session 8

DECIDING WHAT THE VARIATIONS SHOULD BE BETWEEN WEEKEND AND WEEKDAY PROGRAMMING

Joe Sullivan
Program Director
WMAK Radio
Nashville, Tenn.

Session 9

AUDIENCE PROMOTION—SUCCESSSES AND FAILURES

Robert F. Hood
Vice President and General Manager
WHOO Radio
Orlando, Fla.

Session 10

HOW AND WHY YOUR FM STATION SHOULD COMPETE WITH YOUR AM

Hy Lit
Vice President and General Manager
WDAS-FM Radio
Philadelphia, Pa.

Session 11

ALTERING MUSIC FORMAT TO REACH DIFFERENT LISTENERS AT DIFFERENT TIMES

Ken Dowe
National Operations Manager
McLendon Broadcasting Co.
Dallas, Tex.

FRIDAY EVENING, JUNE 19

"Sounds of the Times" after 5:30 p.m. After 9:00 p.m. the Astor Gallery is available for both "Sounds of the Times" and as a meeting place for informal discussions and relaxation.

7:30 p.m. - 9:00 p.m.

Session 12

YOUR AUDIENCE IS CHANGING—THE ARTISTS STATE THE CHALLENGE

A panel of 3 performing artists. Each will describe his audiences' reaction to the music he is performing—what they appear to like and what they do not like. Each artist will give his opinion as to what the significance of his observations may have for alert radio station programming.

The panel of 3 artists:

Johnny Rivers
Johnny Rivers Music, Los Angeles, Calif.
William (Smokey) Robinson Jr. V.P.
Motown Record Corp., Detroit, Mich.
John D. Loudermilk
Lee Ward Corp., Nashville, Tenn.

SATURDAY MORNING, JUNE 20

9:00 a.m. - 12:15 p.m.

CONCURRENT SESSIONS

Choose two. The first at 9:00 a.m. and the second at 10:45 a.m.

Session 13

CREATIVE SKILLS IN PRODUCTION

- Producing Better Local Commercials
Alan R. Scott
Partner
Scott-Textor Productions, Inc.
New York, N. Y.
- Tighter Production Through Modern Electronic Techniques
Dan Clayton
Program Director
WPOP Radio
Hartford, Conn.

Session 14

ADVANCE RESEARCH TECHNIQUES

- Ratings—How to Evaluate Them Effectively for Better Programming
James L. Greenwald
President
KATZ Radio
New York, N. Y.
- Records—Methods of Determining What Your Audience Wants to Hear—When and Why
Buzz Bennett
Program Director
KGB Radio
San Diego, Calif.

Session 15

EFFECTIVE PROGRAMMING OF ALBUMS AND PERSONALITIES

- The Growing Impact of Albums—Selecting Them and Picking the Cuts
Willis Duff
Vice President of Metromedia
General Manager
KSNR Radio
San Francisco, Calif.
- The Trend Back to Personalities—How to Program Them With New Meaning
Pat Whitley
Program Director
WWDC Radio
Washington, D. C.

Session 16

INCREASING STAFF PROFESSIONAL SKILLS—THE MANAGEMENT CHALLENGE

- The Modern Program Director—The Qualities He Must Develop in His New Role
Perry S. Samuels
Senior Vice President—Radio
AVCO Broadcasting Corp.
Cincinnati, Ohio
- The Deejay—Helping Him Achieve Greater Professionalism

Session 17

APPRAISING YOUR STATION'S FORMAT—THE NEED FOR CONSTANT OBJECTIVITY

- When is Change Needed in Format—For What Reason and in What Direction?
Frank L. Boyle
President
Robert E. Eastman & Co., Inc.
New York, N. Y.
- Selling the Format to the Advertiser—Recent Developments in Media Selection
Norman King

12:30 p.m. - 1:30 p.m.

LUNCH

The "Sounds of the Times" Exhibit will be open during the lunch period.

SATURDAY AFTERNOON, JUNE 20

2:15 p.m. - 3:45 p.m.

THE NEW RECORDS

Choose one of three concurrent sessions. Each session will be devoted to the playing

of new records which have not yet been released. It will provide an opportunity for each registrant to predict his ability to pick the hit within each of three formats:

Session 18

TOP 40 AND PROGRESSIVE ROCK

Moderators: George Michael
Music Director
WFIL Radio
Philadelphia, Pa.
Augie Blume
National Promotion Manager
New York, N. Y.

Session 19

EASY LISTENING

Moderators: Johnny Magnus
KMPC Radio
Los Angeles, Calif.

Session 20

COUNTRY MUSIC

Moderators: Roy H. Stingley
Program Director
WJJD Radio
Chicago, Ill.
Owen Bradley
Vice President In Charge
Of A&R
Decca Records
Nashville, Tenn.

OPPORTUNITY WILL BE AFFORDED FOR CRITIQUE INTERCHANGE

Each registrant will receive samples of the unreleased records played in his session.

4:00 p.m. - 5:00 p.m.

Session 21

BILLBOARD AWARDS FOR ACHIEVEMENT

- Radio Is a World for Creative Thoughtful People
Father Norman O'Connor
Paulist Fathers
Mount Paul
Oak Ridge, New Jersey
- Presentation of the Billboard Awards

Stations Participating in

Sounds of the Times

are:

KBER Radio San Antonio, Texas	WNAP-FM Radio Indianapolis, Indiana
KFJZ Radio Fort Worth, Texas	WWOK Radio Miami, Florida
KING Radio Seattle, Washington	KHJ Radio Hollywood, California
KYOK Radio Houston, Texas	KIKK Radio Houston, Texas
WASH Radio Washington, D.C.	KJET Radio Beaumont, Texas
WGLD Radio Oak Park, Illinois	WCBM Radio Baltimore, Maryland
KLAC Radio Los Angeles, California	WLW Radio Cincinnati, Ohio
KRAK Radio Sacramento, California	WTLC Radio Indianapolis, Indiana
KTUF Radio Phoenix, Arizona	WRKO Radio Boston, Massachusetts and others

REGISTRATION FORM

- Please register me for the **BILLBOARD RADIO PROGRAMMING FORUM**, June 18-20, Waldorf-Astoria, New York City. (If you wish to register others besides yourself from your organization, please send names and titles on your letterhead and enclose payments.)

Registration Fee: \$175.00 per person

- Please enclose check and return registration form to:

Radio Programming Forum
Ninth Floor — 300 Madison Avenue, New York, N.Y. 10017

■ NAME _____ (please print)

■ TITLE _____

■ COMPANY _____

■ ADDRESS _____

■ CITY, STATE, ZIP _____

■ Complete refund will be made for cancellations received before June 12, 1970. After that date but prior to the opening of the Conference, a cancellation charge of \$50.00 will be made. After that, "no-shows" cannot be refunded.

MAIL IN YOUR REGISTRATION TODAY

TOP LP'S

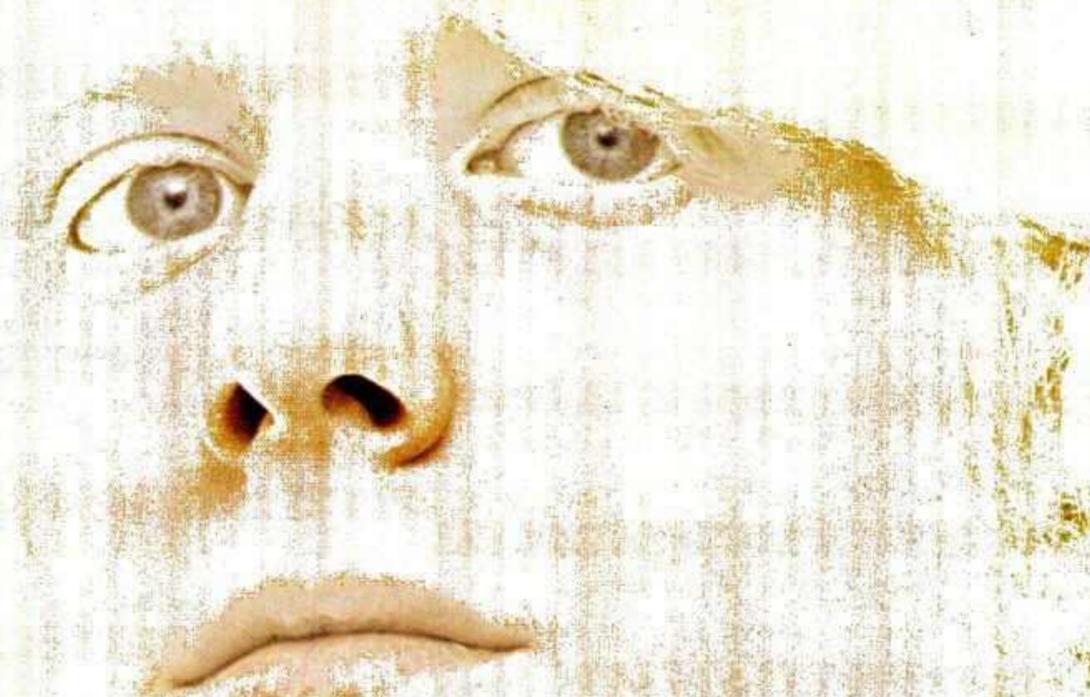
FOR WEEK ENDING JUNE 6, 1970

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	
5	1	1	★ PAUL McCARTNEY McCartney Apple STA0 3363					Ⓢ
2	104	★	BEATLES Let It Be Apple AR 34001		NA		NA	Ⓢ
10	2	3	CROSBY, STILLS, NASH & YOUNG Deja Vu Atlantic SD 7200					Ⓢ
1	—	★	SOUNDTRACK Woodstock Cotillion SD 3-500					Ⓢ
6	5	5	JIMI HENDRIX, BUDDY MILES & BILLY COX Hendrix Band of Gypsies Capitol STA0 472					Ⓢ
5	6	6	TOM JONES Tom Parrot PAS 71037					Ⓢ
17	3	7	SIMON & GARFUNKEL Bridge Over Troubled Water Columbia KCS 9914		NA			Ⓢ
17	4	8	CHICAGO Chicago Columbia KGP 24		NA			Ⓢ
8	12	★	ISAAC HAYES Movement Enterprise ENS 1010					Ⓢ
6	11	10	THREE DOG NIGHT It Ain't Easy Dunhill DS 50078					Ⓢ
5	15	★	JETHRO TULL Benefit Reprise RS 6400					Ⓢ
4	18	★	FIFTH DIMENSION Greatest Hits Soul City 33900		NA			Ⓢ
10	13	13	TEMPTATIONS Psychedelic Shack Gordy GS 947		NA			Ⓢ
8	10	14	STEPPENWOLF Live Dunhill DSD 50075					Ⓢ
6	16	15	CREAM Live Atco SD 33-328		NA			Ⓢ
17	9	16	GUESS WHO American Woman RCA Victor LSP 4266		NA			Ⓢ
2	52	★	WHO Live at Leeds Decca DL 79175					Ⓢ
40	20	18	SOUNDTRACK Easy Rider Dunhill DXS 50063 (Tapes-Reprise B RM 2026)					Ⓢ
26	17	19	RARE EARTH Get Ready Rare Earth RS 507					NA
3	30	★	IRON BUTTERFLY Live Atco SB 33-318					Ⓢ
39	8	21	SANTANA Columbia CS 9781		NA			Ⓢ
1	—	★	JACKSON 5 ABC Motown MS 709		NA		NA	Ⓢ
9	14	23	BOBBY SHERMAN Here Comes Bobby Metromedia MD 1028		NA		NA	Ⓢ
13	28	24	MOUNTAIN Climbing Windfall 4501		NA		NA	Ⓢ
15	31	★	FLIP WILSON The Devil Made Me Buy This Dress Little David LD 1000		NA		NA	Ⓢ
23	22	26	B. J. THOMAS Raindrops Keep Fallin' on My Head Scepter SPS 580					Ⓢ
8	27	27	KENNY ROGERS & THE FIRST EDITION Something's Burning Reprise RS 6385					Ⓢ
4	25	28	RINGO STARR Sentimental Journey Apple SW 3365					Ⓢ
13	29	29	VAN MORRISON Moondance Warner Bros.-Seven Arts WS 1835					Ⓢ
8	21	30	TEN YEARS AFTER Cricklewood Green Deram DES 18038		NA			Ⓢ
21	19	31	JACKSON 5 I Want You Back Motown MS 700		NA			Ⓢ
28	23	32	BURT BACHARACH/SOUNDTRACK Butch Cassidy & the Sundance Kid A&M SP 4227					Ⓢ
3	48	★	GINGER BAKER'S AIR FORCE Atco SD 2-703		NA			Ⓢ
3	35	34	MICHAEL PARKS Long Lonesome Highway MGM SE 4662		NA		NA	Ⓢ
12	7	35	BEATLES Hey Jude Apple SW 385					Ⓢ

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
6	38	36	DIONNE WARWICK I'll Never Fall in Love Again Scepter SPS 581					Ⓢ
1	—	37	SUPREMES Right On Motown MS 705			NA		Ⓢ
29	45	38	JOE COCKER! A&M SP 4224					Ⓢ
5	39	39	FIFTH DIMENSION Portrait Bell 6045					Ⓢ
17	37	40	HELLO, I'M JOHNNY CASH Columbia KCS 9943					Ⓢ
26	40	41	CREEDENCE CLEARWATER REVIVAL Willie and the Poor Boys Fantasy 8397					Ⓢ
3	43	42	GLEN CAMPBELL Oh Happy Day Capitol ST 443			NA		Ⓢ
11	36	43	JOHN B. SEBASTIAN Reprise RS 6379/MGM SE 4654					Ⓢ
14	26	44	DOORS Morrison Hotel Elektra EKS 75007					Ⓢ
4	91	★	MILES DAVIS Bitches Brew Columbia GP 26		NA	NA	NA	Ⓢ
13	42	46	JAMES TAYLOR Sweet Baby James Warner Bros.-Seven Arts WS 1843					Ⓢ
7	47	47	RAY CONNIFF Bridge Over Troubled Water Columbia CS 1022			NA		Ⓢ
31	24	48	LED ZEPPELIN II Atlantic SD 8236					Ⓢ
8	32	49	DELANEY & BONNIE & FRIENDS On Tour Atco SD 33-326		NA	NA		Ⓢ
9	33	50	JONI MITCHELL Ladies of the Canyon Reprise RS 6376					Ⓢ
34	34	51	BEATLES Abbey Road Apple SO 383					Ⓢ
5	55	52	MELANIE Candies in the Rain Buddah BDS 5060			NA	NA	Ⓢ
19	51	53	GRAND FUNK RAILROAD Grand Funk Capitol SKAO 406			NA		Ⓢ
4	46	54	DIANA ROSS & THE SUPREMES Farewell Motown MS 708			NA	NA	Ⓢ
32	57	55	CHARLEY PRIDE Best of RCA Victor LSP 4223			NA		Ⓢ
97	53	56	ORIGINAL CAST Hair RCA Victor LOC 1150 (M), LSD 1150 (S)					Ⓢ
15	49	57	CHARLEY PRIDE Just Plain Charley RCA Victor LSP 4290			NA		Ⓢ
15	44	58	NORMAN GREENBAUM Spirit in the Sky Reprise RS 6365					Ⓢ
20	41	59	FRIJID PINK Parrot PAS 71033					Ⓢ
17	50	60	ARETHA FRANKLIN This Girl's in Love With You Atlantic SD 8248					Ⓢ
9	71	★	FOUR TOPS Still Waters Run Deep Motown MS 704					Ⓢ
31	56	62	MICHAEL PARKS Closing the Gap MGM SE 4646			NA	NA	Ⓢ
10	61	63	JOHNNY MATHIS Raindrops Keep Fallin' on My Head Columbia CS 1005			NA		Ⓢ
71	70	64	BLOOD, SWEAT & TEARS Columbia CS 9720					Ⓢ
29	65	65	QUINCY JONES Walking in Space A&M SP 3023					Ⓢ
30	66	66	TOM JONES Live in Las Vegas Parrot PAS 71031					Ⓢ
99	62	67	IRON BUTTERFLY In-A-Gadda-Da-Vida Atco SD 33-250					Ⓢ
23	59	68	ENGELBERT HUMPERDINCK Parrot PAS 71030					Ⓢ
28	54	69	THREE DOG NIGHT Was Captured Live at the Forum Dunhill DS 50068					Ⓢ
13	58	70	JOHN MAYALL Empty Rooms Polydor 24-4010					Ⓢ

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	
20	75	71	MERLE HAGGARD Okie From Muskogee Capitol ST 384				NA	Ⓢ
34	68	72	THE BAND Capitol STA0 132					Ⓢ
48	73	73	THREE DOG NIGHT Suitable for Framing Dunhill DS 50058					Ⓢ
24	69	74	COLD BLOOD San Francisco 200				NA	Ⓢ
22	60	75	MOODY BLUES To Our Children's Children's Children Threshold THS 1					Ⓢ
9	79	76	LEON RUSSELL Shelter SHE 1001		NA	NA	NA	Ⓢ
50	85	77	CROSBY/STILLS/NASH Atlantic SD 8229					Ⓢ
27	67	78	ROLLING STONES Let It Bleed London NPS 4					Ⓢ
54	82	79	FIFTH DIMENSION Age of Aquarius Soul City SC5 92005					Ⓢ
11	80	80	BADFINGER Magic Christian Music Apple ST 3364					Ⓢ
18	74	81	GLEN CAMPBELL Try a Little Kindness Capitol SW 389				NA	Ⓢ
4	107	★	OLIVER Again Crewe CR 1344				NA	Ⓢ
16	76	83	BROOK BENTON TODAY Cotillion SD 9018				NA	Ⓢ
11	78	84	FRIENDS OF DISTINCTION Real Friends RCA Victor LSP 4313				NA	Ⓢ
6	88	85	B. J. THOMAS Everybody's Out of Town Scepter SPS 582					Ⓢ
59	77	86	SLY & THE FAMILY STONE Stand Epic BN 26456					Ⓢ
9	81	87	STEVIE WONDER LIVE Talia TS 298				NA	Ⓢ
2	102	★	JOSÉ FELICIANO Fireworks RCA Victor LSP 4370				NA	Ⓢ
22	90	89	PLASTIC ONO BAND Live Peace in Toronto 1969 Apple SW 3362					Ⓢ
15	87	90	BARBRA STREISAND Greatest Hits Columbia CS 9968				NA	Ⓢ
4	98	91	ERIC BURDON DECLARES WAR MGM SE 4663				NA	Ⓢ
56	92	92	CHICAGO TRANSIT AUTHORITY Columbia GP 8				NA	Ⓢ
89	93	93	SOUNDTRACK Funny Girl Columbia 805 3320					Ⓢ
26	89	94	NEIL DIAMOND Touching You, Touching Me UNI 73071					Ⓢ
5	94	95	BEE GEES Cucumber Castle Atco SD 33-327				NA	Ⓢ
39	97	96	CREEDENCE CLEARWATER REVIVAL Green River Fantasy 8393					Ⓢ
44	99	97	SOUNDTRACK Midnight Cowboy United Artists UAS 5198				NA	Ⓢ
2	199	★	SMOKEY ROBINSON & THE MIRACLES Whatlovehas...joinedtogether Talia TS 301				NA	Ⓢ
26	72	99	LES McCANN & EDDIE HARRIS Swiss Movement Atlantic SD 1537				NA	Ⓢ
24	64	100	B. B. KING Completely Well BluesWay BLS 6037					Ⓢ
4	148	★	TAMMY WYNETTE Tammy's Touch Epic BN 26549				NA	Ⓢ
38	84	102	JOHN MAYALL Turning Point Polydor 24-4004					Ⓢ
14	95	103	ANDY WILLIAMS Greatest Hits Columbia KCS 9979				NA	Ⓢ
8	113	104	SOUNDTRACK Airport Decca DL 79173				NA	Ⓢ
12	100	105	HERB ALPERT & THE TIJUANA BRASS Greatest Hits A&M SP 4245				NA	Ⓢ

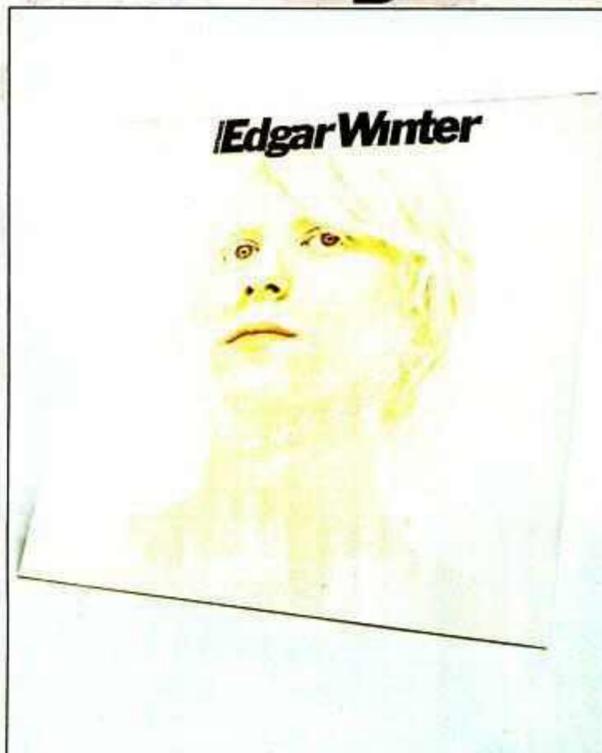
Continued on Page 68



Entrance. Edgar Winter. He plays and sings like nobody.

Because what Edgar is into is a new musical experience. All his own. As a kid, Edgar studied classical piano. As soon as he was old enough, he was out on tour. Not concerts. As a sideman on the southern gin-mill circuit. One night stands that teach you things about music and playing that have nothing to do with scales and tempo.

Now Edgar has done his first album for Epic Records. In it he wails and moans,



and scats and floats and screams and croons. On sax, organ, piano. And vocals. With "Entrance," Edgar's writing explores areas of music that others are just now picking up on. It's a symphonette plus songs that fuse jazz/rock as much influenced by Miles and Trane as by Blood Sweat & Co. But it's all Edgar Winter. And it's just a part of Edgar Winter. Entrance. Like nobody you've ever heard.
ON EPIC RECORDS AND TAPES

BN 26503



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Billboard Album Reviews

JUNE 6, 1970



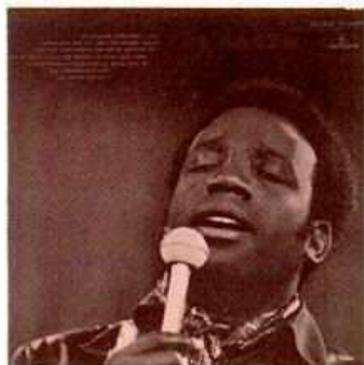
ORIGINAL CAST
ORIGINAL CAST—
 The Boy Friend.
 Decca DL 79177 (S)

Broadway's new version of the popular Sandy Wilson musical, "The Boy Friend," sparkles in this original cast treasure, which features "Laugh In" star Judy Carne as Polly and the delightful Sandy Duncan as Maisie. Here are "Won't You Charleston With Me?" "It's Never Too Late to Fall in Love," "A Room in Bloomsbury," the title song, and many other favorites.



POP
ANDY WILLIAMS—Raindrops Keep Fallin' on My Head.
 Columbia CS 9896 (S)

This album, conceived by Mason Williams and produced by Dick Glasser, may well be titled, "A Journey Through Life." Through carefully selected songs it conveys a message of dreams, hopes, reality, frustrations and ultimate truth. It is a pretty work of art, skillfully created by Andy Williams. Also included are, "Bridge Over Troubled Waters," and the award-winning, "Raindrops Keep Fallin' on My Head."



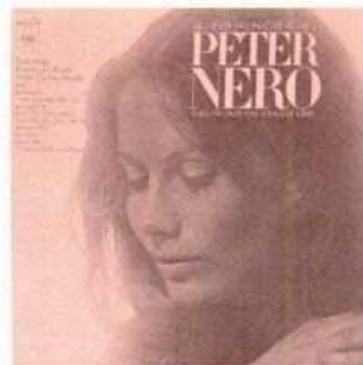
POP
THE BEST OF JERRY BUTLER—
 Mercury SR 61281 (S)

This album represents recent smash hits by Butler from "For Your Precious Love," to "Western Union Man," to "Only the Strong Survive." All of the songs are delivered with Butler's own brand of cool, the development of which is shown through these songs. Chalk up another chart winner for Butler in this dynamite sales package.



POP
MARMALADE—Reflections of My Life.
 London PS 575 (S)

The smash hit "Reflections of My Life," and nine other songs of equal strength are offered on this album by five high rising British performers. The harmony on the album makes it worth buying, but is really just one of the assets of this very popular group.



POP
PETER NERO—I'll Never Fall in Love Again.
 Columbia CS 1009 (S)

The svelte sounds of Nero's piano, cushioned by impeccable arrangements (from Nero himself, who obviously knows exactly how to adapt his music) produce a romantic album of good commercial appeal. Love songs include "Lay Lady Lay" and "Raindrops Keep Fallin' on My Head" which shows the wide appeal of the material. It is sensitive strings and piano music, done with taste rather than schmaltz.



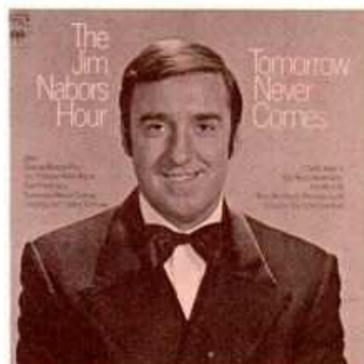
POP
POPPY FAMILY—Which Way You Goin' Billy?
 London PS 574 (S)

The Canadian group, with the smash hit—the title tune—has given us its first album. And what a debut it is. Listening to this album one can easily understand and appreciate the group's meteoric rise to popularity. The outfit is smooth, cool, professional and as together as a group can get. With Susan Jacks on vocal it merges pop and folk with soft rock overtones and imaginative arrangements.



POP
MICHAEL NESMITH & THE FIRST NATIONAL BAND—
 Magnetic South.
 RCA Victor LSP 4371 (S)

Michael Nesmith, one of the Monkees, has another winner with the First National Band. It's a frolicsome unit with touches of country, rock, folk and pop but it all ends up as happy music with some exuberant vocals to match. The group is sure to develop lots of interest and play.



POP
THE JIM NABORS HOUR—
 Columbia CS 1020 (S)

Jim Nabors is a big-voiced belter with an amiable style. His unpretentious way with a lyric is completely endearing and he draws lots of fans his way because of it. In this package are top-drawer readings of "Jean," "You'll Never Walk Alone," "A Day in the Life of a Fool," and "You Must Have Faith" to name some that show his versatility.



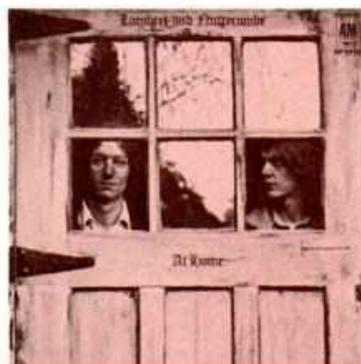
POP
JERRY HAHN BROTHERHOOD—
 Columbia CS 1044 (S)

Originality and excellence are sure signs that something's happening, and this four-some's swinging folk-soul designs, keyed to Jerry Hahn's solid, soulful guitar work and singing, mark the Brotherhood as loose and compelling rock kin to the Grateful Dead. Hahn is an artist of star status, rising to the top of the U.S. rock heap on "One Man Woman," "Time Caught Up With You" and "Captain Bobby Stout," all penned by Lane Tietgen.



POP
HUGO MONTENEGRO'S DAWN OF DYLAN—
 GWP ST 2003 (S)

Composer-conductor-arranger Hugo Montenegro makes his debut on Gerry Purcell's GWP label, and an impressive debut it is. Montenegro's interpretations of the now-classic Bob Dylan material are perfect, and he has successfully captured the mood of the composer. Listen to "Blowin' in the Wind," "Mr. Tambourine Man" and "Lay Lady Lay" to know that this is a winner for both programmers and buyers.



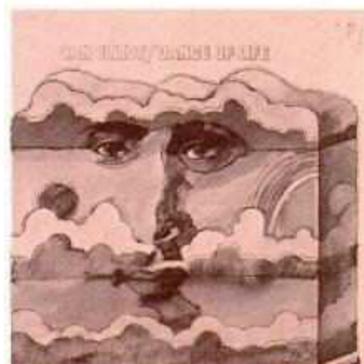
POP
LAMBERT & NUTTYCOMBE—
 At Home.
 A&M SP 4250 (S)

A quiet album of dreams and realities, which is sure to follow James Taylor and Van Morrison on the charts. This soft folk duo has brought out the serenity of their home and offers it to the listener. Sure to fit into the soft folk trend which is developing in the country.



POP
ROY HEAD—Same People.
 Dunhill DS 50080 (S)

Here's a big movin' album from Roy Head, which includes "Mama Mama," his new single and a funky set of numbers. "Let a Woman Be a Woman," and "Driving Wheel" are among the 12 winning cuts here. "I was Born a Free Man" is fine blues. "Soul Train," which was written by Huey P. Meaux, the album's producer, is another cut to savor. The six backup musicians also know where it's at.



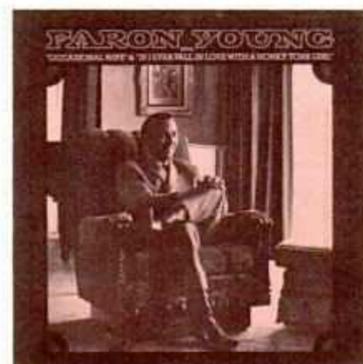
POP
DAN ELLIOT—Dance of Life.
 Wisdom WIZ 100 (S)

Composer-performer Elliot comes up with a compelling concept in this package that has all the ingredients to prove a big commercial success as well as an artistic one. Highlights include his single release "Rainbow Sign," a ballad beauty "Falling Out of Love," as well as the thought provoking lyric line of "Get Out of My Sandbox." Package should be heard.



COUNTRY
THE BEST OF WAYLON JENNINGS—
 RCA Victor LSP 4341 (S)

This "Best of" album has some of country music's most memorable interpretations as Waylon Jennings is heard at his "Best" in his "best." Here are "Just to Satisfy You," "Anita, You're Dreaming," "Delia's Gone" and seven other winners. "I Got You" with Anita Carter and "MacArthur Park" with the Kimberleys also are gems.



COUNTRY
FARON YOUNG—Occasional Wife/If I Ever Fall in Love with a Honky Tonk Girl.
 Mercury SR 61275 (S)

Down home country pop which leans a little backwards rather than towards the contemporary folk-rock sounds and has Faron Young singing the songs of sin and sentimentality that form a major strut in country music. "Honky Tonk Girl" just about sums it all up with Young's grit-hard voice underlining the narrative with authenticity.



COUNTRY
DALLAS FRAZIER—
 Singing My Songs.
 RCA Victor LSP 4338 (S)

Dallas Frazier is on the top rung of country writers who also sing or country singers who also write. He's highly talented in both departments and his self-accompanying technique on piano or guitar is of great help, too. Among many highlights are "There Goes My Everything," "Son of Hickory Holler's Tramp" and "Just Got Tired of Being Poor."



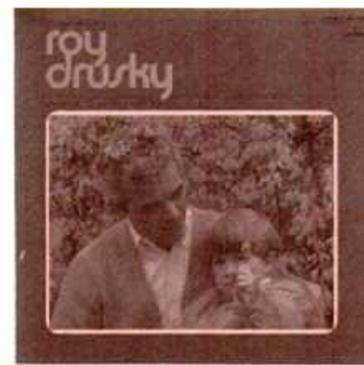
COUNTRY
GEORGE HAMILTON IV—
 Back Where It's At.
 RCA Victor LSP 4342 (S)

George Hamilton IV's new album is solid country fare and will do well at all country stations and dealers. The package contains his new hit, "She's a Little Bit Country" and his recent hit, "Carolina in My Mind," as well as the title song, "Back Where It's At."



COUNTRY
DOTTIE WEST—
 Country and West.
 RCA Victor LSP 4332 (S)

Another powerful package by Dottie West. The vocalist has a style which radiates individuality and warmth, and she is excellently produced by Danny Davis. Some of the fine cuts are "It's Dawned on Me You're Gone," "I'm Only Human" and "Afraid of Losing You Again."



COUNTRY
ROY DRUSKY—
 I'll Make Amends.
 Mercury SR 61260 (S)

Chalk up another strong one for Roy Drusky. This package contains the strong title song, "Long, Long Texas Road," plus such great ones as "Honey Come Back," "Early Mornin' Rain" and "Leaving on a Jet Plane." Sure to get strong radio exposure.



CLASSICAL
SCHUMANN: KREISLERIANA/CLARA WIECK VARIATIONS—
 Vladimir Horowitz.
 Columbia MS 7264 (S)

The contrasting elements in the Schumann work are played with a marvelous simplicity which only a renowned pianist such as Horowitz can show. He has sparkle, fire, tenderness and even subtlety. The Variations is delicately played.

sandy dvore

Unprecedented! John Hartford has made history with "Gentle On My Mind," the most performed composition in the BMI catalog for **two** consecutive years. John Hartford is an exclusive writer for Glaser Publications.



GLASER

NEA



TOP LP's

CONTINUED FROM PAGE 64

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	96	106	BOBBIE GENTRY Fancy Capitol ST 428					
10	86	107	HOLLIES He Ain't Heavy—He's My Brother Epic BN 26538		NA		NA	
31	83	108	NEIL YOUNG & CRAZY HORSE Everybody Knows This Is Nowhere Reprise RS 6349					
35	106	109	GRAND FUNK RAILROAD On Time Capitol ST 307		NA			
30	103	110	STEPPEWOLF Monster Dunhill DS 50066					Ⓢ
7	111	111	HENRY MANCINI Theme From Z and Other Movie Themes RCA Victor LSP 4350		NA			
6	112	112	COUNTRY JOE & THE FISH C J Fish Vanguard VSD 6555		NA		NA	
49	118	113	JOHNNY CASH At San Quentin Columbia CS 9827					Ⓢ
31	108	114	BOBBY SHERMAN Little Woman Metromedia MS 1014		NA			Ⓢ
14	105	115	MARK LINDSAY Arizona Columbia CS 9986		NA		NA	
10	116	116	MANTOVANI Today London PS 572					
10	117	117	GLADYS KNIGHT & THE PIPS Greatest Hits Soul SS 723					
29	109	118	JEFFERSON AIRPLANE Volunteers RCA Victor LSP 4238		NA			Ⓢ
26	119	119	TOMMY JAMES & THE SHONDELLS Best of Roulette SR 42040		NA			
9	63	120	JAGGERZ We Went to Different Schools Together Kama Sutra KSBS 2017		NA		NA	
7	121	121	SAVOY BROWN Raw Sienna Parrot PAS 71036					
2	152	★	DANNY DAVIS & THE NASHVILLE BRASS You Ain't Heard Nothin' RCA Victor LSP 4334		NA		NA	
99	110	123	SOUNDTRACK 2001: A Space Odyssey MGM SIE ST 13					Ⓢ
33	125	124	SOUNDTRACK Paint Your Wagon Paramount PMS 1001					
5	114	125	VIKKI CARR Nashville by Carr Liberty LST 11001					
48	122	126	ISAAC HAYES Hot Buttered Soul Enterprise ENS 1001					Ⓢ
104	128	127	JOHNNY CASH At Folsom Prison Columbia CS 9639					Ⓢ
76	134	128	SOUNDTRACK Oliver Colgems CSOD 5501					Ⓢ
5	115	129	ELVIS PRESLEY Let's Be Friends RCA Camden CAS 2408	NA	NA	NA	NA	
3	131	130	MARTY ROBBINS My Woman, My Woman, My Wife Columbia CS 9978		NA		NA	
24	132	131	CHAMBERS BROTHERS Love, Peace & Happiness Columbia KGP 20		NA		NA	
13	101	132	TOM RUSH Columbia CS 9972		NA	NA	NA	
6	133	133	CHAIRMEN OF THE BOARD Give Me Just a Little More Time Invictus ST 7300		NA		NA	
12	123	134	JOAN BAEZ One Day at a Time Vanguard VSD 79310		NA			
12	126	135	FUNKADELIC Westbound 2000				NA	

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
69	124	136	CREEDENCE CLEARWATER REVIVAL Bayou Country Fantasy 8387					
4	167	★	IKE & TINA TURNER Come Together Liberty LST 7637			NA		
30	129	138	SOUNDTRACK Hello Dolly 20th Century-Fox DTC5 5103					
4	149	139	JAMES BROWN Soul on Top King KS 1100		NA		NA	
5	136	140	JERRY LEE LEWIS Best of Smash SR5 67131		NA		NA	
1	—	★	POCO Epic BN 26522			NA	NA	
6	143	142	BOOKER T. & THE MG'S McLemore Avenue Stax STS 2007		NA		NA	
109	135	143	SIMON & GARFUNKEL Sounds of Silence Columbia CS 9269					
1	—	★	PEGGY LEE Bridge Over Troubled Water Capitol ST 463			NA	NA	
1	—	★	JOHNNY CASH World of Columbia GP 29			NA		
2	146	146	EDDY ARNOLD Best of, Vol. 2 RCA Victor LSP 4320		NA		NA	
24	120	147	TOMMY ROE Twelve in a Row ABC ABCS 700					
23	151	148	PINK FLOYD Ummagumma Harvest STBB 388		NA		NA	
9	137	149	FRANK SINATRA Watertown Reprise FS 1031					
112	138	150	SIMON & GARFUNKEL Parsley, Sage, Rosemary & Thyme Columbia CS 9363					
22	139	151	DIANA ROSS & THE SUPREMES Greatest Hits, Vol. III Motown MS 702					
16	130	152	RICK NELSON In Concert Decca DL 75162			NA	NA	
52	155	153	IT'S A BEAUTIFUL DAY Columbia CS 9768		NA	NA		
4	142	154	BEATLES In the Beginning Polydor 24-4504					
2	157	155	FERRANTE & TEICHER Gettin' Together United Artists UAS 5501				NA	
4	161	156	DEEP PURPLE/ROYAL PHILHARMONIC Warner Bros. WS 1860				NA	
40	145	157	TAMMY WYNETTE Greatest Hits Epic BN 26486					Ⓢ
4	158	158	TEE SET Ma Belle Amie Colossus CS 1001					
12	159	159	CANNONBALL ADDERLEY QUINTET Country Preacher Capitol SKAO 404		NA		NA	
25	127	160	ZEPHYR Command/Probe CPLP 4510				NA	
58	162	161	JOHNNY CASH Greatest Hits Columbia CS 9478					Ⓢ
4	166	162	BUCK OWENS & SUSAN RAYE We're Gonna Get Together Capitol ST 448			NA		
53	140	163	MOODY BLUES On the Threshold of a Dream Deram DE5 18025					
8	160	164	SANDPIPERS Greatest Hits A&M SP 4246					
46	150	165	BEE GEES Best of Atco SD 33-292					Ⓢ
69	144	166	LED ZEPPELIN Atlantic SD 8216					Ⓢ
35	141	167	JETHRO TULL Stand Up Reprise RS 6360					

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	
8	168	168	SMALL FACES First Step Warner Bros. WS 1851					
70	147	169	SOUNDTRACK Romeo & Juliet Capitol ST 2993					Ⓢ
20	164	170	QUICKSILVER MESSENGER SERVICE Shady Grove Capitol SKAO 391					
34	153	171	TEMPTATIONS Puzzle People Gordy GS 949					
9	154	172	TOMMY JAMES & THE SHONDELLS Travelin' Roulette SR 42044			NA	NA	
21	192	173	JR. WALKER & THE ALL STARS What Does It Take to Win Your Love? Soul SS 721			NA		
1	—	★	GENE AMMONS The Boss Is Back Prestige PR 7739			NA	NA	
112	175	175	ENGELBERT HUMPERDINCK Release Me Parrot PAS 71012					Ⓢ
2	177	176	BOBBI MARTIN For the Love of Him United Artists UAS 6700					NA
9	187	177	WES MONTGOMERY Greatest Hits A&M SP 4247					NA
13	171	178	ROD MCKUEN New Ballads Warner Bros.-Seven Arts WS 1837					
1	—	★	WILD MAN STEVE Wild! Wild! Wild! Raw 7001			NA	NA	
12	173	180	SPOOKY TOOTH/PIERRE HENRY Ceremony A&M SP 4225					
69	163	181	CREEDENCE CLEARWATER REVIVAL Fantasy 8382					
6	181	182	JOHN PHILLIPS Dunhill DS 50077			NA	NA	
55	185	183	ENGELBERT HUMPERDINCK A Man Without Love Parrot PAS 71022					Ⓢ
13	190	184	BILL COSBY More of the Best of Warner Bros.-Seven Arts WS 1836					
12	156	185	SOUNDTRACK Magic Christian Commonwealth United CU 6004				NA	
1	—	186	SAVAGE GRACE Reprise RS 6399				NA	NA
71	170	187	PETER, PAUL & MARY Album 1700 Warner-Bros.-Seven Arts WS 1700					Ⓢ
17	183	188	SHOCKING BLUE Colossus 1000				NA	
9	166	189	RAIDERS (Featuring Mark Lindsay) Collage Columbia CS 9964				NA	NA
9	196	190	TURTLES More Golden Hits White Whale WW 7127					
4	184	191	ROBERTA FLACK First Take Atlantic SD 8230				NA	NA
1	—	192	TOM PAXTON 6 Elektra EKS 74066				NA	NA
18	169	193	LETTERMEN Traces/Memories Capitol ST 390				NA	
2	197	194	GORDON LIGHTFOOT Sit Down Young Stranger Reprise RS 6392				NA	NA
3	195	195	ORIGINAL CAST Applause ABC ABCS OC 11				NA	
3	198	196	VARIOUS ARTISTS Stars of Hee Haw Capitol ST 437				NA	NA
3	200	197	JIMMY SMITH Groove Drops Yerve V6-B794				NA	NA
21	174	198	JOE SOUTH Don't It Make You Want to Go Home? Capitol ST 392					
1	—	199	CROW BY CROW Amarat ST 5006				NA	NA
1	—	200	SOUNDTRACK Sterile Cuckoo Paramount PAS 5009				NA	NA

TOP LP's A-Z (LISTED BY ARTIST)

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			Rick Nelson 152	Woodstock 4		Zephyr 160
			Oliver			

Billboard Album Reviews

JUNE 6, 1970



COUNTRY
STONEMANS—
In All Honesty.
RCA Victor LSP 4343 (S)

This is the first package by the current Stonemans on RCA—and it's a gas. The group has both a contemporary and traditional appeal, as evidenced by "Who'll Stop the Rain," "Don't Look Now" and other selections. Country devotees seeking authenticity have it here.



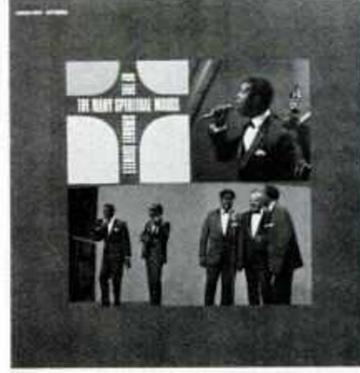
SEMI-CLASSICAL
JAMES KING IN
OPERA AND SONG—
London OS 26153 (S)

Tenor James King's rich voice has a field day with this charming program of opera selections and songs. Even the familiar "Dein ist mein ganzes Herz" from Lehar's "The Land of Smiles" is included as are other splendid pieces by Johann Strauss and Lehar. The songs, including "Granada," also glow, adding to King's luster.



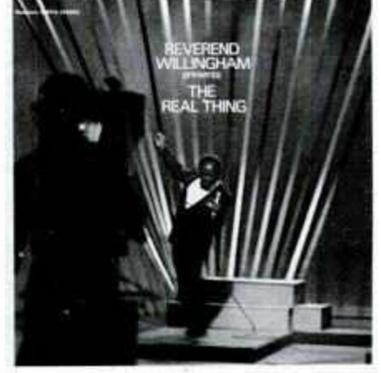
GOSPEL
JOHNNY JONES—
Let's Go Back to God.
Creed 3018 (S)

This second album by the recently formed Johnny Jones Singers has a "sock it to 'em" quality that automatically puts it among the better-produced gospel disks. Johnny Jones is, undoubtedly, one of the more talented young artists to apply himself to the gospel format. He has style, sincerity, and a genuine singing talent. He turns gospel into pop in such a subtle and enjoyable manner that it becomes acceptable to lovers of both formats.



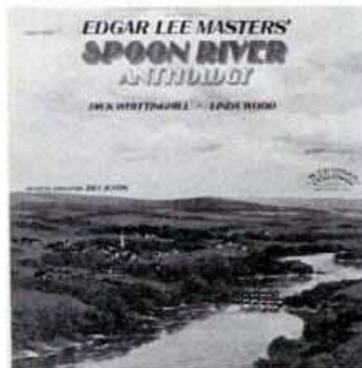
GOSPEL
THE MANY SPIRITUAL MOODS
OF THE SWANEE QUINTET—
Creed 3017 (S)

The Swannee Quintet is a consistently good gospel outfit. In their singing, its members try and succeed in creating an oasis of tranquility in the maelstrom of existing confusion. The tones of the group are restful, yet full of fervor and sincerity. Recommended listening.



GOSPEL
REVEREND WILLINGHAM
PRESENTS THE REAL THING—
Nashboro 7083 (S)

When Rev. Willingham sings you must listen. He is dramatic, insistent and has the driving force of a meteorite hurtling through space. Backed by Johnny Jones and the Johnny Jones Singers, Rev. Willingham really gets it together on this soul-searching album that was written almost in its entirety by the artist.



EDGAR LEE MASTERS'
SPOON RIVER
AN ANTHOLOGY
RCA Victor SR 5000 (S)

Edgar Lee Masters' "Spoon River Anthology," one of the most popular of American works, again comes to life in this superior collection of selections as marvelously produced by Randy Wood with the fine supporting music directed by Bill Justis. Dick Whittinghill and Linda Wood admirably read the gripping graveyard autobiographical pieces. This LP has 16 of the most memorable.

SPECIAL MERIT PICKS

POPULAR

INSIDE BERT SOMMER — Eleuthera ELS 3600 (S)
The "Hair" star comes up with a strong winning package of his own material—his first for the new label distributed by Buddah. The material is potent and well performed such as witnessed by his rock ballad with compelling lyric line, "Smile." His "We're All Playing in the Same Band" is another standout in what should prove an important chart album.

EDGAR WINTER — Entrance. Epic BN 26503 (S)
Johnny Winter's talented brother Edgar campaigns to make a name for himself, while separating himself stylistically from big brother's hard, driving electric blues. Fans expecting the likes of Johnny Winter's incredible guitar will be disappointed, as Edgar's bag is highly imitative, but solid jazz and blues a la Jethro Tull and predecessors who blended rock with their

roots. The sidelong "Winter's Dream" is jazzy and ethereal, while this star of the future comes alive on "A Different Game."

ESTHER OFARIM—Philips PHS 600-343 (S)
The folk-ballad style of Esther Ofarim is hard to beat. With easy vocal strokes she whips up strong emotional appeal and warm approval. There's a variety of style in her repertoire here which shows just how far she can go. To show her range are "God Bless the Child," "You Know Who I Am" and "Moon of Alabama."

JAM FACTORY—Epic BN 26521 (S)
White soul groups are not uncommon, but the Jam Factory is a good one, as this Syracuse unit cooks together with a hard-working energy rather than big city polish. Steve Marcone and Earl Ford's brass work brings home the group's musical message, while Gene McCormick adds depth and style on keyboards. Jam Factory is tight and together enough to catch on with "Sittin' in the Trap" and "It's Your World."

JOHN CALE—Vintage Violence. Columbia CS 1037 (S)
Shades of Nico, the Velvet Underground and Andy Warhol! Arranger-producer John Cale, responsible for some of rock's most unusual and beautiful music, sings and plays the sound that haunted Nico's albums and the Velvet Underground, backed by another Cale concoction, the Penguins. With co-producer Lewis Merenstein (van Morrison's "Moondance") Cale is magnificent on "Big White Cloud" and "Fair-weather Friend."

MUSIC FROM THE TIME OF CHRISTOPHER COLUMBUS—Musica Reservata (Beckett). Philips 839 714 LY (S)

Musica Reservata has a beautiful album here of early Spanish music, which is truly remarkable. Here are 17 selections, mainly by composers not well known today. Among the composers represented are Francisco de la Torre, Juan Del Encina, Antonio de Cabazon, Alonso de Mudarra, Juan Fernandez de Madrid, Garcia Munoz, Rodrigo Cavallos, and Francisco Millan.

PRIMAS STEFAN & HIS ROYAL TZIGANES—Play Gypsy Play. Monitor MFS 715 (S)
This album will appeal not only to the lover of exotic sounds but to the collector of fine classical music as well. Featuring virtuoso violinist, Primas Stefan, it embodies both Hungarian gypsy music and the fine classical sounds of Brahms. Included here are Brahms' Hungarian Dances Nos. 4 and 17, as well as Noel Coward's "Zigeuner," "Moscow Nights," and "Czardas" by Monti.

FOLK

ALEXANDER ZELKIN & DENISE BERARD—Quebec: French-Canadian Folk Songs. Monitor MFS 714 (S)

Recently there has been an awakening of the people of the province of Quebec to their own culture—neither Canadian nor French they are now dropping the French-Canadian tag and calling themselves Quebecians. This music reflects the sudden jolt of an old music, matured in France over the centuries suddenly hit by a brand new country. Lumberjack work, the St. Lawrence River, Catholic priests—all are included in the French-only material.

GOSPEL

ALEX BRADFORD—The Gospel Beat Goes On. Nashboro 7085 (S)

Alex Bradford is a world famous gospel singer—he toured Europe with the celebrated "Black Nativity" gospel show and here shows himself off to fine advantage. Listen to his slow delayed gospel-rock on "He's Got Enough Left Over" and you can see the huge debt owed by soul music to its gospel parent. Bradford even takes on a couple of pop tunes when he roars into "For Once in My Life" and "I've Got to Be Me"—less successful, but very interesting.

FRANK BOGGS—I Walked Today Where Jesus Walked. Word WST 8469 LP (S)
Here's an ideal record for those moments of quiet reflection. Frank Boggs' rich baritone is quietly relaxing as he sings many of the old gospel favorites. The production of the album too is of appreciable electronic excellence, enhancing the efforts of the artist and affording the listener an added dimension in gospel appreciation.

BROTHER JOE MAY—Today. Nashboro 7084 (S)
In the growing tradition of today's gospel sounds, Bro. Joe May delivers his message in the enjoyable soul-rock format that is a vital part of the current gospel renaissance. To a great extent, Bro. May sounds like a male Mahalia Jackson. His voice has a startling wide range, and a quality of sincerity that lends to the beauty of his songs.

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★
THE FABULOUS MAE WEST — Decca DL 79016 (S)
FAIRPORT CONVENTION — Cotillion SD 9024 (S)
JONATHAN SWIFT—Decca DL 75190 (S)
ELECTRIC CONCEPT ORCH. — Cinemoog. Mercury SR 61279 (S)
BENNY HIPSLEY AT THE DESERT HOTEL LIVE—Gateway GSLP 9023 (S)
HANK & LEWIE WICKHAM—Little Bit Late. Starday SLP 462 (S)
J.J. JACKSON'S DILEMMA—Perception PLP 3 (S)

CLASSICAL ★★★★★
MOZART: COMPLETE MASONIC MUSIC—Kren / Krause / Edinburgh Festival - Chorus / London Symphony (Kertesz). London OS 26111 (S)
FRENCH OPERA OVERTURES — New Philharmonia Orch. (Bonyngel). London CS 6643 (S)
BELLINI: BEATRICE DI TENDA (Highlights) —Sutherland / Pavarotti / Veasy / Various Artists / London Symphony. (Bonyngel). London OS 26140 (S)
MENDELSSOHN: SEXTET / BORODIN: QUINTET—Vienna Octet. London CS 6636 (S)
BEETHOVEN: SYMPHONIES Nos. 1 & 2—Vienna Philharmonic (Schmidt-Isserstedt). London CS-6658 (S)

INTERNATIONAL ★★★★★
ANDREYEN BALALAIKA ENSEMBLE — Play, My Balalaika. Monitor MFS 713 (S)
IVAN GORAN KOVACIC ENSEMBLE—Croatian Songs & Dances. Monitor MFS 711 (S)

SOUL ★★★★★
VARIOUS ARTISTS—Abreast of Soul. Pompeii SD 6005 LP (S)

COMEDY ★★★★★
ACROSS THE U.S.A. WITH JUSTIN WILSON—Tower DT 5179 (S)
THE HUMOROUS WORLD OF JUSTIN WILSON—Tower DT 5183 (S)

GOSPEL ★★★★★
ORRELLS—Try a Little Kindness. Victory ZLP 7935 (S)
WINDY JOHNSON & THE MESSENGERS—In Times Like These. Victory ZLP 7925 (S)

COUNTRY ★★★★★
THE FROST BROTHERS SING COUNTRY SOUL—Sing MSP 3022 (S)

LOW PRICE CLASSICAL ★★★★★
RAVISHING DELIGHT—Alfred Deller / Various Artists. RCA Victorola VICS 1492 (S)

ORIGINAL CAST

ORIGINAL CAST—The Last Sweet Days of Isaac. RCA Victor LSO 1169 (S)
Gretchen Cryer and Nancy Ford have written a likable rock-styled score for this off-Broadway musical. Austin Pendleton and Fredricka Weber lead a happy cast through a flock of appealing numbers including "My Most Important Moments Go By," "Love, You Came to Me" and "Touching Your Hand Is Like Touching Your Mind." A group called the Zeitgeist supplies proper instrumental feel.

COUNTRY

FLATT & SCRUGGS—20 All-Time Great Recordings in a Deluxe 2-Record Set. Columbia GP 30 (S)
Country's dynamic bluegrass duo, Flatt & Scruggs, receive the deluxe double-album treatment in tribute to their remarkable reign as the legendary fiddle and banjo team who have perpetuated authentic mountain music in the evolving market place of modern sounds. Technically brilliant, reaching blinding speeds, Flatt & Scruggs recall "Wabash Cannonball," "Foggy Mountain Breakdown," "Jackson," "Detroit City" and 15 more sparklers.

CLASSICAL

SALUTE TO PERCY GRAINGER—Pears/Shirley-Quirk/Various Artists/English Chamber Orch. (Britten). London CS 6632 (S)
Benjamin Britten masterfully conducts this "Salute to Percy Grainger," which includes many of that composer's better-known pieces, such as "Shepherd's Hey" and "Scotch Strathspey and Reel." Britten also is piano accompanist in some pieces including a number with pianist Viola Tunard. The English Chamber Orchestra is excellent in the other selections. Vocal sections are ably handled by tenor Peter Pears, baritone John Shirley-Quirk and the Ambrosian Singers.

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 66

Action Records

Singles

★ NATIONAL BREAKOUTS
THERE ARE NO NATIONAL BREAKOUTS THIS WEEK.

★ REGIONAL BREAKOUTS
NOBODY'S FOOL . . .
Dan Penn, Happy Tiger 538 (Press, BMI) (Memphis)

Albums

★ NATIONAL BREAKOUTS
SOUNDTRACK . . .
Woodstock
Cotillion SD 3-500
JACKSON 5 . . .
ABC
Motown MS 709
SUPREMES . . .
Right On
Motown MS 705

★ NEW ACTION LP's

BLODWYN PIG . . .
Getting to This
A&M SP 4243
MOTT THE HOOPLE . . .
Atlantic SD 8258
PACIFIC GAS & ELECTRIC . . .
Are You Ready
Columbia CS 1017
JERRY BUTLER . . .
Best of
Mercury SR 61281
ROUVAUN . . .
The Time for Love is Anytime
RCA VICTOR LSP 4360
PERCY FAITH . . .
Held Over/Today's Great
Movie Themes
Columbia CS 1019
MASON WILLIAMS . . .
Hand Made
Warner Brothers WS 1838

The charts tell the story—
Billboard has THE CHARTS

Classical Music

Billboard SPECIAL SURVEY For Week Ending 6/6/70

BEST SELLING Classical LP's

This Month	Last Month	TITLE, Artist, Label & Number
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED-ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194
2	2	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286
3	3	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13
4	4	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LSC 2576
5	11	BELLINI: NORMA (3 LP's) Sutherland/Horne/Various Artists/London Symphony (Bonyng), London OSA 1394 (S)
6	17	SHOSTAKOVITCH: SYMPHONY NO. 13 (Babi Yar) Philadelphia Orchestra (Ormandy), RCA Red Seal LSC 3162
7	5	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camarata of the Salzburg Mozarteum Academica (Anda), DGG 138783
8	15	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper (Jalas), Westminster WST 17143
9	7	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)
10	6	BACH'S GREATEST HITS Various Artists, Columbia MS 7501
11	—	HAPPY BIRTHDAY LUDWIG Various Artists, Columbia MS 7406
12	16	BEETHOVEN'S GREATEST HITS Various Artists, Columbia MS 7504
13	8	SCENES & ARIAS FROM FRENCH OPERA Beverly Sills, Westminster WST 17163
14	10	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506
15	34	STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Boehm), DGG 136001
16	35	BEETHOVEN: SYMPHONY NO. 5 New York Philharmonic (Bernstein), Columbia MS 6468
17	13	STRAUSS: DER ROSENKAVALIER (4 LP's) Crespin/Various Artists/Vienna Philharmonic (Solti), London OSA 1435
18	36	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Red Seal LM 2609 (M); LSC 2609 (S)
19	9	STRAVINSKY: LE SACRE DU PRINTEMPS Cleveland Orchestra (Boulez), Columbia MS 7293
20	23	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176
21	27	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, Symphony Orch. (Kondrashin), RCA Red Seal LSC 2252
22	19	BRAHMS: DOUBLE CONCERTO Oistrakh/Rostropovitch/Cleveland Orchestra (Szell), Angel SPO 36032
23	—	BACH ORGAN FAVORITES, VOL. IV E. Power Biggs, Columbia MS 7424
24	—	CASTLES OF SPAIN Andres Segovia, Decca DL 710171
25	38	VAUGHAN WILLIAMS: SEA SYMPHONY Sheilah Armstrong/John Carol Case/London Philharmonic Choir/London Philharmonic Orch. (Boult), Angel SB 3739
26	20	DONIZETTI: ROBERTO DEVEREUX (3 LP's) Beverly Sills/Various Artists/Royal Philharmonic Orch. (MacKerras), Westminster WST 323
27	12	BERLIOZ: TE DEUM London Symphony & Chorus (Davis), Philips 839.790
28	28	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CSA 6609
29	—	BEETHOVEN: SONATAS Glenn Gould, Columbia MS 7413
30	37	MUSIC OF ERIK SATIE: VELVET GENTLEMAN Camarata Contemporary Chamber Group, Deram DES 18036
31	—	SCHUMANN: KREISLERIANA Vladimir Horowitz, Columbia MS 7264
32	24	MAHLER: DES KNABEN WUNDERHORN New York Philharmonic (Bernstein), Columbia KS 7395
33	—	BERLIOZ: DAMNATION OF FAUST (3 LP's) Baker/Gedda/Paris Opera Chorus/Orchestre de Paris (Pretre), Angel SCL 3758
34	31	ART OF THE SPANISH GUITAR (2 LP's) Julian Bream, RCA Red Seal VCS 7057
35	21	BERNSTEIN'S GREATEST HITS, VOL. 2 New York Philharmonic (Bernstein), Columbia MS 7246
36	33	VERDI: IL TROVATORE (3 LP's) Price/Domingo/Various Artists/New Philharmonia Orchestra (Mehta), RCA Red Seal LSC 6194
37	—	GREAT OPERATIC DUETS Caballe/Verrett/New Philharmonia (Guadagno), RCA Red Seal LSC 3153
38	—	BEETHOVEN: SYMPHONY NO. 5/SCHUBERT: SYMPHONY NO. 8 Chicago Symphony (Ozawa), RCA Red Seal LSC 3132
39	26	VERDI HEROINES (2 LP's) Leontyne Price, RCA Red Seal VCS 7063
40	14	MOONDOG Columbia MS 7335

Price's 'Tosca' on London

NEW YORK—London Records is issuing a two-LP package of Puccini's "Tosca," which previously was out on RCA Red Seal. The opera set, which features soprano Leontyne Price, tenor Giuseppe DiStefano and baritone Giuseppe Taddei with the Vienna Philharmonic under Herbert von Karajan, is one of a series of recordings, which recently reverted to British Decca from RCA. Previously issued by London from these sets were Verdi's "Aida" featuring Miss Price and Jon Vickers, and Bellini's "Norma" featuring soprano Joan Sutherland.

Miss Sutherland also appears in an album of highlights from Bellini's "Norma," which also features Josephine Veasey, Luciano Pavarotti, and Cornelius Ophof with Richard Bonyng and the London Symphony.

Kertesz conducts the orchestra in Mozart's complete masonic music with tenor Werner Krenn, baritone Tom Krause and the Edinburgh Festival Chorus. Bonyng has a program of French

opera overtures with the New Philharmonic Orchestra.

Hans Schmidt-Isserstedt continues his Beethoven symphonic series with the Vienna Philharmonic in a coupling of the first two symphonies. Tenor James King has a recital of operatta and song with Hans

Carste and the Berlin Symphony.

Benjamin Britten conducts an album of Percy Grainger with Peter Pears, John Shirley-Quirk, the Ambrosian Singers, Viola Tunnard and the English Chamber Orchestra. Members of the Vienna Octet have a coupling of Mendelssohn and Borodin.

Watts Opens Festival at S. Illinois U. on July 2

EDWARDSVILLE, Ill.—The 1970 Mississippi River Festival opens on the campus of Southern Illinois University here, July 2, with pianist Andre Watts as soloist with the St. Louis Symphony, the resident orchestra, under Walter Susskind, music director.

Symphony concerts are slated for Thursdays and Saturdays. Other soloists for the summer season include pianists Malcolm Frager and Peter Serkin, violinists Pinchas Zukerman and Max

Rabinovitsj, and cellist John Sant'Ambrogio. Dean Dixon conducts the festival's closing pair Aug. 6 and 8.

Conductors for a Sunday "pops" schedule include Henry Mancini, Leonard Slatkin, Franz Allers, and Susskind, who also will be piano soloist at the July 5 opener with Slatkin conducting. Vocalists Earl Wrightson and Lois Hunt, and Jennie Trevor, the St. Louis Jazz Quartet, and the Southern Illinois University Chorus also will participate.

A series of rock and folk concerts is slated on scheduled Fridays and Wednesdays beginning July 3 with the New Christy Minstrels and ending Aug. 12 with the Band. Also listed are Cannonball Adderley, Chicago, Jefferson Airplane, July Collins, and Delaney, Bonnie & Friends.

Marilyn Horne Solo

HOLMDEL, N.J. — Mezzo-soprano Marilyn Horne will be the soloist with Henry Lewis and the New Jersey Symphony at the gala opening Wednesday (10) of the "Festival of Classical Stars" at the Garden State Arts Center. The program will be repeated Saturday (13).

Johnny Green will conduct the orchestra in a Rogers & Hammerstein concert July 13 and 14. Pianist Vladimir Ashkenazy will be the soloist with Sixten Ehrling and the New York Philharmonic, July 29-30, while pianist Lorin Hollander will appear with Andre Kostelanetz and the Philharmonic, Aug. 12 and 15.

Soprano Veronica Tyler, baritone William Warfield and pian-

ist Earl Wild will be the soloists in a George Gershwin program Aug. 26 and 29. Appearances also are slated for the Moiseyev Dance Company, Les Ballets Africains, and Jose Greco and his dancers.

Met at the Park to Open June 30 With 'Lammermoor'

NEW YORK—The Metropolitan Opera's fourth summer program in New York parks opens June 30 with Donizetti's "Lucia di Lammermoor" in Manhattan's Central Park. Featured will be Anna Moffo, Sandor Konya, Frank Guarrera and John Ma-

curdy, Ignace Strassfogel conducting.

Among the other artists scheduled for repeats at the Bronx Botanical Garden, Staten Island's Clove Lake Park, Brooklyn's Prospect Park, and Queens Crocheron Park will be Colette Boky, Gail Robinson, Enrico DiGiuseppe, Nicholas Di Virgilio, Robert Goodloe, Louis Sgarro and Paul Plishka.

Among the artists in the four performances of Leoncavallo's "Pagliacci," Kurt Adler conducting, will be Richard Tucker, Robert Nagy, Lucine Amara, Teresa Stratas, Gilda Cruz-Romo, Cornell MacNeil, Abe Polakoff and Guarrera.

Dorothy Kirsten and Miss Stratas will take turns as Mimi in the three performances of Puccini's "La Boheme," Jan Behr conducting. Also featured will be Miss Boky, Judith DePaul, DiGiuseppe, Octaviano Nighiu, Russell Christopher, Dominic Cossa, Plishka and Macurdy.

RACUSIN SPEAKS OUT ON CAUSES FOR MARKET DIP

NEW YORK—Norman Racusin, president of RCA Records, cited the "non-renewal of the classical repertoire" and "our failure to interest young people or new audiences in classical music" as major causes for the declining classical market.

Speaking before the National Music Council at the Julliard School of Music, May 21, Racusin warned, "We have already learned that the market is not elastic since neither the budget priced records nor dramatic price reductions introduced from time to time have resulted in any significant sales increase."

Racusin pointed out, "Much of the contemporary serious music . . . may have relevance, but is insular and so unappetizing that it turns audiences off rather than on. . . . If the repertoire is not replenished with meaningful material and the audience is not renewed with youth the day will come when record companies will not be able to record classical music."

Special Col. Stravinsky Set

NEW YORK—Columbia Records this month is issuing a specially-priced five-record package of music of Igor Stravinsky with the composer conducting nine compositions. A bonus rehearsal recording also is included.

Thomas Schippers and Barbara Blegen are soloists in the first recording for two pianos of C.P.E. Bach's "Concerto in F" as Schippers also conducts the New York Philharmonic. Completing the pressing is the first listing of that composer's "Concerto in G" with Schippers as organist and conductor of the Vienna Baroque Ensemble.

Gunther Schuller conducts a chamber orchestra in an album of several first recordings of Charles Ives' chamber orchestra works. Stravinsky also

conducts an LP of songs. Among the soloists are sopranos Evelyn Lear and Cathy Berberian, mezzo-soprano Mary Simmons, and baritone Donald Gramm.

Robert Craft conducts the Singers of Venosa in Gesualdo's Book IV of madrigals. Leonard Bernstein and the Philharmonic have a Hindemith pressing, while Eugene Ormandy and the Philadelphia Orchestra perform Beethoven.

Organist E. Power Biggs continues his "historic organs" series with a set on France. Composers represented are Francois and Louis Couperin, Nicolas Leblegue, Louis Claude Balbastre, Louis Nicolas Clerambault, Jean Francois Dandrieu and Pierre Dandrieu. Completing the release is a Schubert album by pianist Eugene Istomin.

NAMM Schedule

Here is a detail list of meetings and program to be held at the Hotel Fontainebleau from June 5-9.

FRIDAY

All Day—The Fred Gretsch Mfg. Co. meeting and luncheon, Champagne Room.
 8:30 a.m.—National Council of Music Importers breakfast and meeting, Imperial Parlor 5.
 9 a.m. to 5 p.m.—Chicago Musical Instrument Co. sales meeting, Pasteur/Lafayette.
 9:30 a.m.—National Association of Musical Merchandise Wholesalers meeting and luncheon, Voltaire Room.
 10 a.m.—National Association of Music Merchants annual board of directors meeting, Francine Room.
 11 a.m.—Guitar and Accessory Manufacturers Association directors meeting and

luncheon, Imperial Parlor 4.
 Noon—National Association of Music Merchants board of directors reception and luncheon, Louis Phillippe.
 Noon—Chicago Musical Instrument Co. luncheon, Fleur De Lis.
 3 p.m.—Convention registration, Grand Gallerie.
 6:30 p.m.—National Association of Musical Merchandise Wholesalers annual meeting and dinner, Voltaire Room.
 9 p.m.—Beirstube Party, West Ballroom.
 10 p.m.—Registration closes, Grand Gallerie.

SATURDAY

1 p.m.—National Association of Young Music Merchants membership sales meeting, Pasteur Room.
 5 p.m.—National Association of Young Music Merchants annual meeting and reception, Lafayette and Voltaire Rooms.

5 p.m.—National Association of Electronic Organ Manufacturers annual meeting, Imperial Parlor 5.
 6 p.m.—Guitar and Accessory Manufacturers Association dinner, Pasteur Room.

SUNDAY

8 a.m.—Lowry Organ Dealers breakfast and meeting, Fontaine Room.
 8 p.m.—Continental music breakfast, West Ballroom.
 8:25 a.m.—First General Session, "Are We Selling All of Our Market . . ." East Ballroom.

9 a.m.—Women's Continental music breakfast, Club Gigi.
 2 p.m.—National Association of Music Merchants group insurance trustees annual meeting, Imperial Parlor 5.
 7 p.m.—Slingerland Drum Co. (with Buddy Rich Orchestra), East Ballroom.

MONDAY

8 a.m.—National Association of Music Merchants members annual meeting and music breakfast, East Ballroom.
 8 a.m.—Continental music breakfast, West Ballroom.
 9 a.m.—Second General Session, "Let's Hear It From the Kids," East Ballroom.
 10:30 a.m.—National Association of Music Merchants tellers committee, Imperial Parlor 5.

11:45 a.m.—Northern and Southern Music Research group reception, Lafayette Room.
 Noon—National Association of Music Merchants past president's luncheon, Champagne Room.
 12:30 p.m.—Northern Music Research Group luncheon and meeting, Pasteur Room.
 12:30 p.m.—Southern Music Research Group luncheon and meeting, Pasteur Room.

TUESDAY

8 a.m.—Continental music breakfast, Grand Gallerie.
 8:25 a.m.—Third general session, "The Consumer vs. the Music Industry," West Ballroom.
 10 a.m.—National Association of Music Merchants board of directors reorganization meeting, Francine Room.
 Noon—National Association of Music Mer-

chants board of directors luncheon, Louis Phillippe.
 5 p.m.—Aeolian Corp. reception, Fontaine Room.
 6 p.m.—NAMM Honor Guest reception, Jade Promenade.
 6 p.m.—General Reception, West Ballroom.
 7 p.m.—All Industry Dinner and dance, East Ballroom.

Mini-Sessions Set to Probe Many Topics

MIAMI BEACH—There will be five manufacturer association sponsored mini-sessions at the National Association of Music Merchants convention — Friday (5) through Tuesday (9) here. The five 1 and ¼ hour sessions will be conducted concurrently twice daily at 1 and 2:30 p.m. on both Saturday and Sunday at the Miami Beach Convention Hall. If successful, they will be repeated on Monday.

Here is the schedule and brief capsule description of the sessions:

"In Store Class Guitar": The Guitar and Accessories Manufacturers Association (GAMA) will show dealer the rudiments of what can be an attention get-

(Continued on page 75)

Industry Often Underrates Sheet Music's Vital Role

By ALAN STOLOWITZ

If we were to liken the music industry to a great ship, I've little doubt that we'd find the publishing end buried somewhere in the engine room. Meanwhile, on deck and in the great ballroom, the rest of the business danced till dawn. Still (and like the ship) we all know and had better remember just what makes things, as well as music, move.

Having located publishing's place in the business, how about determining publishing's place in the market? In music stores that sell records and instruments all across the country; in mass discount stores, chain stores, drug chains; in fact, wherever the great mass of music lovers gather to consume we'll find sheets and folios displayed. Or will we?

Traditionally, sheet music moved out from the publisher end and was harvested in great quantities by the wholesaler.

Dealers would make their requests known and the wholesaler would naturally fill them. At the far end, the musician would clutch his piece of music to his breast and beat the fastest path to his instrument. This is the way it's been, this is the way it'll be. Or will it?

Booz, Allen & Hamilton (Marketing Consultants) offer the following conclusion: ". . . sooner or later every product is pre-empted by another or else degenerates into profitless price competition." The two causes most often cited for this process are changes in technology and changes in the market.

In terms of technology, paper has remained paper and the product's physical function has not altered significantly. The one noticeable exception is the new emphasis on graphics, including elaborate photos and artwork. The change in the market, however, has been nothing short of revolutionary and every segment of the music industry has waxed during his state of affluence.

Focusing on the point of purchase, that place in time and space where the product suddenly assumes real values, we settle naturally enough within the retail store and, to the open displays and modular merchandisers. Is the present arrangement optimal considering such questions as does the rack build an immediate sale, as well as increase it? Does it dispense coupons (are there any in the first place)? Is there seasonal or timely appeals, premiums, combination offers, the use of motion, light or sound? Does it promote impulse buying?

Turning briefly to that supplementary and complementary area of sales promotion, under what circumstances is cooperative advertising employed? Doubts about the benefits should weigh the following: (1) it allows for advertising at a lower cost; (2) it stimulates dealer interest in your product; (3) it builds sales; and (4) it intensifies consumer interest. Dealers should consider the following: (1) extra advertising dollars are available; (2) the quality of advertising is

(Continued on page 74)

Folk Artists Add Instruments

CHICAGO—While rock musicians are seemingly exploring the endless reaches of music stores in efforts to come up with new and sometimes exotic instruments, folk musicians are just beginning to discover uses for instruments other than acoustic guitars.

The trend was established by Bob Dylan in 1965 when he plugged in his guitar and added a rhythm section. Since then, the change has been slow but folk groups and individuals are adding instruments.

One of the current folk-oriented people is Tom Rush, who for many years appeared with just an acoustic guitar, while adding some instruments for records. Now he tours with an elec-

tric guitarist and an electric bassist. This has caused some problems, however.

"When we play in the small folk clubs, the electric instrument causes nothing but trouble," Rush pointed out. "It has almost become a necessity to turn the amplifiers toward the wall and then surround the amps with clothes or something to keep the sound down even further. The sound system in these clubs are usually pretty bad, so we have to keep it soft."

Another survivor of the folk revival of the early 1960's is Phil Ochs, who recently added a rock band to back him. "This is something I've always wanted to do, and the time seemed right for it. I still perform my acoustic ma-

(Continued on page 75)

Mgt Agency & Music Lists Six-Mos Profit Increase

LONDON—Pre-tax profits of Management Agency and Music for the six months ending Jan. 31 amounted to \$1,770,000, compared with \$2,095,000 for all of 1968-69, with a confident forecast of more than \$4.8 million for the full year. An interim dividend of 50 percent (\$627,000 gross) was also declared against a single payment last year of 17½ percent.

The results should come as a welcoming brake to the stock market slide that has wiped well over \$3,600,000 from each of Tom Jones' and Engelbert Humperdinck's personal stakes in the organization.

Also, the greater proportion of the company's profits are expected in the second half of the year. The singer's contracts with MAM stipulate they collect the first 90 days of overseas earnings personally and whatever comes after goes to the company. Neither do the latest figures include contributions from the more lucrative Decca deal signed last December.

Announcing the figures, MAM managing director Bill Smith said the company will shortly announce a new takeover which is understood to have been completed and involves a shares and cash exchange.

Cap's Art Director

NEW YORK — Marvin Schwartz is Capitol Records art director and not its merchandising director as errotummed recently in Billboard. He reports to Don England, recently named vice president and general manager of CRDC. The product managers will report to Rocky Catena, merchandising vice president.

NAMM Exhibitor List

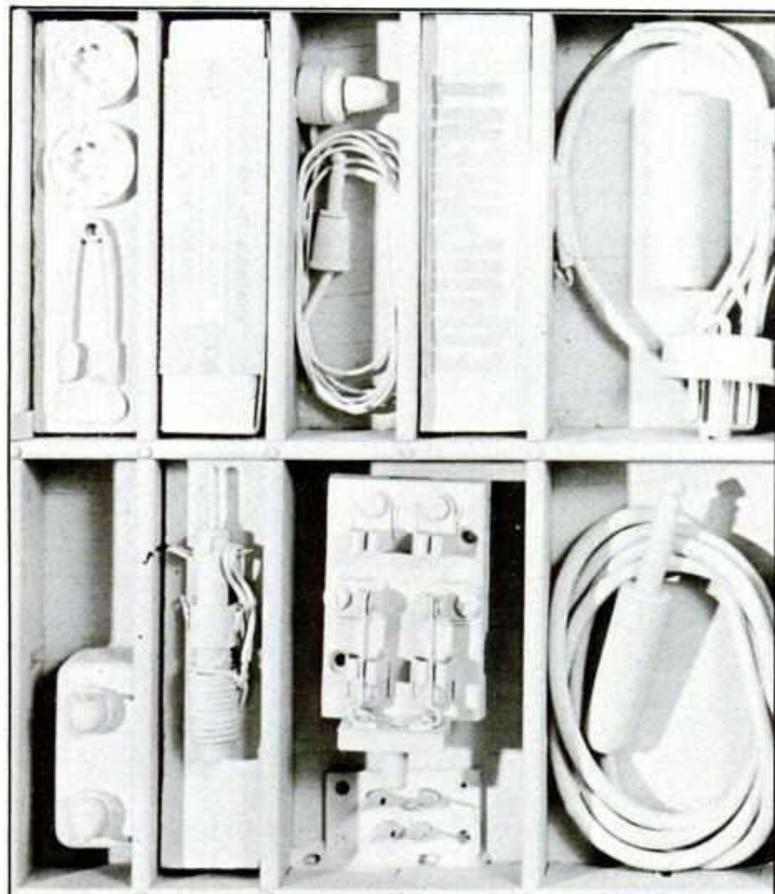
Here is a list of exhibitors at the National Association of Music Merchants Convention June 5-9 in Miami:

- Acoustron/LWE Corp.
- Aeolian Corp.
- Charles Alden Music Co., Inc.
- American Piano Supply Co.
- The Ampeg Co., Inc.
- Ardsley Musical Instrument Corp.
- ARB Amplifiers, Div. of Multi-Elmac Co.
- W. T. Armstrong Co., Inc.
- Audion
- Ayar Industries, Inc.
- Baldwin Piano & Organ Co.
- Ernie Ball, Inc.
- Mel Bay Publications Inc.
- Bell & Howell
- Benelus Musical Instruments
- Big 3 Music Corp.
- Zeb Billings Music Publishing Co.
- British Consulate General

- C. Bruno & Son, Inc.
- Buegeleisen & Jacobson, Inc.
- Casa Praos S.A.
- CBS Musical Instruments
- Chicago Musical Instrument Co.
- Conn Corp.
- Conn Organ Corp.
- Currier Pianos
- Custom Music Co.
- Daimaru New York Corp.
- Dallas Arbitrator Ltd.
- Dampff-Chaser Electronics, Inc.
- Darco Music Strings, Inc.
- J. C. Deagan, Inc.
- Decca Records
- Drumland/Ralph Kester, Inc.
- Electro Music/CBS Musical Instruments
- Everett Piano Co.
- Ferree's Band Instrument Tool & Supplies, Inc.
- Fibes Drum Corp.
- Carl Fischer Musical Instrument Co., Inc.
- Fisher Radio
- Gar-Zim Musical Instruments Corp.
- K. G. Gemeinhardt Co., Inc.

- General Electric Credit Corp.
- The Getzen Co., Inc., and Meinel Weston Div.
- C. A. Gotz Jr.
- Goya Music
- Grand Piano Co., Inc.
- The Fred Gretsch Co., Inc.
- Groesman Music Corp.
- GTR Products, Inc.
- Guild Musical Instruments
- Guitar Player Magazine
- Gulbranson Co.
- Halifax Musical Instruments, Ltd.
- Hammond Organ Co.
- Hansen Publications, Inc.
- The Harmony Co.
- Harptone Manufacturing Corp.
- M. Hohner, Inc.
- Imperial Musical Instruments Mfg. Co.
- International Musical Instruments, Inc.
- Interstate Industries, Inc.
- A&P Irmischer Co.
- Italian Trade Commissioner

(Continued on page 75)



make your mark

Get into the center of the industry. Get into Billboard's Buyer's Guide, 1970-71.

Advertising deadline:

July 24, 1970

Issue date:

August 29, 1970

I'M ROGER WILLIAMS...

... "And I'm looking forward to visiting with you during the NAMM Convention in Miami this week.

I want you to be among the first to preview the most revolutionary and exciting piano and organ teaching system ever devised. This computerized, electronic system will soon be introduced throughout the nation in scores of Roger Williams International Music Centers. . . . And now you can see and hear it first! Monday, June 2, you'll find me at Booth 1240 in Convention Hall and in the International Music Corporation Hospitality Suite at the Fountainbleu Hotel. Once



we've shown you this fabulous new instructional system and told you about its tremendous money-making potential for new and old dealers, I know you'll be as excited as I am. I'll see you in Miami."

Roger Williams shown with the amazing Decker electronic teaching system currently sweeping the nation . . . and increasing sales of pianos and organs everywhere it is used. You must see it to believe it. Some choice dealerships for ROGER WILLIAMS MUSIC CENTERS are still available. Officers of International Music Corporation will be available all through the convention to discuss details with you.



**INTERNATIONAL
MUSIC
CORPORATION**

Roger Williams International Music Centers are a division of

INTERNATIONAL MUSIC CORPORATION

10th Floor, Expressway Tower

Dallas, Texas 75206

214 / 369-5124

Applications are now being accepted for dealerships.

Copyrighted material

Chart Song Books
Sheet Music Info
 All Instrument Books
 Music of Today—Brimhall

MUSIC MERCHANTS MEET . . .
 A very special WELCOME to the "music merchants" who will be attending the up-coming 1970 NAMM Convention in Miami Beach. Hansen Publications and Sheet Music Institute wish to extend to all of you an open invitation to visit our booth and meet, in person, Mr. John Brimhall, world renowned piano educator . . . and Mr. Richard Bradley,

by: Jude Porter

organ virtuoso and educator. Also, why don't you plan on a visit to the Hansen printing complex and see for yourself where and how "music happens"! We'd be happy to have you!

SEE YOU AT NAMM!

BRAVO . . .
 Glen Campbell, America's "Goodtime Guy," opened recently to capacity audiences at the famed International Hotel in Las Vegas, Nevada. Your editor was there . . . and witnessed a great triumph! BRAVOS . . . to a REAL performer!!!

STEPPIN' INTO THE SPOTLIGHT . . .

As the summer fast approaches, TV replacement "slots" are being filled by your favorite sheet-selling personalities. For example . . . look for THE EVERLY BROS. to sub for Johnny Cash . . . and "Everything Is Beautiful," RAY STEVENS to take over for Andy Williams. Music books on both of these fine artists will be soon rolling off the presses and on their way to you!

MEANWHILE . . . BACK IN THE BOOK RACKS . . .

Best-bet book buys begin here with the latest list of Hansen Publications. Topping this tune-filled tabulation is . . . "the most fabulous song book ever published"! It's entitled . . .

MORE NEW POPS OF THE 70's

It includes . . . The Beatles', "Let It Be"—Badfinger's, "Come and Get It"—Norman Greenbaum's, "Spirit in the Sky"—Lennon/Ono, "Instant Karma" . . . and much, much more! YOU CAN'T DO WITHOUT THIS ONE!! IT'S A WINNER! Special introductory price . . . \$3.95! Next . . . lots of fun-time with groovy music . . . captured in two books. One is for Easy Piano/Easy Organ and the other is for Portable Easy Chord Organ. They have a "plump elephant" on the cover . . . and are called

24 HEAVY HITS

In them you'll find such songs as Evil Ways, Midnight Cowboy, Stir It Up and Serve It, and many more top 10's! You'll love them! Introductory price . . . \$1.95 each.

HOT COUNTRY SINGLES

Here's a compilation of Country Evergreens that will thrill everyone! It has, inside the cover, My Woman, My Woman, My Wife . . . What Is Truth . . . and Tennessee Bird Walk! Price, \$1.50!

Glen's groovin' with a brand new music book entitled . . .

GLEN CAMPBELL—OH HAPPY DAY

This book will mean something very special to whomever peeks under the cover. The music includes, Oh Happy Day . . . Daddy Sang Bass . . . You'll Never Walk Alone . . . Pave Your Way Into Tomorrow . . . just to list a few . . . AND, fabulous photos! For Piano/Organ/Vocal . . . at only \$1.95!

BE ON THE LOOKOUT FOR . . .

These books are "in the works," but we thought a "bit of a hint" as to what's coming your way SOON, would be helpful to have . . . in advance! Watch for . . .

- DELUXE COUNTRY AND WESTERN LYRIC BOOK
- HANSEN'S TOP 51 NICE 'N EASY LISTENING SONG BOOK
- BEST OF POPULAR LYRIC BOOK
- ROCK OF ALL AGES BOOK (The History Of Rock 'n Roll)
- DISNEY ALL-YEAR SONG BOOK

Note: Hansen Publications will revise one of Disney's most fantastic films in book form! (We're going to keep you guessing for awhile.) Will tell you, however, it will be a collector's item!

SPRING SURE-SHOTS . . .

New, as well as fast-selling songs are poppin' off the Hansen presses in one, two, three order. Whet your musical appetite with these . . . In the Beatles' category . . . FOR YOU BLUE . . . from the Beatles' picture, "Let It Be" . . . MAGGIE MAE!

Our three Country/Western-flavored sellers are . . . ROCKY TOP (Lynn Anderson) . . . OLD MAN WILLIE (Nat Stucky) . . . LONG LONG TEXAS ROAD (Roy Drusky)!

From the wonderful world of motion pictures . . .

A WALK IN THE SPRING RAIN

(From the Columbia Picture of the same name.)

and . . . from the Paramount picture, "Norwood" (starring Glen Campbell)

NORWOOD (Me And My Guitar)

I'LL PAINT YOU A SONG

MARIE

In the sure-shot slot . . . nothing but HITS!

DAUGHTER OF DARKNESS (Tom Jones)

MISSISSIPPI QUEEN (Mountain)

KILLER JOE (Quincy Jones)

DON'T IT MAKE YOU WANNA GO HOME (Brook Benton)

And . . . the new sheets heading for "Hitsville U.S.A." . . . read like this

MAMA LIKED THE ROSES (Elvis Presley)

FOLLOW ME (John Denver)

FEET START WALKING (Doris Duke)

TULANE (Chuck Berry)

GATHERIN' SWEET MOSS (Gilbert Price)

THAT'S WHERE I WENT WRONG (The Poppy Family)

CAN'T STOP LOVING YOU (The Flirtations)

COMING APART (Going To Pieces) (Pojo Seco)

PASSPORT TO THE FUTURE (Jean Jacques Perry)

GET DOWN PEOPLE (The Fabulous Counts)

SHE'S HUNGRY AGAIN (Bill Phillips)

DON'T STOP NOW (Eddie Holman)

That's how the music "sounds" this week. Bye, for now!

SEE YOU IN MIAMI!

GOLD MARK ASSOCIATES

Public Relations

Beverly Hills—New York—London

NAMM '70

'70 NAMM Is Completely New

• *Continued from page 1*

NAMM, according to executive vice president Bill Gard. NAMM has held only five shows (all in New York City) outside Chicago, in 21 years. Last year's show drew 12,500.

Gard said the association is extremely pleased with the advance attendance figures (two thirds of the 3,000 reserved rooms in 14 hotels were booked as of May 25) and the fact that for the most part only marginal exhibitors will be absent. With more exhibitors coming in every day he had 193 signed as against 256 in Chicago last year.

Among many firsts for this year's Music Show—now called the Music Convention and Exposition:

- All business sessions will be available on cassette recordings through the cooperation of Bell & Howell.
- All exhibits are on one level.
- All exhibitors' goods is moved directly to the exhibit floor as part of the booth price package.
- All five industry associations are conducting "mini-sessions at the convention site; all are involved in general sessions at the Hotel Fontainebleau.
- All officers' wives will participate in the annual banquet; a full program of ladies' events is planned each day.
- All delegates can watch a theater center in the Convention building where 8 movies will be shown continuously.
- All delegates are guests at a Beirstube party at 9 p.m. Friday (5).
- All events will be introduced via an overture (6) after which a high school band will lead the delegates into the convention hall.

Other firsts will include the appearance of an outside speaker, radio-TV personality Robert Q. Lewis, who will address the young music merchants' meeting; the presence of over 40 foreign exhibitors (as estimated 17 from Italy alone); a newly designed dinner dance utilizing four separate dance floors; and many separate events sponsored by exhibitors.

Gard said: "Apparently, there is a lot of curiosity about Florida. Chicago Musical Instrument and Wurlitzer have informed us that more of their West Coast customers are going to Miami than went to Chicago. Wurlitzer planned on having one boat hired for an event and has now signed another boat."

Hammond Corp., Lowry Organ and St. Louis Music Supply, for example, are all involved in dealer incentive plans tied in with the Miami trip, he said.

NAMM's earlier plan to charter flights from three cities was called off, however, when it became too involved, Gard said. Eastern and Delta are selling the trip to individuals and Gard said that certain economy and excursion trips are almost equal to charter prices with the added convenience that delegates are not tied to any specific schedule.

Five of the 14 hotels set up for delegates are sold out, according to Gard (Eden Roc, Fontainebleau, Holiday Inn, Shelborne and the Doral). The other hotels (Barcelona, Cadillac, Crown, Di Lido, Lucerne, Montmartre, Plaza, Seville and Versailles) are offering special convention rates as low as \$12 for single occupancy.

Another important first, holding exhibits on one level, has

allowed several exhibitors to expand (CMI and Conn were outside NAMM in Chicago due to space limitations). CMI will have 5,000 square feet; CBS Musical Instruments, 6,000; and Yamaha 6,000. The smallest space is 100 square feet and Foster Lee, Gard's assistant, pointed out that no exhibitor will be paying for space that actually consists of washrooms as was the case in the Conrad Hilton rooms.

Also mentioned as adding interest to the event here is the many scheduled events for the wives of music dealers. On Saturday (6) there will be an address by a Bureau of Narcotics official on youth and drugs followed by another talk entitled: "How to Have a Heart Attack" by Dr. Rex Kenyon of the American Medical Association. Instructions on manicure, wig care, flower making, jewelry and accessory use and a skin analysis by a beauty expert are among other daily events for the women. Additionally, actress Agnes Moorehead and a guest to be announced will entertain the women.

Gard said: "We definitely view Miami as a challenge because it does amount to a new approach to conventions. We are planning many new events. Actually, it is the beginning of a new era for NAMM. With the economy working against us we think that the expected 10,000 attendance and the support we're getting from exhibitors is very encouraging."

NAMM is so encouraged by its recent seminar in Los Angeles, which also included the participation of 60 exhibitors, that it is holding open tentative dates in the Century Plaza for April 3-4 in 1971. The Seminar drew 900 dealers personnel from 21 states.

The 1971 convention will be held in Chicago again at the new McCormick Place June 26-29 in conjunction with the Consumer's Electronic Show (the latter, being held this year in two New York City hotels June 28-July 1 has already announced over

6,000 advance registrants and 200 exhibitors).

Gard said that part of the new thinking at NAMM will include the possibility of holding a day open for the general public in 1971 and holding NAMM shows outside Chicago in alternate years—possibly one show in Los Angeles in 1972 and one in the East two years later.

NAMM president Robert J. McDowell said: "The complete overhaul of the NAMM Music Convention and Exposition—including the name change to more properly describe our annual event—was due entirely to the splendid all-industry all-out effort to update the industry image and increase the value of what is the industry's most important single annual event. Without the cooperation and enthusiasm of every individual manufacturer/distributor association and all the exhibiting firms, such a change and move to relevance would have been unattainable."

Sheet Music Role

• *Continued from page 72*

improved; (3) & (4) same as above.

If you care to dismiss the preceding as little more than blue-sky chatter, let's get down to earth, facts and the here and now. No comment is necessary on the state of our economy or society. We all know and feel what is happening. Sheets sales are down. Dealer interest is pointed, if minimal. And here and now is the time to apply what we know, and here and now is the time to begin narrowing the gap between technology and society. For the publishing industry, this means the application of the marketing concept, from start (the consumer) to finish (the manufacturer). If common sense makes sense, we'll know it; if our intuition is correct, it will be strengthened with fact. The only risk is reason and he result is to be right more often than wrong.

Music In Print

by

ALAN STOLOWITZ

An Audit

The news that MGM is selling Big 3 should be attended to by us all. First, note the comparative revenues of 1969 versus 1968: \$6,144,000 against \$6,236,000. Sales were down during a period when the music industry was exploding. Secondly, MGM has been through so many shake-ups, house-cleaning and cost-cutting ventures as to spin faster than a 78 disk. Still, they (MGM) must have done some real soul-searching and balance-sheet checking before the decision was made. If any of this news is serious enough to foster some introspection, let's make the agony of personal scrutiny worth more than mere anguish and anxiety. Let's call our analysis and diagnosis a Marketing Audit.

Performing a Marketing Audit will reveal, like never before, your strengths and weaknesses (we all have some) in relation to your opportunities. Phase One is to ask "Where are we now?" So gather up all the information you can on the current year's sales, expenses, units, percentages, shares of market, territories, etc. Question the nature of the market, including buyer behavior, characteristics, number, etc. Now examine the competition, its numbers, types, characteristics, policies. Concerning the product, a whole range of questions appear, each begetting more questions on the package, the price, service, distribution, selling, advertising, sales promotion, publicity and physical movement. All of this will tell you just where and how you are. Phase Two is to ask "How did we get here?" By combining these two, you just might be able to determine where you will go.

If all this sounds like a bit much, consider the nature of success: it is always determined by what has just happened and what will happen must be better than what is happening. Like life, the only constant in success is change. When it stops, it goes by a different name.

(Continued on page 81)

Mini-Sessions Probe Set

• *Continued from page 72*

ting type of guitar program for in-store operations—class guitar instruction.

"Leasing—Increased Sales and Profits in the School Market": The National Association of Band Instrument Manufacturers (NABIM) will discuss the role of leasing in present and future markets, the various methods of leasing, the values to schools, how to sell the leasing concept to music supervisors and school boards and converting leases to sales.

"Selling the Weatherproof Hobby—the Organ": the National Association of Electronic Organ Manufacturers (NAEOM) will discuss the idea that the organ is projected as the most effective prescription for better business—in the 1970's. Emphasis will be placed on new approaches and development of leisure market.

"In-Store Group Lessons—the Route to More Piano Sales": the National Piano Manufacturers Association (NPMA) will go into detail on how to set up piano classes, the facilities required, coordinating piano classes with other store activities, what to charge, and how to attract teachers and students.

"Musical Kindergarten—Starting Tomorrow's Customers Today": the National Association of Musical Merchandise Whole-

salers (NAMMW) will explain how musical kindergartens work and how to set them up. Dealers will also learn what to expect in terms of community reaction, sales and involvement with children.

Folk Artists Add Instruments

• *Continued from page 72*

material, but the band gives me another way to diversify my act," he said.

Two groups from England have also shown that folk music is not strictly limited to the

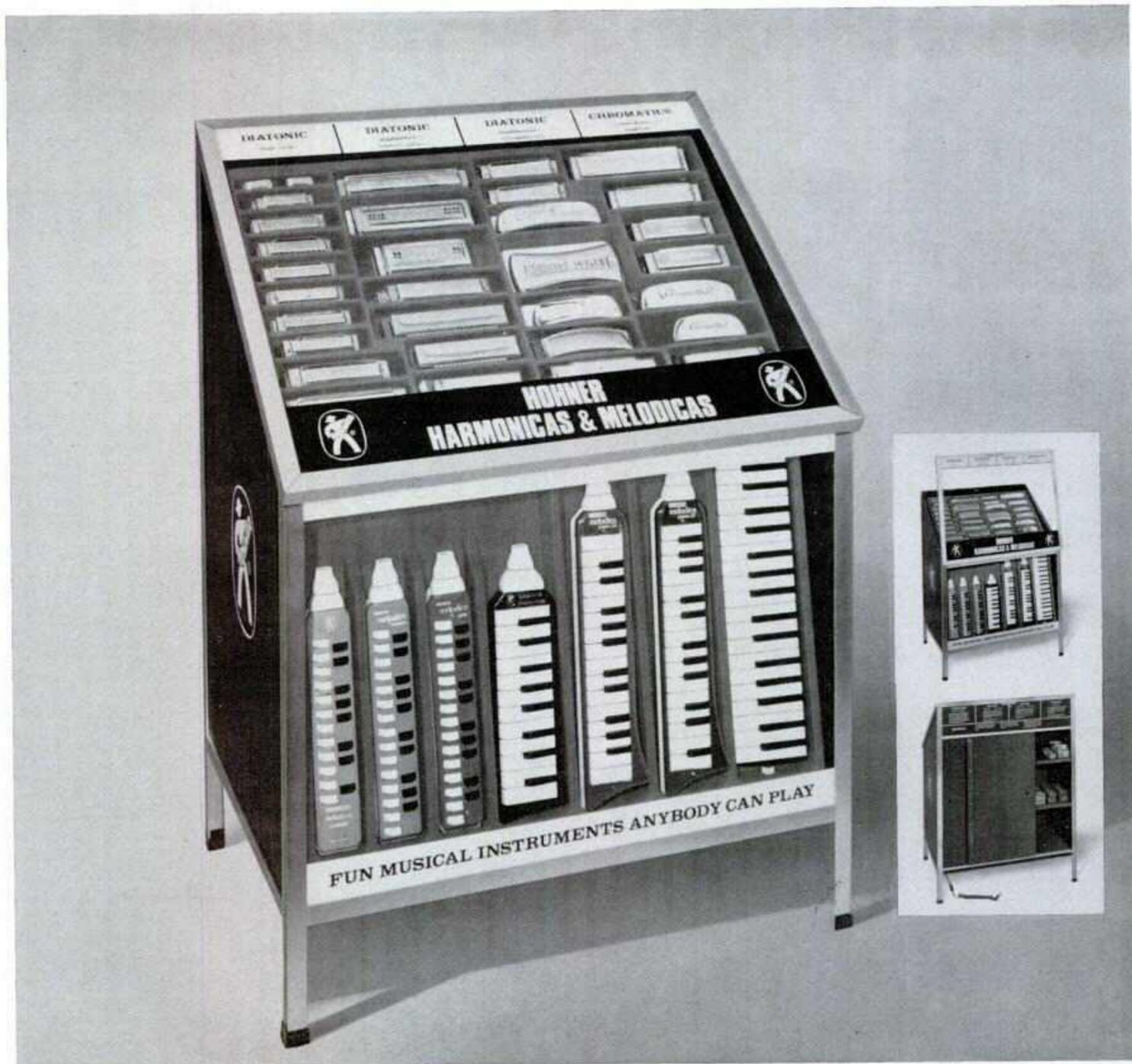
acoustic guitar. The Pentangle features two of Great Britain's premier acoustic guitarists, Bert Jansch and John Renborne, but the group employs both acoustic and electric bass, drums and various percussion instruments.

Fairport Convention, although personnel in the group has changed, uses basically the same instrumental lineup as the Pentangle plus a violin. Two other British groups, the Incredible String Band and Tyrannosaurus Rex, often use original and Far East instruments on records and in concert.

Exhibitor List

• *Continued from page 72*

G. C. Jenkins Co.
Jordan Electronics.
Walter Kane & Son, Inc.
Kawai Piano (America) Corp.
Kimball Piano and Organ Co.
King Musical Instruments.
Alfred Knight Ltd.
Kohler & Campbell Inc.
Krauer Bros.
William Kratt Co.
Kustom Electronics, Inc.
L. A. Elkington Musical Products.
James B. Lansing Sound, Inc.
Lawries of Scotland.
Laser Products & Development Corp.
G. Leblanc Corp.
Lectrex Systems.
Bobby Lee Guitar Strings.
Hal Leonard/Pointer Publications.
Limmco, Inc.
Lindner Pianos.
Linton Co., Inc.
LoDuca Bros. Musical Instruments, Inc.
Ludwig Industries.
Lyon-Healy.
Magnamusic-Baton Inc.
The Manual Arts Furniture Co.
B & O Mari, Inc.
C. P. Martin & Co., Inc.
C. Meisel Music Inc.
Musical Merchandise Review.
Musical Instrument Corp. of America.
Musicsonics International, Inc.
Music Distributors Inc.
Music Sales Corp.
National Association of School Music Dealers, Inc.
National Piano Manufacturers Association, Official Talent and Booking Directory.
Ovation Instruments.
Peavey Electronics Corp.
Philadelphia Music Co., Inc.
Piano Technicians Guild, Inc.
Plush Electronics Inc.
Polisi Bassoon Corp.
PTM Magazine.
Remo, Inc.
Rickenbacker Inn.
Rippen Piano Fabrik N.V.
Rose, Morris & Co., Ltd.
Rowe Industries Inc.
St. Louis Music Supply Co.
Salvi Harps
Schaff Piano Supply Co.
Oscar Schmidt International
Scott Music Supply, Inc.
The Seeburg Corp.
Selmer, Div. of Magnavox Co.
Shure Brothers, Inc.
Slingerland Drums Co.
Sohmer & Co., Inc.
Sorkin Music Co., Inc.
Sound Electronics Inc.
Southland Musical Merchandise Corp.
Specialty Advertising Information Bureau
Strum and Drom, Inc.
Sunn Musical Equipment Co.
Tara & Diner Inc.
Thomas Organ Co.
20th Century Music
University of Miami
U.S. Musical Merchandise Corp.
Vagias Ventures
Vega Instruments Co., Inc.
Westinghouse Credit Corp.
David Wexler & Co.
Aubrey Willis School of Piano Tuning & Repairing Inc.
The Wurlitzer Co.
Yamaha International Corp.
Yorkville Sound, Inc.
Z-B Guitar Co.
Avedis Zildjian Co.



Introducing the 24-hour salesman.

The new Hohner HH-1500 Music Center.

Show. Sell. Store. Do it all with Hohner's new, illuminated Music Center.

It's attractive, easy to maintain, easy to stock and ready to give you high turnover and fast profit.

Let's face facts. You know there's no percentage in hiding your harmonicas and Melodicas® under the counter, or in a drawer or in some corner where they can't be seen. Show your customers what

Hohner has and watch what happens. You'll get more sales per square foot with less upkeep than you ever thought possible.

- Check these features:
- Compact, attractive, sturdy and protected
 - Illuminated by fluorescent light
 - 31" wide, 22½" deep, 41" high
 - Requires only 4½ square feet of floor space
 - ¾" plywood construction

- Plexiglass top and front with aluminum edging
 - Displays 31 harmonicas, 7 Melodicas
 - Vacuum-formed trays with bright red flocking
 - Double locks to keep your stock safe
- Get your Hohner Music Center now. And watch your sales light up. Just contact your nearest Hohner wholesaler for all the details.
M. Hohner, Inc., Hicksville, N.Y. 11802

Visit us at booth 400 at the A.M.D.I.E. Show in Las Vegas and booth 525 at the N.A.M.M. Show in Miami.



International News Reports

A New Copyright Bill Proposed in Philippines

MANILA—A new copyright law for the Philippines was introduced at the third session of the sixth Congress of the Republic here by Sen. Jose J. Roy.

Roy said: "This bill defines in more detail the exclusive rights of the copyright owner and provides for remedies against the infringer of these rights. The bill also provides for a higher penalty to the infringer."

"By and large this bill is designed to stimulate authors, composers and publishers to create and

to reward them for their efforts. "There is a need for new copyright legislation to keep abreast with the continuing technological advancements in communications. The protection afforded by the present copyright law has become inadequate."

General opinion in the Philippine recording industry—especially among Filipino licensees of foreign disk companies who pay heavy mechanical royalties to their principals abroad—is that the bill will encounter opposition in the Upper House of Congress.

There is wide support for the new bill from local authors, composers and publishers, however.

Jazz Talent For Pori Fest

HELSINKI — Foreign artists booked for this year's Pori Jazz Festival (July 17-19) are: Papa Bue Viking Jazz Band, Jean-Luc Ponty, Quartet, Lars Lystedt Quintet, Charlie Mariano, Eddie Boyd (now resident in Finland), and 360 Degree Music Experience.

Local artists appearing include Otto Donner Treatment, Radio Jazz Orchestra, Matti Oiling Happy-Jazz Band, Heikki Sarmanto Trio and the Eero Koivisto Quartet.

New Station For Rio Area

RIO DE JANEIRO—A new radio station is planned for the Amazon Valley area.

Avelino Henrique, director of the Ministry of Education's radio department, flew to Manaus, 1,200 miles up the Amazon River, to make the preparations for installing an official radio station there. His action follows complaints that the people of the vast region find it easier to listen to powerful foreign transmitters than Brazilian stations located in distant Rio de Janeiro and Sao Paulo.

BARCLAY BASH BIGGEST EVER

PARIS—Eddie Barclay, boss of Barclay Records, is planning a mammoth party to celebrate the company's 21st anniversary.

Held at the Pavillon d'Armenonville, Paris, June 5, 1,000 guests will be invited to the lavish soiree.

Entertainment will include a special showing of the Woodstock Festival film.



SHOREWOOD PACKAGING held a reception in London's Tramps to introduce executives of the company's staff to representatives of British and American record companies and art directors. Left to right are Allan Cohen, vice president of Bell Records, Steve Brody, a Boston record distributor, Lee Mendell of Fantasy Records, Floyd Glinert, vice president, marketing, of Shorewood; Beverley Weinstein of Bell Records and Paul Shore, president of Shorewood Packaging Corporation.

Barclay, EMI Tie In Scandinavia Set

PARIS—Barclay will link with EMI in Denmark, Sweden and Norway to form an integrated Scandinavian distribution and promotion set-up from July 1. As already announced, Barclay has terminated terms with Nor-disk in Norwich, signing a new contract with EMI-Norsk. Similar changes will be made in Denmark and Sweden. In Copenhagen, Barclay was represented by Tono, and in Stockholm by Metronome.

"Barclay will now be looked after from Copenhagen to Bergen—a population of 21,000,000," said international director Cyril Brilliant, announcing the news from Paris. The firm had employed a marketing specialist, Bertil Joffe, previously employed in commerce, to liaise with EMI in the three countries. "Joffe will be separate from, but will work very closely with, EMI," said Brilliant.

He will concentrate on distribution and marketing problems, promotion and all other artistic and catalog questions. "We intend to treat the three countries as one. For us, Scandinavia is a growing market," Brilliant added.

This joint policy would greatly facilitate marketing and distribution, and Barclay sales in the area were expected to rise accordingly, he said. Special promotion campaigns were already being planned for Barclay artists. In the other direction, Barclay represents, in France, the Swedish Sonet label on a master-per-master agreement.

Brilliant also reported that Barclay were adopting new U.S. policies following the return to France of Jean Fernandez, director of the

company's New York office. As a first stage, the firm's house magazine, "Barclay Tribune," was to be published in English and distributed to all major record companies throughout the U.S.

Barclay was also booking for new distribution for the Raymond Lefebvre Orchestra, which records on the affiliated Riviera label, and whose 11-year contract with Kapp Records has just terminated.

Hamburger Dies; Polydor Executive

COPENHAGEN—Werner Hamburger, managing director of Nordisk Polyphon Aktieselskab—the Danish Philips subsidiary—has died after a long illness. He was 60.

Born in Berlin, he received his basic training in the music industry as a youngster with Polydor and then, in 1931, went to Denmark to join the company with which he was to spend the rest of his life. He became managing director in 1946, and in his 24 years as head of Nordisk Polyphon he saw it grow to become the largest record company in Denmark.

A shrewd businessman with a genuine warmth of character and a strong personality, Hamburger was a member of several international and national organizations within the music industry and his work in this field earned him universal respect and admiration.

Yugoslav Record Industry Expands In Many Directions—Plants, Studios

The Yugoslav record industry is at present expanding in several directions. More record companies and new pressing plants and recording studios are being established and television shows and radio programs are becoming more and more important in promoting the sales of records. As far as programs are concerned, both radio and TV are regional in character and have complete independence.

The leading record companies in Yugoslavia are: Jugoton, Croatia-concert and Alta from Zagreb; RTB and Beogradisk from Belgrade; Helidon, Stop and Antena from Lubliana; Svijet and Skenderija from Sarajevo; RTV from Skopje; and Diskos and Jugoslavija from Aleksandrovac. Croatia-concert and Jugoton have their own pressing plants and Beograd Disk and Diskos will soon have their own pressing facilities.

Record producers can avail themselves of the facilities of recording at the studios of both the TV and radio companies. There are three copyright companies in Yugoslavia. The oldest is Zamp, based in Belgrade, which has an office in every important town in the country. Foreign authors and publishers can guard their rights in Yugoslavia by dealing with this company. Zamp also deals with public performances. SAKOJ deals mainly with mechanical copyrights, whilst JAA is involved with "big copyrights," theaters and films.

Records distributed in Yugoslavia are mostly locally pressed. The number of imported records is decreasing.

There are numerous record shops and distribution is mostly undertaken by wholesalers.

Singles, comprising 50 percent of the market, cost 50 cents; EPs, ac-

counting for 30 percent of the market, are 60 cents each, and albums (20 percent) are \$2—while a 20 percent trade discount. As for foreign records, even if they are pressed locally the price varies and can be as much as double in the case of LP's by the Beatles and Tom Jones. Individual record sales are not precisely known. It is reported that Tom Jones' "Delilah" sold 200,000 copies and each big national hit will sell over 100,000. Folk music, too, has a good market.

Bigger record sales could probably be achieved by setting up tours by artists and using the big auditoriums in the country—those which seat 2,000 to 3,000 people. Philips has recently started releasing tape cartridges and will soon be distributing cassettes.

DANIELE PREVIGNANO

U.K.'s CMA Holds First Awards Fete

LONDON — Britain's Country Music Association held its first poll awards dinner where the winners received their trophies from guest artist Roy Orbison.

Among the international country music artists attending the dinner were the stars of the MCA Country Roundabout show including Loretta Lynn, Jan Howard, Bill Anderson and Conway Twitty.

Award winners were:

Entertainer of the year, Johnny Cash; Single record of the year, "Boy Named Sue" by Johnny Cash; Album of the year, "At San Quentin" by Johnny Cash; Instrumentalist of the year, Chet Atkins.

Male singer of the year, Johnny Cash; female singer of the year, Loretta Lynn; most promising male singer, Charley Pride; most promising female singer, Peggy Sue; best backing group of the year, Buckeroos.

Certificates of merit were awarded to Phil Brady and the Ranchers, Country Fever, Hillsiders and Little Ginny for their outstanding contributions to U.K. country music during the last year.

The CMA committee decided not to award a trophy this year in the best U.K. group section. Voting for three groups ran parallel and it was agreed that all three deserved recognition via the presentation of certificates of merit.

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ITALY

Rackjobbing in U.K. Boosted by RM Move

• Continued from page 1

U.K. betting shops, show stores and supermarkets throughout the country.

A further boost to rackjobbing in Britain is coming from Tony Wentworth's Racking Services, which last Christmas made arrangements to handle auxiliary sales on 2,000 Esso filling station forecourts. Wentworth said that he had almost concluded a series of initial agreements with tape and disk manufacturers.

Before Miles took over Record

Merchandisers three months ago, the company's growth was slower than had been expected and 100 low turnover racks had been discontinued.

Since then, Miles has gained access to 56 Woolworth stores—key outlets in the U.K. for budget albums—and is negotiating with the Ladborke betting shop chain, British Home Stores, a shoe retailer and the Mac Fisheries supermarket chain.

Also on the horizon is a joint [\(Continued on page 79\)](#)

U.K. ZODIAC SERIES BOWS

LONDON—A new series of albums devoted to the signs of the Zodiac will be released by Pye on the Marble Arch label June 26.

The Occultia series, retailing at \$1.80, will run to 12 albums. It was developed in Canada for the Arc label and features narrative and interpretation of the signs.

Each record analyzes in detail the qualities and characteristics of people born under a particular sign.

Canadian Writers Tune Into Nashville Sound

NASHVILLE—Alexander Mair, general manager of Early Morning Music, Inc., recently completed the first of several planned visits to Nashville for the purpose of exposing more Canadian writers to the producers and artists in Nashville. The company is owned by Gordon Lightfoot who is one of the top folk artists in Canada and the U.S.

Mair explained that there is a close association between most Canadian writers and the music people in Nashville. He said, "Lightfoot has recorded here on several occasions and we felt that there is a great opportunity to get our writers known in Nashville." Mair visited with several producers and artists to discuss possible use of his company's material.

Early Morning Productions was established a year ago and the publishing wings of Early Morning Music (ASCAP) and Blythwood (BMI) were set up six months

later. To date the company's writers include Gordon Lightfoot, Dee Higgins, Rolf Kempf, Chris Kearney and Ivan Burgess. Last month Early Morning Productions had 18 songs recorded and released.

Big Bands In Prague Fest

PRAGUE—Big bands will dominate the 1970 International Jazz Festival of Prague which is set for Oct. 22 to 25 this year.

Highlight on the final evening of the festival will be the appearance of Dizzy Gillespie with the Kenny Clarke-Francy Boland Big Band. Also scheduled to appear are the Buddy Rich Orchestra, the Big Band of Radio Denmark, the Gustav Brom Orchestra with guest soloists Dusko Gojkovic, Maynard [\(Continued on page 79\)](#)

Australian Radio Bans Local, U.K. Recordings

By DAVID ELFICK

SYDNEY—Australian and U.K. recordings were pulled off the air when 114 commercial radio stations failed to reach agreement over a copyright royalty dispute.

The dispute is between the Federation of Australian Commercial Broadcasters and local record companies, who have a 14-year-old royalty agreement that ended last week.

Members of the Australian Association of Record Manufacturers demanded a maximum of 1 percent

of commercial radio station revenue to be distributed among record companies—but failed to reach an agreement. U.S. product is not affected by the self-imposed ban.

Radio stations in refusing to pay the increase state that the use of records has a high promotional value for the record companies.

In preparation for the pullout, several stations have been making tapes of unknown groups and promoting them over the air.

18th Album For Coloma

By OSKAR SALAZAR

MANILA—Villar Records has issued the 18th album by organ player Rely Coloma—making him the most recorded Filipino recording artist. The record was previously held by the Mabuhay Singers, also Villar artists.

What makes Coloma's total remarkable is that he started recording only late last year.

Villar has scheduled more Coloma albums for release—"Pearly Shells," "Cherry Pink and Apple Blossom White," "Sapagka't Kami'y Tao Lamang" and three collections of waltzes. Masters of all Coloma LP's are processed in New York.

The organ music boom was initiated by Mareco, Inc., the mother company of Villar Records, last year when it successfully promoted Sergio Perez and Miguel Ramos. Besides Villar, Victor Recording, Dyna Products and D'Swan also produce organ music recordings.



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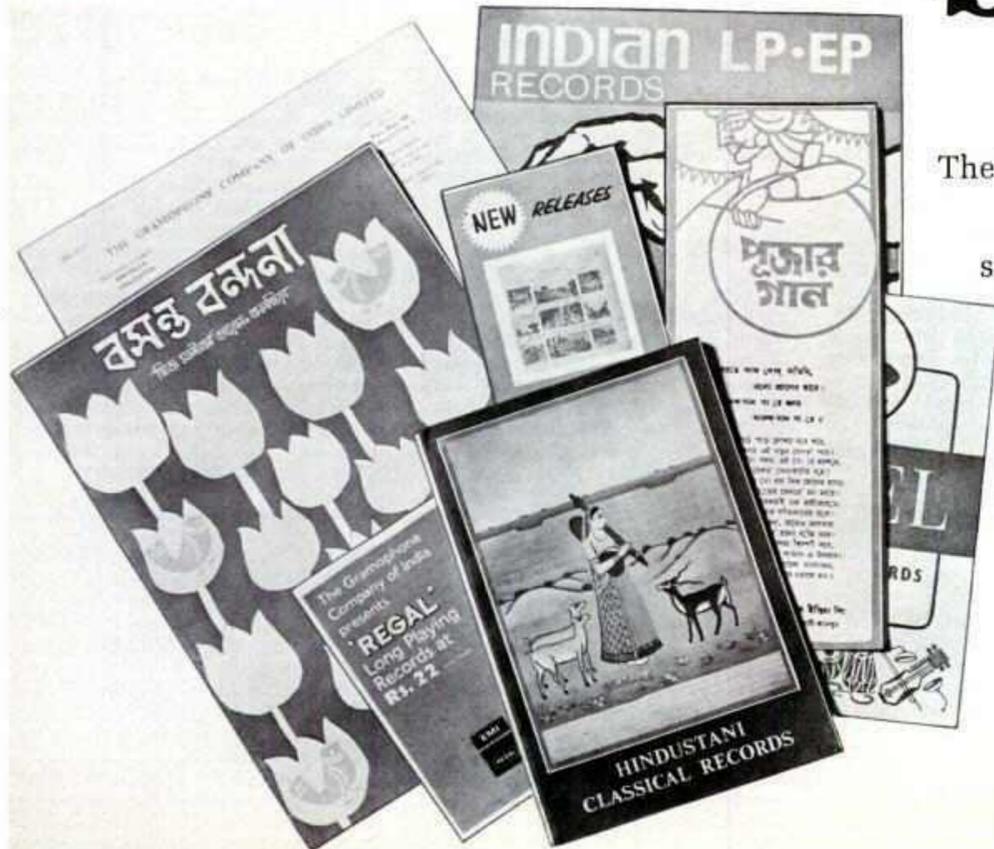
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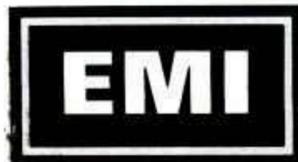
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EMI's company in India markets records in some forty different languages—in a country where there are several hundred languages and dialects. The Gramophone Company of India Ltd., founded in 1907 and still the only major record operation in India, has its factory at Dum-Dum, Calcutta, and maintains recording studios and distribution centres in Calcutta, Bombay, Delhi and Madras servicing over 1,000 record dealers, direct. U.S. and European repertoires account for one fifth of the total domestic market. And despite competition from Europe, the States and Japan, the company exports substantial quantities of American and European recordings, pressed under licence from the leading labels of the world. With companies in thirty countries and licensee arrangements in nearly twenty more, EMI knows the record business like nobody else. If you are one of the record people, you need EMI.

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Film Premiere Draws 28 Philippines Record Artists

By OSKAR SALAZAR

MANILA—Twenty-eight of the Philippines' young recording artists singing in English presented one song at the gala premiere night of the locally produced film "Haydee" at the Rizal Theater in suburban Makati.

The impressive convergence was a first in the Philippine entertainment history. But because it was for charity, local producers and artists gave all-out cooperation. Proceeds of the "Haydee" premiere were earmarked for the 1970 Awit Awards, the Philippine's versions of the U.S. Grammys.

Five record companies were represented in the two-hour on-stage attraction—Alpha Recording System, D'Swan Recording System, Vicor Recording, Villar Records and Wilear's Records.

The Alpha artists were Eva Vilar, Baby Alcaraz, Geraldine and Jay Ilagan.

The D'Swan artists were Ernie Garcia, Jonathan Potenciano, Linda Alcid and Eddie Peregrina. Singer-pianist Baby de Jesus guested under the label.

The Vicor artists were Eric Dimson, Boy Mondragon, Freddie Esquerro, Sonny Cortez, Millie Mercado, Victor Wood, Perla Adea and Tirso Cruz III.

Villar was represented by Roggie Nieto.

The Wilear's artists were Alice Cerrudo, Raul Aragon, Raquel Montessa, Elizabeth Ledesma, Romy Mallari, Esperanza Fabon, Vilma Santos, Edgar Mortiz and Ed Finlan. The back-up group was the Blinkers.



ROY ORBISON, extreme left, presented trophies at the first annual awards dinner of the British Country Music Association. With Orbison are, left to right, Bill Anderson, Loretta Lynn, Hubert Long of the Country Music Association in the U.S., and Conway Twitty.

SECOND HAMBURG FEST IS SLATED JUNE 20-21

HAMBURG—Following the success of the Hamburg Pop and Blues Festival at Easter, Eckardt Mertens GmbH is planning another festival—the Hamburg Open Air Pop Festival, or Big Gig—for June 20-21.

Mertens claims he has already signed for the event Colosseum, Family, Keith Emerson, Manfred Mann, Renaissance, Black Sabbath, Humble Pie, Steamhammer, East of Eden, Gentle Giant and Uriah Heap.

The festival will be staged at Klein-Flottbeck near Hamburg and the organizers expect to fill the 20,000-seat venue to capacity on both days. In addition to the concerts the organizers are planning a pop fair and a full supporting program of events.

The festival will climax a wave of in-person appearances throughout West Germany over the last few weeks which has seen more international talent on parade than ever before.

Karel Gott is currently making a ten-day concert tour and there have been appearances by Sam Apple Pie, Ten Years After, Leonard Cohen, John Mayall, the Herbie Mann Quintet, the Brian Auger Trinity and Deep Purple.

In addition 25 pop artists and groups appeared in the three-day Electric Rock section of the Herzberg Festival and another three-day event at the Dusseldorf Eisstadion featured 20 international groups.

Finally a three-day Jazz Ost West festival in Nuremberg featured 23 new and established groups from Western Europe and Bulgaria, Poland and Yugoslavia.

Seek Gains on Use Of Brazilian Music

RIO DE JANEIRO—A group of Brazilian composer critics and disk jockeys aroused by the amount of foreign music being played and recorded wants the Brazilian government to decree a greater percentage of Brazilian music.

Carlos Imperial, composer and president of the Association for the Protection of Authors' Rights (one of the local collection agencies) stated that leaders in government circles had asked a congressman to draw up a bill fixing percentages of foreign and Brazilian music to be recorded and aired.

Imperial made his announcement on "Um Instante Maestro," a public discussion television program.

Local critics came out for and against the proposed legislation and also pointed out that the government had recently set more exhibition time for Brazilian films in local cinemas in an effort to help the film industry.

A limit of 50 percent has been urged for record firms and 75 percent for radio and television.

Philips executive Armando Pittigliana said that he thought it would be better to help the export of Brazilian music to other countries, rather than restrict the import of foreign product into Brazil.

Judges Set for Rio Song Fest

RIO DE JANEIRO—Augusto Marzagao, director of Rio's Fifth Popular Song Festival to be held in October, announced that the judges will include Brigitte Bardot of France, Dionne Warwick of the U.S., Astrud Gilberto of Brazil, Lalo Schifrin of Argentina, and Udo Jurgens of Austria.

The guests will include 43 disk jockeys and 60 journalists, as well as singer Bill Medley, Burt Bacharach and Quincy Jones.

Marzagao said that he was negotiating to televise the festival to the socialist countries of Eastern Europe as well as Western Europe and the U.S.

The director reported that last year's winning song "Luciana" composed by Brazilian Paulinho Tapajos, has been recorded by Henry Mancini in the U.S. and by singer Ljupka Dimitrovska in the U.S.S.R.

Futterman Forms London Combine

LONDON—Lew Futterman, head of LF Music Group, and local club owner, Stuart Lyon, of the Country Club, North London, have formed Stuart Lyon Associates, a management, production concert promotion and publishing combine.

First acts signed by the management division include Aquila, J.J. Jackson's Dilemma and If. The production and publishing division has signed group Curved Air.

Futterman has also announced a U.S. recording deal for the jazz-rock band If, represented in Britain by the Island label. The band has been signed to Capitol for several years for two albums per year. Deal covers the U.S., Canada, Japan and Central and South America. The arrangement with Capitol was negotiated by Futterman and Capitol vice-president Richard Asher.

From The Music Capitals of the World

MANILA

Vicor Recording is preparing the third LP by organist Eric Dimson. The LP will contain popular waltzes. . . . Another Vicor artist, Victor Wood, will make his album debut this month. The LP is titled "I'm Sorry My Love," which is also the title of his first hit and third single on Vicor. . . . Hilda Koronel, contract star of LEA Productions, debuted on Wilear's Records with "Abrakadabra," a composition in English by Alfredo Lozano Jr. Koronel was introduced in the film "Haydee." . . . Alpha has released the fourth LP of Nora Aunor, "The Golden Voice of Nora Aunor." Aunor is one of the two highest-paid musical film artists in the Philippines, the other one being D'Swan artist Eddie Peregrina, called The Jukebox King of the Philippines. . . . Recently signed by film companies are Alpha artist Jay Hagan and Vicor artist Mildred Ortega. . . . Marking their single debuts on D'Swan are Alona Alegre, Scarlet and Letty Trinidad. All are film artists. . . . D'Swan has released the second single of Jonathan and is preparing the second single of Ernie Garcia. . . . Wilear's released the first single of film artist Romy Mallari "You Are My Angel." It was composed by songwriter-singer Azer Villamor. . . . Mareco released three classical LPs—"Mario Lanza in Opera" on RCA, "Rachmaninoff's Greatest Hits" on Columbia and "Highlights from Handel's Julius Caesar" on RCA.

ATHENS

Composers from more than 35 nations sent 800 songs for the Olympiad International Pop Song Festival to be held in Athens, July 10-12. A jury made up of eight members, including last year's winner, Jack Iakovidis, and pianist-composer Kostas Yiannides, will now choose one song from each country. . . . Sandie Shaw and Sacha Distel appeared at the Athens Hilton Hotel, May 14-15. Admission for their second performance was \$33—one of the highest entrance fees ever charged here. . . . The Greek Phonograph House reports that its top-selling records in April were "Sugar Sugar" by the Archies (RCA), "Chicky Chicky Boom Boom" by Willie and the Red Rubber Band (RCA), "Who's Your Baby" by the Archies (RCA), "Yesterday When I Was Young" by Roy Clark (Dot) and "Who's Making Love" by Johnnie Taylor (Stax). . . . Pan Vox artist Tammy has recorded Greek versions of "Spinning Wheel" and "Non Creder."

Philips singer-guitarist Kostas Hadjis appeared on the Dutch TV, May 16. . . . "Na Na Hey Hey

Kiss Him Goodbye," recorded in Greece for the Pan Vox label by British singer Dave Carroll and the Sing Sing Four, sold 5,000 copies in two weeks after its release in Turkey. . . . Bass Nicola Zaccaria gave a glowing performance in Bellini's "La Sonnambula" staged by the Greek National Lyric Theater in Thessaloniki, May 16. . . . Singer Eugenia Siriti and guitarist Vasilis Tenidis played at the Wigmore Hall in London, May 12. . . . Latest releases here include "Freedom Blues" by Little Richard (Reprise), "Occhi Di Ragazza" by Gianni Morandi (RCA), "Let Me Go to Him" by Dionne Warwick (Scepter), "American Woman" by the Guess Who (RCA), "Il Dubbio" by I Nuovi Angeli (Durium), "Romantic Blues" by Gigliola Cinquetti (CBS).

LEFTY KONGALIDES

RIO DE JANEIRO

Brazilian artist and composer Jorge Ben, the Mocoto Trio, samba singer Jair Rodriguez and the Originais do Samba quartet are set for a September tour of France. . . . Gal Costa, following a meeting in London with troicalist composers Cataeno Veloso and Gilberto Gil, will launch new product by the duo at the Sucata nightclub. . . . Chico Buarque, Brazilian artist-composer, will take the MPB-4 quartet with him on his return tour of Europe in August. . . . CBS has a strong seller in the new Roberto Carlos album. . . . U.K. singer Malcolm Roberts, who was a big hit in last year's Rio Song Festival, arrived in Brazil for nightclub and television appearances. He appeared in both Rio and Sao Paulo.

HENRY JOHNSTON

PARIS

RCA France is adding 12 new albums to its Black & White jazz label series, featuring Cootie Williams, Coleman Hawkins, Lionel Hampton, and two disks of Fats Waller, among others. . . . Independent producer Jacques Canetti has released on eight sides the Kurt Weill-Bertolt Brecht "Threepenny Opera," as performed live at the Theatre de l'Escl. Distribution is by CED. . . . A new jazz catalog has been created by CBS—"Jazz Party." Retailing at \$3.10, the first five albums include recordings by Louis Armstrong, Lionel Hampton and Sidney Bechet. . . . Sylvie Vartan's latest on RCA, recorded during her U.S. visit, is called "Aimesmoi." The album, sung half in French and half in English, is scheduled for a mid-June release. . . . Sylvie's husband, Johnny Hallyday (Philips), is involved in a controversy over his latest title, "Jesus Christ" (pub-

'Woodstock' Mail Order

LONDON—Radio Geronimo, the underground station which broadcasts in the early hours using the Monte Carlo frequency, is making a special offer of the three-volume Woodstock package on Atlantic as a mail order item costing \$16.20.

Since the album costs \$15.60 to import, RG claims to be making no profit on the deal and is making the offer "in the spirit of Woodstock" and because the album, with profit, is "more than most people could reasonably afford." It is expected that Polydor will market the album at a recommended price of around \$16.80.

Geronimo, which is investing in mail order as a source of programme finance, has concluded a deal to market Bush Discassettes, which play both records and cassettes. Discussions are taking place for Bush to manufacture a Geronimo radio.

Philips, Victor of Japan Form New Firm

BAARN, Holland—N.V. Philips Phonographische Industrie has announced the formation in Japan of a new company, Nippon Phonogram Ltd., jointly owned by Philips, the Matsushita Electric Industrial Co. Ltd., and the Victor Co. of Japan Ltd.

The Victor Co. of Japan, which is controlled by Matsushita, has represented the Philips catalogs in Japan for 10 years and the new Nippon Phonogram company will expand the present activities in the marketing of PPI's worldwide repertoire under Philips, Fontana and Mercury labels. The catalogs of Japanese music will also be expanded.

In addition to marketing of disks, musicassettes and other sound carriers, Nippon Phonogram will also be active in artist management, music publishing and other related fields.

It will have a share capital of 100 million yen with 60 percent of the shares owned by Matsushita and Nippon Victor and 40 percent owned by PPI. After an initial period of five years, ownership of the joint company will change to a 50-50 basis.

Philips Gloeilampenfabrieken and Matsushita Electric have had a close relationship for a number of years through another joint company, Matsushita Electronics Corp.

High-Fi Fest in U.K. Sept. 18-20

LONDON—A new high fidelity festival, Audio '70, based on the Paris Festival du Son, will be staged at the Cairn Hotel, Harrogate, Sept. 18-20.

The ground floor of the hotel will house the display section of the festival and there will be demonstration rooms on the first and second floors.

There will also be fashion shows, an exhibition of furnishings and decor designed to blend with high fidelity installations, live recording demonstrations and technical talks.

Audio '70 is being organized by Exhibition and Conference Services Ltd. of Claremont House, Victoria Ave., Harrogate, Yorkshire.

lisher: Hallyday Music—SEMI). SEMI also reports 50,000 sales already for the British Eurovision song, "Knock, Knock Who's There," by Mary Hopkin (Apple-Pathe).

New contracts: to CBS, Charles Trenet from Pathe-Maroni. His debut release for the new label is scheduled for June. . . . Jacqueline Dulac, also to CBS, from RCA. Danyel Gerard's first CBS disk in seven months is due

(Continued on page 79)

From The Music Capitals of the World

• *Continued from page 78*

shortly. . . . Les Freres Jacques have moved from Philips to Festival for whom they have just recorded their first four-title EP. . . . Another Festival artist, Jacqueline Boyer, is resuming her career after a four-year lay-off following a car accident. Her comeback record is a vocal version of "Once Upon A Time in The West." . . . Accordionist Andre Verchuren has topped the 100,000 mark with his latest recording—"Le chouchou de mon coeur."

Publisher Allo Music is to represent the Lucien Ades recording and publishing firm, comprising notably the Petit Menestrel children's catalog and the contemporary music Ades label. Allo have signed similar terms with the new Hypopotam (Ribeyre-Georgieff) Productions, who represent Francoise Hardy and Editions Atalante, which publishes Barclay artist Dalida. . . . There has been heavy airplay for Mandy artist Gilles Marchal's "Pauvre Buddy River," a French version of the Lee Hazelwood title (publisher Criterion), which was released simultaneously in Belgium, Switzerland and Canada. . . . Double-entendre from actor-comedian Fernandel (Decca)—"If You Touch My Bird." . . . On the same label, Chris Gallbert has written an updated version of Bizet's opera, "Carmen." . . . Before leaving for a Japanese Osaka-70 tour, the Orchestra de Paris (Pathe) recorded Tchaikowsky's first piano concerto with A. Weissenberg.

MICHAEL WAY

DUBLIN

Pye's "Summer Promotion 1970" involves albums on Pye, Golden Guinea and Marble Arch by folk, pop, ceili and spoken word artists. There are new LP's by Joe Dolan, Michael O'Duffy, the Royal Showband, John Kerr, the Barley Cove Folk and the Donal Ring Ceili Band. . . . Brian Coll & the Buckaroos' first album for the Release label is "Sing Me Back Home." It includes the country band's latest single, "The Prisoner's Song." . . . The Paragons' new single is "It's Hard to Know," by local writers Eddie Masterson and Sea Sharkey (who is manager of Dublin's Television Club). The Paragons played several dates in Glasgow recently. . . . Arthur Murphy, who has a new album on Hallmark, appeared for a week in cabaret at the Green Isle Hotel. . . . CBS Dublin gave a trade showing of the Johnny Cash movie, "The Man, His World and His Music," at the Curzon Cinema. The picture will open in July. . . . Skid Row have decided to scrap the LP that was to have been issued by CBS this month.

Instead, they will work on a new album. . . . John MacNally played a week with his own show at the Olympia Theater. Also on the bill were the Spotlights (until recently the Cabaret All Stars), and special guest Patricia Cahill. MacNally's latest CBS single couples "I Don't Want You to Go" with "An Irish Love," the song he sang in this year's National Song Contest. . . . Roy Orbison will play a series of Irish dates between June 19-27. . . . Masie McDaniel, Gregory & the Nashville Ramblers debut on Quality with "Okie From Muskogee." . . . Veteran country group, the Mountaineers, cut an LP for Pye at Trend Studios. . . . The Royal Blues are re-promoting their Golden Guinea album, "In a Country Field," during the summer.

KEN STEWART

LENINGRAD

Lenkoncert, Leningrad concert agency, presented "Spring 70" in the Jubilee Sports Palace (seating over 6,000). Featured in the gala were singers Anatoli Koroliov and Yuri Tchvanov and groups, Singing Guitars, Druzba and the Leningrad Dixieland Jazz Band. . . . A special Shostakovich program, conducted by the composer's son, Maxim Shostakovich, was performed by the USSR State Symphony Orchestra at the Moscow Conservatoire. . . . A music gala, Festive Spring, was organized by Moskoncert Organization and featured Soviet artists including Azerbaijani quartet, Gaiya. . . . To stimulate string instrument manufacture, the USSR Ministry of Culture is sponsoring the Third All Union Contest with prizes for the best hand made violins, violas and celli. . . . French conductor George Sebastian and cellist Andre Navarra appeared on Philharmonic Concerts in Moscow, Leningrad and Kiev in March. . . . Japanese conductor Akeo Vatanabe will visit Tbilisi, Erevan and Tallin.

V.D. YURCHENKOV

Rackjobbing in U.K.

• *Continued from page 77*

Philips-Polydor rackjobbing offshoot run by former EMI national sales manager Dave Allwood which is expected to go into operation in the next few months.

Big Bands in Fest

• *Continued from page 77*

Ferguson and Jerzy Milian, and an all-star festival orchestra consisting of leading jazzmen from the East European countries.

Among the smaller units appearing will be those of Chris Barber, Klaus Doldinger and John Surman.

30% Content Ruling on Can.

• *Continued from page 4*

For the first year, stations will only have to fulfill one of the four stipulations, which means that "Hair" songs by Montreal-born Galt McDermott will be admissible as Canadian content, for example. In the second year, stations will have to fulfill two of the stipulations.

The biggest change should be on Top 40 radio. There are already many local country records, and the Canadian Talent Library has more than 1,500 selections ideal for MOR play. But historically, there have not been many local rock records on Canadian radio.

The new TV regulations are much more stringent than the radio rulings. By the fall of

1972, all Canadian TV stations will be required to fill 60 percent of prime time (the period 6:30 to 11:30 p.m.) with Canadian programming, and no more than 30 percent of it with U.S. content.

As far as policing of the new radio laws are concerned, the CRTC has backed down on its original suggestion that individual stations supply a weekly log of what they play. Now they simply have to program that 30 percent of Canadian content, and not submit a list to anyone.

A senior CRTC spokesman said that random checks will be made on stations, and any found not meeting the new requirements will face severe punishment, perhaps involving the loss of license.



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HITS OF THE WORLD

BRAZIL

SAO PAULO
(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1		ADOUS SOLIDAO	Carmen Silva (RCA)
2		RAINDROPS KEEP FALLIN' ON MY HEAD	B. J. Thomas (Top Tape)
3		EU AMO TANTO, TANTO	Moacyr Franco (Copacabana)
4		EVERYBODY'S TALKIN'	Nilsson (RCA)
5		TI VIGLIO TANTO BENE	Rossano (Philips)
6		LET IT BE	Beatles (Odeon)
7		FOI UM RIO QUE PASSOU EM MINHA VIDA	Paulinho da Viola (Odeon)
8		NAO ME DEIXE NUNCA MAIA	Wanderley Cardoso (Copacabana)
9		VENUS	Shocking Blue (Polydor)
10		EVIL WAYS	Santana (CBS)

RIO DE JANEIRO

(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1		EVERYBODY'S TALKING	Nilsson (RCA)
2		ADEUS SOLIDAO	Carmen Silva (RCA)
3		RAINDROPS KEEP FALLIN' ON MY HEAD	B. J. Thomas (Top Tape)
4		LET IT BE	Beatles (Odeon)
5		FLASH	Duke of Burlington (Musidisc)
6		THE BOXER	Simon & Garfunkel (CBS)
7		TRAVELLIN' BAND	Creedence Clearwater Revival (RCA)
8		EVIL WAYS	Santana (CBS)
9		HOJE	Taiquara (Odeon)
10		INSTANT KARMA	Lennon (Apple)

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

This Week	Last Week	Title	Artist
1		BACK HOME	*England World Cap Sound (Pye)—Mews
2	4	QUESTION	*Moody Blues (Threshold)—Tyler (Tony Clark)
3	3	YELLOW RIVER	Christie (CBS)—Gale (Mike Smith)
4	2	SPIRIT IN THE SKY	Norman Greenbaum (Reprise)—Great Honesty (Erik Jacobsen)
5	13	HONEY COME BACK	Glen Campbell (Capitol)—Jobete/Carlin (Al De Lory)
6	30	UP THE LADDER TO THE ROOF	Supremes (Tamla-Motown)—Jobete/Carlin (Franklin K. Wilson)
7	6	HOUSE OF THE RISING SUN	Frijid Pink (Deram)—Keith Prowse (Mike Valvard)
8	8	I DON'T BELIEVE IN IF ANYMORE	*Roger Whittaker (Columbia)—Tembo (Denis Preston)
9	5	DAUGHTER OF DARKNESS	*Tom Jones (Decca)—Hush-A-Bye Carlin (Peter Sullivan)
10	7	BRUNTOSAURUS	*Move (Regal Zonophone)—Essex (Roy Wood)
11	20	ABC	Jackson (Tamla-Motown)—Jobete Carlin (Corporation)
12	17	EVERYTHING IS BEAUTIFUL	Ray Stevens (CBS)—Peter Maurice (Ray Stevens)
13	21	GROOVIN' WITH MR. BLOE	*Mr. Bloe (DJM)—Stephen James
14	32	COTTONFIELDS	Beach Boys (Capitol)—Kensington (Beach Boys)
15	9	I CAN'T TELL THE BOTTOM FROM THE TOP	*Hollies (Parlophone)—Abacus (Ron Richards)
16	11	YOUNG, GIFTED AND BLACK	*Bob Andy/Marcia Griffiths (Harry J)—Essex (Harry Johnston)
17	16	I'VE GOT YOU ON MY MIND	*White Plains (Deram)—Cookway (Roger Greenaway/Roger Cook)
18	49	THE GREEN MANNALISHI	*Fleetwood Mac (Reprise)—Fleetwood (Fleetwood Mac)
19	22	DON'T YOU KNOW	*Butterscotch (RCA)—Sunbury (Arnold, Martin & Morrow)
20	24	ABRAHAM, MARTIN & JOHN	Marvin Gaye (Tamla-Motown)—R. Mellin (Norman Whitfield)
21	10	ALL KINDS OF EVERYTHING	Dana (Rex)—Mews (Phil Coulter)
22	19	EL CONDOR PASA	*Julie Felix (Rak)—Pattern (Mickie Most)
23	18	THE FUNKY CHICKEN	Rufus Thomas (Stax)—Chappell (Albert Tom Nix)
24	28	THE SEEKER	*Who (Track)—Fabulous (Kit Lambert)
25	14	BRIDGE OVER TROUBLED WATER	Simon and Garfunkel (CBS)—Pattern (S. & G/Hales)
26	31	KENTUCKY RAIN	Elvis Presley (RCA)—Carlin
27	25	WHEN JULIE COMES AROUND	*Cuff Links (RCA)—Emily/Van Lee
28	12	CANT HELP FALLING IN LOVE	Andy Williams (CBS)—Carlin (Dick Glasser)
29	39	BET YER LIFE I DO	*Herman's Hermits (Rak)—(Mickie Most)
30	37	DOWN THE DUSTPIPE	*Status Quo (Pye)—Valley (John Schroeder)

This Week	Last Week	Title	Artist
29	29	KNOCK KNOCK WHO'S HERE	*Mary Hopkin (Apple)—See-Saw (Mickie Most)
32	23	FAREWELL IS A LONELY SOUND	Jimmy Ruffin (Tamla-Motown)—Jobete Carlin (Dean Weatherspoon)
33	33	WHAT IS TRUTH	Johnny Cash (CBS)—Screen Gems/Columbia (Bob Johnston)
34		AMERICAN WOMAN	Guess Who (RCA)—Sunburg (Jack Richardson)
35	38	SALLY	George Monroe (Chapter 1)—Keith Prowse (Jackie Rae)
36	15	NEVER HAD A DREAM COME TRUE	Stevie Wonder (Tamla-Motown)—Jobete/Carlin (Henry Crosby)
37	43	KITSCH	*Barl Ryan (Polydor)—Ryan Enquiry (Paul Ryan)
38	35	WANDERIN' STAR/I TALK TO THE TREES	Lee Marvin, Clint Eastwood (Paramount)—Chappell (Tom Mack)
39	40	TRAVELLIN' BAND	Creedence Clearwater Revival (Liberty)—Burlington (John Fogarty)
40		IT'S ALL IN THE GAME	Four Tops (Tamla-Motown)—Warner Bros. (Frank Wilson)
41	26	GIMME DAT DING	*Pipkins (Columbia)—Hair (John Burgess)
42	27	GOOD MORNING FREEDOM	*Blue Mink (Philips)—Cockaway (Blue Mink)
43	34	RAG MAMMA RAG	Band (Capitol)—Feldman (The Band)
44	36	TAKE TO THE MOUNTAINS	*Richard Barnes (Ph *Klops)—Tony Hazzard (Gerry Bron)
45	42	MY WAY	Frank Sinatra (Reprise)—Shapiro/Bernstein (Don Costa)
46	48	I CAN'T HELP MYSELF	4 Tops (Tamla-Motown)—Jobete/Carlin (Holland Dozier)
47	50	THAT SAME OLD FEELING	*Picketty Witch (Pye)—Schroeder/Welbeck (John MacLeod)
48	41	DO YOU LOVE ME	*Deep Feeling (Page One)—Dominion (R. Easterby/D. Champ)
49	46	RAINDROPS KEEP FALLING ON MY HEAD	Sacha Distel (Warner Bros.)—Blue Seas Jac (Jimmy Wisner)
50		MY MARIE	*Engelbert Humperdinck (Decca)—Immediate/Schroeder (Peter Sullivan)

CANADA

This Week	Last Week	Title	Artist
1	2	EVERYTHING IS BEAUTIFUL	Ray Stevens (Barnaby)
2	3	UP AROUND THE BEND	RUN THROUGH THE JUNGLE—Creedence Clearwater Revival (Fantasy)
3		SOOLAIMON	(African Trilogy II)—Neil Diamond (Uni)
4		THE LONG AND WINDING ROAD/FOR YOU BLUE	Beatles (Apple)
5	1	CECILIA	Simon & Garfunkel (Columbia)
6	9	HITCHIN' A RIDE	Vanity Fare (Page One)
7	6	LITTLE GREEN BAG	George Baker Selection (Colossus)
8		MY BABY LOVES LOVIN'	White Plains (Deram)
9		THE LETTER	Joe Cocker (A&M)
10	10	DAUGHTER OF DARKNESS	Tom Jones (Parrot)

DENMARK

This Week	Last Week	Title	Artist
1	1	HER KOMMER PIPPI LANGSTRUMP	Inger Nilsson (Philips)—Imudico
2	3	TJING TJANG GULLIE	*Keld & Donkeys (HMV)—Imudico
3	2	SMILENDE SUSIE	*Birgit Lystager (RCA)—Liberty
4	5	HOUSE OF THE RISING SUN	Frijid Pink (Deram)—Imudico
5	6	MINI-MIDI-MAXI-GIRL	*Bjorn Tidmand (Odeon)—Imudico
6	7	MA BELLE AMIE	Tee Set (Triola)—Moerks
7	8	I.O.I.O.	Bee Gees (Polydor)—Dacapo
8		SAN QUENTIN	Johnny Cash (CBS)
9	9	TRAVELLIN' BAND	Creedence Clearwater Revival (Liberty)—Stig Anderson
10		HVIS JEG VAR EN SHEIK	*Johnny Reimar (Philips)—Dacapo

FINLAND

This Week	Last Week	Title	Artist
1	1	PEPPI PITKATOSSU	(Pippi Langstrump)—*Mari Laurila (Scandia)—Hans Busch
2	2	TUULEN TIE	(Immer Mehr)—*Kai Hyttinen (Philips)—(Fazer)
3	3	SADE (Rain)	*Markku Suominen (Polydor)
4	4	LA MARITZA	Sylvie Vartan (RCA)—Edition Coda

This Week	Last Week	Title	Artist
5	5	LET IT BE	Beatles (Apple)
6	7	WHOLE LOTTA LOVE	Led Zeppelin (Atlantic)
7	6	HAR KOMMER PIPPI LANGSTRUMP	Inger Nilsson (Philips)—Hans Busch
8	8	VENUS	Shocking Blue (Metronome)—Scandia
9	9	EI KAUNIIMPAA	Kapri Helna (Top Voice)—JJC
10	10	OTA JA OMISTA (Make Me An Island)	Fredi Fazar (Philips)

JAPAN

(Courtesy Original Confidence Co., Ltd.)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ONNA NO BLUES	*Fuji Keiko (RCA)—Nippon Geino
2	2	ANATA NARA DOSURU	*Ishida Ayumi (Columbia)—Nishion/Geiei
3	16	KEIKO NO YUME WA YORU HIRAKU	*Fuji Keiko (RCA)
4	3	VENUS	Shocking Blue (Polydor)—Aberback Tokyo
5	5	AI NO TABUJI O	*Uchiyama Hiroshi & Cool Five (RCA)—Watanabe
6	14	DRIF NO HONTONI HONTONI GOKUROSAN	*Drifters (Toshiba)—Watanabe
7	4	THE MALTESE MELODY	Herb Alpert & Tijuana Brass (A & M)—Shinko
8	7	KYO DE OWAKARE	*Sugarwara Yoichi (Polydor) (J & K)
9	6	KOI HITOSUJI	*Mori Shin-ichi (Victor)—Watanabe
10	9	CHITCHANA KOIBITO	*Jimmy Osmond (Denon)—A.M.P.
11	10	LET IT BE	Beatles (Apple)—Tone
12	8	SUGATA SANSHIRO	*Sugata Noriko (Crown)—Crown
13	13	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)
14	11	ROJIN TO KODOMO NO POLKA	*Hidari Bokuzen & Himawari Kitties (Polydor)
15	18	YOTSU NO ONEGAI	*Chiaki Naomi (Columbia)
16	17	BUTCH CASSIDY AND THE SUNDANCE KID	B. J. Thomas (Scepter)—April
17	15	KOKUSAISEN MACHIAISHITSU	*Aoe Mina (Victor)—Fuji Shuppan
18	20	ONNA NO MAGOKORO	*Kohama Saburo (Toshiba)
19		SORA YO	*Toi et Moi (Express)—Nippon Shuppan Kyokai
20	12	AWAZUNI AISHITE	*Uchiyama Hiroshi & Cool Five (RCA)—AI Pro

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	2	MAKE ME SMILE	Chicago (Columbia)
2	3	KNOCK KNOCK, WHO'S THERE	Mary Hopkin (Apple)
3		CECILIA	Simon and Garfunkel (Columbia)
4	1	SOMETHING'S BURNING	Benny Rogers and the First Edition (Reprise)
5	8	SENORITA RITE	Archies (RCA)
6	5	KENTUCKY RAIN	Elvis Presley (RCA)
7	4	J.O.I.O.	Bee Gees (Polydor)
8		HE MADE A WOMAN OUT OF ME	Bobbie Gentry (Capitol)
9		MISS AMERICA	Mark Lindsay (Columbia)
10	7	WITHOUT YOU	Billy Joe Royal (Columbia)

NEW ZEALAND

(Courtesy New Zealand Broadcasting)

This Week	Last Week	Title	Artist
1	1	GIRLIE	The Peddlers (CBS)
1	2	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)
2	3	KNOCK KNOCK WHO'S THERE	Mary Hopkin (Apple)
4	4	CHERYL MOANA MARIA	John Rowles (CBS)
5	5	TRAVELLIN' BAND/WHO'LL STOP THE RAIN	Creedence Clearwater Revival (Liberty)
6	6	I.O.I.O.	Bee Gees (Spin)
7	9	MA BELLE AMIE	Tee Set (Parlophone)
8		ALL KINDS OF EVERYTHING	Dana (Decca)
9		STAR CROSS LOVERS	*Craig Scott (HMV)
10		THAT SAME OLD FEELING	Picketty Witch (Pye)

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HOUSE OF THE RISING SUN	Frijid Pink (Deram)—Imudico
2	3	UPPBLASBARA BARBARA	Robert Karl-Oskar Broberg (Columbia)—Sonora
3	2	LET IT BE	Beatles (Apple)—Air Music Scandinavia
4	4	RAINDROPS KEEP FALLING ON MY HEAD	B. J. Thomas (Scepter)—Sonora

This Week	Last Week	Title	Artist
9	9	SPIRIT IN THE SKY	Norman Greenbaum (Reprise)
6	6	TRAVELLIN' BAND	Creedence Clearwater Revival (Liberty)—Palace
7	10	TAKE OFF YOUR CLOTHES	Peter Sarstedt (United Artists)—United Artists
8	8	GULL OG GROENNE SKOGER	*Ingjerd Helen (Nor-Artist)—Norway
9	7	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)—Bendiksen
10	6	VENUS	Shocking Blue (Metronome)—Amigo

SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	1	BRIDGE OVER TROUBLED WATER	Simon and Garfunkel (Columbia)
2	2	LET IT BE	Beatles (Apple)
3	4	ALL KINDS OF EVERYTHING	Dana (Rex)
4	6	MIDNIGHT COWBOY	Johnny Mathis (Columbia)
5	7	KNOCK KNOCK, WHO'S THERE	Mary Hopkin (Apple)
6	8	BY THE WAY	Tremeloes (CBS)
7	3	VENUS	Shocking Blue (Penny Farthing)
8		DAUGHTER OF DARKNESS	Tom Jones (Decca)
9	5	STIR IT UP AND SERVE IT	Tommy Roe (Columbia)
10	9	LOVE EQUALS LOVE	Ohio Express (Buddah)

SOUTH AFRICA

(Courtesy Springbok Radio, EMI)

This Week	Last Week	Title	Artist
1	2	CAROL O.K.	Chris Andrews (WRC)—Laetrec, Teal
2	1	MA BELLE AMIE	Tee Set (R.P.M.)—Clan, R.P.M. (Peter Tetteroo)
3	3	SPIDER, SPIDER	Tidal Wave (Storm)—Angela, Gallo (Terry Dempsey)
4	5	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)—Laetrec, G.R.C. (P. Simon)
5	6	TCHAIKOVSKY ONE	Omega Limited (Polydor)—Spirit, Trutone (Traditional)
6	4	LOVE IS A BEAUTIFUL SONG	Dave Mills (Storm)
7	8	ELIZABETHAN REGGAE	Boris Gardner (Fontana)—Ascherberg, Hopwood & Crew, Trutone (Byron Lee)
8	9	MY BABY LOVES LOVIN'	White Plains (Deram)—Cookaway, Gallo (Roger Greenaway)—(Roger Cook)
9	7	TRAVELLIN' BAND	Creedence Clearwater Revival (Liberty)—M.P.A. Teal (John Fogarty)
10		CANT HELP FALLING IN LOVE	Andy Williams (CBS)—Suiderkruidmusiekuitgewers, G.R.C.

SPAIN

(Courtesy "El Musical")
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	GWENDOLYNE	*Julio Iglesias (Columbia Espanola)—Notas Magicas
2	2	JINGO	Santana (CBS)
3	6	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)—Grupo Editorial Armonico
4	7	UN RAYO DE SOL	*Los Diablos (Odeon)—E.G.O. Musical
5	5	VENUS	Shocking Blue (Poplandia-RCA)—Ediciones Symphaty
6	3	TODO TIENE SU FIN	*Modulos (Hispavox)—Ediciones Musicales Hispavox
7	4	LET IT BE	Beatles (Odeon)—Ediciones Gramofono
8		I'M A MAN	Chicago (CBS)
9	8	WHOLE LOTTA LOVE	Led Zeppelin (Hispanovox)
10	9	COLORES	*Karina (Hispanovox)—Ediciones Musicales Hispavox

YUGOSLAVIA

(Courtesy of El Musical)
*Denotes local origin

This Month	Last Week	Title	Artist
1	1	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel (CBS)
2	2	SANTANA	Santana (CBS)
3	3	CHICAGO TRANSIT AUTHORITY	Chicago (CBS)
4	4	SERRAT 4	*Joan Manuel Serrat (Edigsa)
5	5	YO CANTO	*Julio Iglesias (Columbia)
6	6	DEDICADO A ANTONIO MACHADO, POETA	*Juan Manuel Serrat (Zafiro)
7	7	MC-5-MC-5	(Hispanovox)
8	8	LED ZEPPELIN II	Led Zeppelin (Hispanovox)
9	9	BLOOD, SWEAT & TEARS	Blood, Sweat & Tears (CBS)
10	10	MANOLO ESCOBAR Y SU'S PELICULAS	*Manolo Escobar (Belter)

SWEDEN

(Courtesy of El Musical)

This Week	Last Week	Title	Artist
1	2	BRIDGE OVER TROUBLED WATERS	(LP)—Simon & Garfunkel (CBS)—Sonet

Labels' Disk Action Report

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

ABC

- I SHALL BE RELEASED**
—Freddie Scott, Command/Probe 481
- THE WITCH**
—Rattles, Command/Probe 480
- I'LL BE THERE**
—Eddie Holman, ABC 11265

ADVANCE

- WHAT COLOR IS LOVE?**
—Sonya Davis, Advance 1200
- EMILY**
—Emily, Radiant 10
- WHAT TIME DOES THE NEXT MOON LEAVE**
—Cara Stewart & Lee Hudson, Advance 1114

AMARET

- FOR WHAT IT'S WORTH**
—Fresh Air, Amaret 45-121

BRITE-STAR

- POCKET FULL OF FRIENDS**
—I Don't Know, Viking 374
- HOW MANY**
—Norman Eldridge, Ridge 1001
- ALL YOUR OWN**
—Norman D. Cox, National 2004

CAPITOL

- YOURS TIL FOREVER**
—Griffin, Capitol 2821

CAPRICORN

- CALIFORNIA**
—Georgia Prophets, Capricorn 8006
- DOWN ON MY KNEES**
—Oscar Toney Jr., Capricorn 8005

CHART

- COUNTRY MUSIC CIRCUS**
—Kenny Vernon, Chart 5075
- WE'LL SING IN THE SUNSHINE**
—Lawanda Lindsey, Chart 5076
- COAST OF CALIFORNIA**
—Tony Martin, Chart 5078

COLUMBIA

- SILVER BIRD**
—Mark Lindsay, Columbia 4-45180
- THE TIME IS NOW**
—Everybody's Children, Date 2-1673
- OKLAHOMA RIVER BOTTOM**
—Arbours, Date 2-1672

DOUBLE-SHOT/WHIZ

- BOOGALOOSA, LOUISIAN'**
—Brenton Wood, Double-Shot 150
- WHAT IS SOUL?**
—Real Thing, Whiz 618
- I AIN'T GOT NO SOUL TODAY**
—Senor Soul, Whiz 617

FLYING DUTCHMAN

- DAMN NAM (Ain't Goin' to Viet Nam)**
—Leon Thomas, Flying Dutchman FD 26009

MAN & WOMAN REGGAE

- Superman, Reggae R 7001
- JUICE HEAD BABY**
—Eddie "Cleanhead" Vinson, Blues Time BT 45004

JUNE 6, 1970, BILLBOARD

ISLE CITY

- CUTEST GIRL IN REDLANDS**
—Jimmy Sullins, Isle City St 4443
- GALVESTON SURF**
—Tommy Babin, Isle City St 4440
- YOU CAN'T FOOL A FOOL**
—Roy Montague, Isle City St 4441

JEWEL/PAULA

- SOMETHING STRANGE IS GOING ON IN MY HOUSE**
—Ted Taylor, Ronn 44
- COME ON BACK TO BEER**
—Oxfords, Paula 331
- SWEET SOUL WOMAN**
—Little Johnny Taylor, Ronn 43

LAZY "R"

- I LOVE YOU MORE THAN YOU'LL EVER KNOW**
—Starliters, Lazy "R" RI12961A

MGM

- GROOVIN' WITH MR. BLOE**
—Cool Heat, Forward 152
- GOT TO HAVE A SONG BY MONDAY**
—Wednesday's Children, Forward 150
- SUSPICIOUS MINDS**
—Mike Curb & the Congregation, Coburt CB 101

MERCURY

- CIRCLES IN THE SAND**
—Frankie Valli, Philips 40680
- HUMPHREY THE CAMEL**
—Jack Blanchard & Misty Morgan, Wayside 013
- GROOVY SITUATION**
—Gene Chandler, Mercury 73083

METROMEDIA

- COME ON BACK TO ME BABY**
—Frankie Avalon, Metromedia MMS 181
- SONG FROM "THE SICILIAN CLAN"**
—The Godfathers, Metromedia MMS 170
- MR. BALLOON MAN**
—Ray Hildebrand, Metromedia MMS 175

MONUMENT

- NO LOVE AT ALL**
—Wayne Carson, Monument 1192
- BETWEEN WINSTON-SALEM & NASHVILLE, TENNESSEE**
—Don Cherry, Monument 1201
- LEAVE YOU IN THE ARMS OF YOUR OTHER MAN**
—Fenton Robinson, Sound Stage 7 2654

MOTOWN

- ON THE BRIGHTER SIDE OF A BLUE WORLD**
—Fantastic Four, Soul 35072
- THE END OF OUR ROAD**
—Marvin Gaye, Tamla 54195
- LET SOMEBODY LOVE ME**
—Chuck Jackson, VIP 25026

NEVADA

- THE GROUP CALLED SQUARES**
—Bart Reed, Nevada A-4003

ROYAL AMERICAN

- ALL NITE CAFE**
—Rays of Sunshine, Royal American RA 10
- LUZIANA RIVERS**
—Van Trevor, Royal American RA 9
- NITE TIME LADY**
—Freddy Cannon, Royal American RA 11

SABRE

- THE SNAKES CRAWL AT NIGHT**
—Ace Williams, Brazos 014
- JUST BETWEEN THE SETTING SUN AND DAYBREAK**
—Polk Shelton, Sabre 119
- MY HEART WILL HOLD YOU**
—Ron Williams, Brazos 016

ssExx

- IF I ONLY KNEW**
—Inner Lite, ssExx 667

STARDAY/KING

- SHE'S A WOMAN**
—Peter Breck, Starday 905
- BABY DON'T YOU KNOW**
—Vicki Anderson, King 6293
- NEED YOUR LOVE SO BAD**
—Little Willi Johns, King 6302

STAX/VOLT

- I FORGOT TO REMEMBER**
—Jones & Blumenbert, Volt 4039
- CAN'T YOU SEE WHAT YOU'RE DOING TO ME**
—Albert King, Stax 0069
- TWO SIDES TO LOVE**
—Victones, Front Page RAA-2302

TONSIL

- HIGHER & HIGHER**
—Canadian Goose, Tonsil T-0002

UNI

- SWEET TALK**
—Marvin Holmes & the Uptights, UNI 55233
- SISTER WATCH YOURSELF**
—Passionettes, UNI 55230
- THE CHICKEN**
—Jackie Lee, UNI 55206

Music In Print

• Continued from page 74

Yesterday

It is a fact. It's the End of an Era. We turn inward and backward and gain strength and direction from our roots. Witness the impending release of Columbia's Bessie Smith album. The revival and "re-discovery" of B. B. King, John Lee Hooker, Chuck Berry, Little Richard and Howlin' Wolf. I would advise you to look back to know tomorrow.

New Sheets

Big 3 has Tommy James & the Shondells' "Come to Me." Warner-Bros.' new sheets include Van Morrison's enchanting tune, "Into the Mystic," sung by Johnny Rivers; "If You Do Believe in Love" by the Tee Sets, "Hum a Song" by Lulu and "Hey Mister Sun" by Bobby Sherman.

New Rolls

Q-R-S is working on their new Bulletin. Some of the tunes to be included are "Bridge Over Troubled Waters," "If They Feel Like a War, Let Them Keep It Over There"; "Let It Be"; "Easy Come, Easy Go"; "Kentucky Rain," "House of the Rising Sun," "Oh Happy Day" and "What Is Truth."

New Folios

Chappell has an easy-to-play piano selection from the hit musical "Coco." The book and lyrics are by Alan Jay Lerner, music by Andre Previn and arrangements by Mischa Portnoff.

Big-3's new book include "Great Hits From Million Dollar Movies," featuring "Zorba the Greek," "Goldfinger," "Never on Sunday" and many more solid, old-time favorites; "Heavy Hits of Today" with "The Letter," "Buffalo Soldier," "Celebrate" and "Children"; "71 Super Hits & Super Stars/Stepping into the 70's" has a vocal/piano volume and all organ. Song include "Leaving on a Jet Plane," "Let's Work Together," "Midnight Cowboy" and 68 more.

HOT 100

FOR WEEK ENDING JUNE 6, 1970

★ STAR PERFORMER—Sides registering greatest proportionate sales progress this week.  Record Industry Association of America seal of certification as million selling single.

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist (Producer), Label & Number	Weeks on Chart
1	1	4	7	EVERYTHING IS BEAUTIFUL	Ray Stevens (Ray Stevens), Barnaby 2011	10
2	6	14	17	WHICH WAY YOU GOIN' BILLY?	Poppy Family (T. Jacks), London 129	11
3	3	7	12	LOVE ON A TWO WAY STREET	Moments (Sylvia), Stang 5102	9
4	5	8	9	UP AROUND THE BEND/ RUN THROUGH THE JUNGLE	Credence Clearwater Revival (John Fogerty), Fantasy 641	7
5	4	5	5	CECELIA	Simon & Garfunkel (Paul Simon, Arthur Garfunkel & Roy Halee), Columbia 4-45133	9
6	11	12	16	GET READY	Rare Earth (Rare Earth) Rare Earth 5012	13
7	7	18	21	THE LETTER	Joe Cocker (Denny Cordell-Leon Russell) A&M 1174	8
8	2	1	1	AMERICAN WOMAN/ NO SUGAR TONIGHT	Guest Who (Jack Richardson), RCA 74-0925	12
9	17	17	19	MAKE ME SMILE	Chicago (James William Guercio), Columbia 4-45127	10
10	12	35	—	THE LONG AND WINDING ROAD/FOR YOU BLUE	Beetles (Phil Spector), Apple 2832	3
11	9	2	3	VEHICLE	Idea of March (Lee Prod.), Warner Bros. 7378	11
12	8	3	8	TURN BACK THE HANDS OF TIME	Tyrone Davis (Willie Henderson), Dakar 616	12
13	18	20	23	DAUGHTER OF DARKNESS	Tom Jones (Peter Sullivan), Parrot 40048	6
14	13	10	10	REFLECTIONS OF MY LIFE	Marmalade (Marmalade) London 20058	13
15	45	—	—	THE LOVE YOU SAVE	Jackson 5 (Corporation), Motown 1166	2
16	26	34	39	LAY DOWN (Candles in the Rain)	Melanie with the Edwin Hawkins Singers (Peter Schekeryk) Buddah 147	7
17	35	38	61	RIDE CAPTAIN RIDE	Blues Image (Richard Podolor), Atco 6746	5
18	19	24	25	COME SATURDAY MORNING	Sandpipers (Allen Stanton), A&M 1185	17
19	14	13	13	FOR THE LOVE OF HIM	Bobbi Martin (Henry Jerome), United Artists 50602	13
20	22	22	28	REACH OUT AND TOUCH (Somebody's Hand)	Diana Ross (H. Ashford & V. Simpson) Motown 1165	7
21	10	6	4	LET IT BE	Beetles (George Martin), Apple 2764	12
22	23	29	36	HITCHIN' A RIDE	Vanity Fare (Roger Eastbury & Des Champ), Page One 21029	12
23	27	30	42	UNITED WE STAND	Brotherhood of Man (Tony Hiller), Deram 85059	8
24	41	80	—	BALL OF CONFUSION (That's What the World Is Today)	Temptations (Norman Whitfield), Gordy 7099	3
25	25	26	41	MY BABY LOVES LOVIN'	White Plains (Roger Greenway/Roger Cook), Deram 85058	8
26	29	47	53	QUESTION	Moody Blues (Tony Clarke), Threshold 67004	6
27	16	15	11	WOODSTOCK	Crosby, Stills, Nash & Young (Crosby, Stills, Nash & Young), Atlantic 2723	11
28	20	11	6	SPIRIT IN THE SKY	Norman Greenbaum (Erik Jacobsen), Reprise 0885	15
29	33	36	66	THE WONDER OF YOU/ MAMA LIKED THE ROSES	Elvis Presley, RCA Victor 47-9835	4
30	15	9	2	ABC	Jackson 5 (Corporation) Motown 1163	13
31	38	41	47	IT'S ALL IN THE GAME	Four Tops (Frank Wilson) Motown 1164	7
32	37	45	57	BAND OF GOLD	Freda Payne (Holland-Dozier) Invictus 9075	7

33	48	83	—	MAMA TOLD ME (Not to Come)	Three Dog Night (Richard Podolor), Dunhill 4239	3
34	21	23	27	LITTLE GREEN BAG	George Baker Selection (Mogam), Colossus 112	12
35	30	31	33	SOULAIMON (African Trilogy II)	Neil Diamond (Tom Catalano), UNI 55224	6
36	40	42	51	LOVE LAND	Charles Wright & the Watts 103rd Street Rhythm Band (Charles Wright), Warner Bros.-Seven Arts 7365	9
37	39	40	49	SUGAR SUGAR	Wilson Pickett (Jerry Weiler-Tom Dowd), Atlantic 2722	10
38	44	65	—	GIMME DAT DING	Pipkins (John Burgess), Capitol 2819	3
39	42	52	81	HEY, MISTER SUN	Bobby Sherman (Jackie Mills), Metromedia 108	4
40	43	46	59	YOU GOT ME DANGLING ON A STRING	Chairmen of the Board (Holland-Dozier/Leitch), Epic 9078	6
41	57	62	76	CHECK OUT YOUR MIND	Impressions (Curtis Mayfield), Curtom 1951	4
42	36	28	30	VIVA TIRADO, Part 1	El Chicano (Billy Watson & Eddie Davis), Kapp 2085	9
43	32	33	43	BROTHER RAPP (Part 1)	James Brown (J. Brown), King 6310	6
44	24	25	26	PUPPET MAN	5th Dimension (Bones Howe), Bell 880	8
45	60	74	—	SPIRIT IN THE DARK	Aretha Franklin (Jerry Weiler, Tom Dowd & Arif Mardin), Atlantic 2731	3
46	52	56	62	BABY HOLD ON	Grass Roots (Steve Barri), Dunhill 4237	5
47	51	55	63	MISSISSIPPI QUEEN	Mountain (Felix Pappalardi), Windfall 532	8
48	64	66	83	MISSISSIPPI	John Phillips (Lou Adler), Dunhill 4236	4
49	69	73	—	WHO'S GONNA TAKE THE BLAME	Smokey Robinson & the Miracles (H. Ashford & V. Simpson), Tamla 54194	3
50	62	63	77	COME TO ME	Tommy James & the Shondells (Tommy James & Bob King), Roulette 7076	4
51	53	53	65	OPEN UP MY HEART/NADINE	Dells (Bobby Miller), Cadet 5667	5
52	73	—	—	ARE YOU READY?	Pacific Gas & Electric (John Hill), Columbia 4-45158	2
53	54	54	55	CINNAMON GIRL	Gentys (Knox Phillips), Sun 1114	8
54	55	59	73	INTO THE MYSTIC	Johnny Rivers (Lou Adler), Imperial 66448	5
55	71	—	—	O-O-H CHILD	5 Stairsteps (Stan Vincent), Buddah 165	10
56	86	97	—	WESTBOUND #9	Flaming Ember (Stagecoach Prod.), Hot Wax 7003	3
57	66	76	—	I WANT TO TAKE YOU HIGHER	Sly & the Family Stone (Sly Stone), Epic 5-10450	3
58	56	57	64	FARTHER ON DOWN THE ROAD	Joe Simon (J.R. Ent. Inc.), Sound Stage 7 2456	8
59	59	60	72	WHOEVER FINDS THIS, I LOVE YOU	Mac Davis (Jerry Fuller), Columbia 4-45117	4
60	61	61	75	I CAN'T LEAVE YOUR LOVE ALONE	Clarence Carter (Rick Hall), Atlantic 3726	9
61	72	86	92	SWEET FEELING	Candi Staton (Rick Hall), Fame 1466	5
62	65	70	80	GO BACK	Crabby Appleton (Don Gallocci), Elektra 45687	5
63	68	78	—	I WANT TO TAKE YOU HIGHER	Ike & Tina Turner & the Ike & Tina Turner, Liberty 54177	3
64	70	77	85	SO MUCH LOVE	Faith, Hope & Charity (Van McCoy-Joe Cobb), Maxwell 805	4
65	84	90	90	AND MY HEART SANG (Tra La La)	Brenda & the Tabulations (Van McCoy & Gilda Woods), Top & Bottom 403	5
66	88	—	—	DON'T IT MAKE YOU WANNA GO HOME	Brook Benton (Arif Mardin), Cotillion 44078	2

67	82	95	—	AIN'T THAT LOVING YOU (For More Reasons Than One)	Luther Ingram (Johnny Baylo), KoKo 2105	3
68	83	100	—	FREEDOM BLUES	Little Richard (R. Blackwell & R. Penniman), Reprise 0907	3
69	76	—	—	A LITTLE BIT OF SOAP	Paul Davis (Ilene Berns & Paul Davis), Bang 576	5
70	77	93	98	COTTAGE CHEESE	Crow (B. Monaco), Amaret 119	4
71	80	94	96	SHE DIDN'T KNOW (She Kept on Talking)	Dee Dee Warwick with the Dixie Flyers (Dave Crawford), Atco 6734	5
72	75	—	—	YOU, ME AND MEXICO	Edward Bear ("Tuff" and Paul White), Capitol 2801	2
73	—	—	—	TIGHTER, TIGHTER	Alive and Kicking (Tommy James-Bob King), Roulette 7078	1
74	87	92	99	THAT SAME OLD FEELING	Fortunes (Noel Walker & Billy Davis), World Pacific 77937	4
75	78	84	—	FREE THE PEOPLE	Delaney & Bonnie & Friends (Jerry Weiler-Tom Dowd), Atco 6756	3
76	—	—	—	WHAT AM I GONNA DO	Smith (Joel Still & Steve Barri), Dunhill 4238	1
77	—	—	—	HOW ABOUT A LITTLE HAND (For the Boys in the Band)	The Boys in the Band (Bob Feldman-Herman Grison), Spring 103	1
78	93	—	—	LAY A LITTLE LOVIN' ON ME	Robin McNamara (Jeff Barry), Steed 724	2
79	79	87	87	RED RED WINE	Vic Dana (Ted Glasser), Liberty 56163	4
80	90	—	—	FRIENDS	Feather (J.R. Shanklin), White Whale 353	2
81	89	98	100	THAT SAME OLD FEELING	Picketty Witch (John MacLeod), Janus 118	4
82	—	—	—	THEM CHANGES	Buddy Miles & the Freedom Express (Robin McBride), Mercury 73008	4
83	—	—	—	TRYING TO MAKE A FOOL OF ME	DeFonics (Stan & Bell Prod.), Philly Groove 162	1
84	95	99	—	SPILL THE WINE	Eric Burdon & War (Jerry Goldstein), MGM 14118	3
85	—	—	—	TEACH YOUR CHILDREN	Crosby, Stills, Nash & Young (D. Crosby, S. Stills, G. Nash & N. Young), Atlantic 2723	1
86	99	—	—	PRIMROSE LANE	O.C. Smith (Jerry Fuller), Columbia 4-45160	2
87	—	—	—	LONG AND LONESOME ROAD	Shocking Blue (Robbie Van Leeuwen), Colossus 116	1
88	—	—	—	STEAL AWAY	Johnnie Taylor (Don Davis), Stax 0063	1
89	—	—	—	THE SLY, SLICK AND THE WICKED	Lost Generation (Eugene Record), Brunswick 53436	1
90	91	—	—	MORE THAN I CAN STAND	Bobby Womack (Chips Moman), Minit 32093	4
91	—	—	—	MELANIE MAKES ME SMILE	Tony Burrows (Tony Macaulay), Bell 884	1
92	92	—	—	SOME BEAUTIFUL	Jack Wild (Brian Lane), Capitol 2742	2
93	—	—	—	MAYBE	The Three Degrees (Richard Barrett), Roulette 7079	1
94	94	—	—	HEIGHDY HO PRINCESS	Neon Philharmonic (Bob McCloskey, Don Gant, Tupper Sossy), Warner Bros. 7380	2
95	97	—	—	FEELINGS	Barry Mann (Barry Mann), Scepter 12281	2
96	—	—	—	GIMME SHELTER	Merry Clayton (Lou Adler), Ode '70 64003	1
97	98	—	—	I THINK I LOVE YOU AGAIN	Brenda Lee (Chips Moman), Decca 32675	2
98	100	—	—	I CAN'T TELL THE BOTTOM FROM THE TOP	Hollies (Ron Richards), Epic 5-10613	2
99	—	—	—	OH MY MY	Monkees (Jeff Barry), Colgems 66-5011	1
100	—	—	—	SHE CRIED	Lettermen (Al De Lory), Capitol 2520	1

HOT 100—A TO Z—(Publisher-Licensee)

ABC (Jobete, BMI)	30
A Little Bit of Soap (Mellie, BMI)	69
Ain't That Loving You (For More Reasons Than One) (East/Memphis, BMI)	67
American Woman (Dunbar, BMI)	8
And My Heart Song (Tra La La) (One Eye Soul & McCoy, BMI)	65
Are You Ready? (PG & E, BMI)	52
Baby Hold On (Trousdale, BMI)	46
Ball of Confusion (That's What the World Is Today) (Jobete, BMI)	24
Band of Gold (Gold Forever, BMI)	32
Brother Rapp (Part 1) (Dynamite, BMI)	43
Cecilia (Charing Cross, BMI)	5
Check Out Your Mind (Camad, BMI)	41
Cinnamon Girl (Carrillon/Broken Arrow, BMI)	53
Come Saturday Morning (Famous, ASCAP)	18
Come to Me (Big Seven, BMI)	50
Cottage Cheese (Yugogott/Forty Tunes, BMI)	70
Daughter of Darkness (Felsted, BMI)	13
Don't It Make You Wanna Go Home (Lowery, BMI)	66
Everything Is Beautiful (Ahab, BMI)	1
Farther on Down the Road (Blackwood, BMI)	58
Feelings (Screen Gems-Columbia, BMI)	95
For the Love of Him (United Artists/Teeger, ASCAP)	19
For You Blue (Harrisons, BMI)	10
Freedom Blues (Peyton, BMI)	68
Free the People (Lee Feist, ASCAP)	75
Friends (Commander, ASCAP)	80
Get Ready (Jobete, BMI)	6
Gimme Dat Ding (Duchess, BMI)	38
Gimme Shelter (Gideon, BMI)	96
Go Back (Memmo, BMI)	62
Heighdy Ho Princess (Acuff-Rose, BMI)	94
Hey, Mister Sun (Green Apple, BMI)	39
Hitchin' a Ride (Infante, BMI)	22

How About a Little Hand (For the Boys in the Band) (Yellow Dog, ASCAP)	77
I Can't Leave Your Love Alone (Fame, BMI)	60
I Can't Tell the Bottom from the Top (Anne-Rachel, ASCAP)	98
I Think I Love You Again (Jillibem-Pocketfull of Tunes, BMI)	97
I Want to Take You Higher (Daly City, BMI)	57
I Want to Take You Higher (Daly City, BMI)	43
Into the Mystic (Band Jam-WB, ASCAP)	34
It's All in the Game (Romick, ASCAP)	31
Lay a Little Lovin' on Me (Unart, BMI)	78
Lay Down (Candles in the Rain) (Kama Rippen/Amelan, ASCAP)	16
Let It Be (Maclean, BMI)	21
The Letter (Barion, BMI)	7
Little Green Bag (Legacy, BMI)	34
Long and Lonesome Road (Legacy, BMI)	27
Love Land (Wright/Gerst/Tamerlane, BMI)	36
Love on a Two Way Street (Gambi, BMI)	3
Love You Save, The (Jobete, BMI)	15
Make Me Smile (Aurelius, BMI)	9
Mama Liked the Roses (Prest, BMI)	29
Mama Told Me (Not to Come) (January, BMI)	33
Maybe (Hom, BMI)	93
Melanie Makes Me Smile (January, BMI)	91
Mississippi (Alchemyst, ASCAP)	48
Mississippi Queen (Upfall, ASCAP)	47
More Than I Can Stand (Unart/Tracebob, BMI)	90
My Baby Loves Lovin' (Marlus, BMI)	25
No Sugar Tonight (Duchess, BMI)	8
O-O-H Child (Maclean, BMI)	53
Oh My My (Unart, BMI)	99
Open Up My Heart (Piscos/Chavis, BMI)	51
Primrose Lane (Gladys, ASCAP)	86
Puppet Man (Screen Gems-Columbia, BMI)	44
Question (TRO-Andover, ASCAP)	26
Red Red Wine (Tallyrand, BMI)	79
Reach Out and Touch (Somebody's Hand) (Jobete, BMI)	20

Reflections of My Life (Walrus, ASCAP)	14
Ride Captain Ride (ATM, ASCAP)	17
Run Through the Jungle (Jondora, BMI)	4
She Cried (Trio, BMI)	100
She Didn't Know (She Kept on Talking) (Williams, BMI)	71
Some Beautiful (Blackwood, BMI)	92
So Much Love (McCoy, BMI)	64
Soulaimon (African Trilogy II) (Prophet, ASCAP)	35
Spill the Wine (Far Out, BMI)	84
Spirit in the Dark (Pundit, BMI)	45
Spirit in the Sky (Great Honey, BMI)	88
Steal Away (Fame, BMI)	28
Sugar Sugar (Kizshner, BMI)	37
Sweet Feeling (Fame, BMI)	61
That Same Old Feeling (January, BMI)	81
That Same Old Feeling (January, BMI)	74
The Long and Winding Road (Maclean, BMI)	10
The Sly, Slick and the Wicked (Julio-Brian, BMI)	89
The Wonder of You (Duchess, BMI)	29
Teach Your Children (Giving Room, BMI)	85
Them Changes (MRC, BMI)	82
Tighter, Tighter (Big Seven, BMI)	73
Trying to Make a Fool of Me (Nickel Shoe, BMI)	83
Turn Back the Hands of Time (Dakar/Jadan, BMI)	12
United We Stand (Belwin-Mills, ASCAP)	23
Up Around the Bend (Jondora, BMI)	4
Vehicles (Idea, BMI)	11
Viva Tirado (Part 1) (TRO-Ludlow/Amestoy, BMI)	42
Westbound #9 (Gold Forever, BMI)	56
What Am I Gonna Do (Screen Gems-Columbia, BMI)	76
Which Way You Goin' Billy? (Gene Fishin', BMI)	2
Whoever Finds This, I Love You (DnB, BMI)	59
Woodstock (Sisqum, BMI)	27
Who's Gonna Take the Blame (Jobete, BMI)	49
You Got Me Dangling on a String (Gold Forever, BMI)	40
You, Me and Mexico (Evoy, CAPAC)	72

BUBBLING UNDER THE HOT 100

101. SONG OF JOY	Miguel Ries, A&M 1193
102. I'M A MAN	Yellow Payges, Uni 55225
103. MAN OF A CONSTANT SORROW	Ginger Baker's Air Force, Atco 6750
104. ONE DAY OF YOUR LIFE	Andy Williams, Columbia 4-45175
105. IF MY HEART COULD SPEAK	Manhattans, De Luxe 122
106. CAN'T SEE YOU WHEN I WANT TO	David Porter, Enterprise 9014
107. WALK A MILE IN MY SHOES	Willie Hightower, Fame 1465
108. GUIDE ME WELL	Carla Thomas, Stax 0056
109. CINNAMON GIRL	Neil Young, Reprise 0911
110. MOVE ME, O WONDROUS MUSIC	Ray Charles Singers, Command 4135
111. I GOT LOVE	Melba Moore, Mercury 73072
112. RAINDROPS KEEP FALLING ON MY HEAD/IF YOU KNEW HIM LIKE I DO	Barbara Mason, National General 003
113. DEAR ANN	George Baker Selection, Colossus 117
114. BIRDS OF ALL NATIONS	George McCann III, Amos 135
115. LOVE LIKE A MAN	Ten Years After, Deram 7529
116. MAMA'S BABY DADDY'S MAYBE	Swamp Dog, Canyon 30
117. FEET START WALKING	Doris Duke, Canyon 35
118. EVERYBODY SAW YOU	Ruby Andrews, Zodiac 1017
119. WATCH WHAT HAPPENS	Lena Horne, Skye 4523
120. LIFT EV'RY VOICE & SING	Kim Weston, Pride PR-1
121. I CAN'T BE YOU	Glass House, Invictus 9076
122. BIG YELLOW TAXI	Joni Mitchell, Reprise 0906

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

PEACE: ONE DOLLAR

This is a limited time offer.

Right now 5 young people from each nation on earth are getting ready to take part in a World Youth Assembly, from July 9-18, in New York under the sponsorship of the United Nations. Only we need money to get them there, house and feed them. We need to raise \$750,000. So we're asking for your help. One dollar at least. A few more if you'd like. And please, a lot more from corporations.

This isn't a starry-eyed dream. It's a hard, smart idea that makes a lot of sense. A large number of these young people (all under 25) will undoubtedly

be the leaders of their nations in the years to come. So if we can get them talking together while they're young—before the cynicism sets in—we might finally get somewhere.

The theme is Peace, Progress and International Co-operation. These young delegates are going to face each other, air their views and work up some genuine proposals that their elders—the entire UN General Assembly—are pledged to listen to. And seriously consider.

At the very least these young people will come away friends. And hopefully they'll be thinking about all the

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This is youth's real chance to be heard. And this is your chance to be helpful. It's a real offer all right: PEACE: \$1. But you'd better hurry. Time is running out.

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Spotlight Singles

NUMBER OF
SINGLES REVIEWED
THIS WEEK

126

LAST WEEK

102

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

5th DIMENSION—SAVE THE COUNTRY (2:39)

(Prod. Bones Howe) (Writer: Nyro) (Tuna Fish, BMI)—The much recorded Laura Nyro ballad with vital lyric line, should fast meet with the same success of all the other Dimension-Nyro smash hits. Powerful performance! Flip: (No Information Available). Bell 895

MARK LINDSAY—SILVER BIRD (3:05)

(Prod. Jerry Fuller) (Writer: Young) (Kangaroo, BMI)—Lindsay follows "Miss America" with a sure-fire chart topper in this well written Kenny Young rock ballad. Has all the ingredients to match his top ten "Arizona" outing. Flip: "So Hard to Leave You" (3:04) (Boom, BMI). Columbia 4-45180

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

NORMAN GREENBAUM—CANNED HAM (2:47)

(Prod. Erik Jacobsen) (Writer: Greenbaum) (Great Honesty, BMI)—Following his "Spirit in the Sky" smash, Greenbaum comes up with more clever original material that offers much of the sales and chart potential of the initial outing. Driving funky beat in strong support. Flip: "Junior Cadillac" (3:32) (Great Honesty, BMI). Reprise 0919

JACK BLANCHARD & MISTY MORGAN—HUMPHREY THE CAMEL (3:04)

(Prod. Little Richie Johnson) (Writer: Blanchard) (Back Bay, BMI)—With equal potential for the country chart as well as the Hot 100, this clever rhythm novelty is a strong follow up to the duo's "Tennessee Birdwalk" smash hit. Flip: (No Information Available). Wayside 013

CHRISTIE—YELLOW RIVER (2:40)

(Prod. Mike Smith) (Writer: Christie) (Noma, BMI)—This fast-paced, infectious rhythm ballad, currently riding high on the British chart, has all the ingredients to prove a heavy chart item here as well. Flip: "Down the Mississippi Line" (2:30) (Leeds, ASCAP). Epic 5-10626

*VINCENT BELL—NIKKI (2:25)

(Prod. Tom Morgan) (Writers: David-Bacharach) (Blue Seas/Jac, ASCAP)—Guitarist Bell follows his chart winning "Airport Love Theme" with an equally infectious and compelling Bacharach-David rhythm ballad. Loaded with commercial appeal for Top 40 and Easy Listening. Flip: "Darling Lili" (2:52) (Holmby/Famous, ASCAP). Decca 32695

EVIE SANDS—TAKE ME FOR A LITTLE WHILE (2:41)

(Prod. Chip Taylor & Al Gorgoni) (Writer: Martin) (Lollipop, BMI)—The Trade Martin driving ballad serves as potent commercial material for the stylist that will spiral her up the Hot 100 to top "Any Way That You Want Me." Strong vocal workout. Flip: "It's This I Am, I Find" (4:08) (Grever, BMI). A&M 1192

MERRY CLAYTON—GIMME SHELTER (3:00)

(Prod. Lou Adler) (Writers: Jagger-Richards) (Gideon, BMI)—The Rolling Stones rhythm number is strong material for the blockbuster performer who wails her way through it in a heavy performance. Disk is a mover from start to finish and should prove a left field smash! Label distributed by A&M. Flip: "Good Girls" (2:47) (Hollenbeck, BMI). Ode '70 66003

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

FRANKIE VALLI—Circles in the Sand (3:22) (Prod. Bob Gaudio & Bob Crewe) (Writers: Watts-Stein-Ducey-Millis) (Sufi Pipkin, BMI)—Top emotion-packed Valli performance on a compelling ballad offers much for sales and chart action. Philips 40680

RON DAVIES—It Ain't Easy (2:29) (Prod. Chad Stuart) (Writer: Davies) (Irving, BMI)—Top vocal workout on an infectious blues number with commercial appeal to prove an important Hot 100 item. A&M 1188

TURTLES—Eve of Destruction (2:35) (Prod. Bones Howe) (Writer: Sloan) (Trousdale, BMI)—The past hit of Barry McGuire is updated by the Turtles and the commercial appeal is there for chart action. White Whale 355

THE SATISFACTIONS—This Bitter Earth (2:25) (Prod. Satisfactions with Art Wayne & Howard Burgess) (Writer: Otis) (Eden, BMI)—The winning Clyde Otis number is updated in a fine and commercial vocal workout that could easily prove a hot chart item... pop and soul. Strong initial release for the New York-based label. Lionel 3201

SAM & DAVE with the Dixie Flyers—Knock It Out in the Park (2:25) (Prod. Dave Crawford) (Writers: Martin-Crawford) (Cotillion, BMI)—Powerful blues-rocker with a vocal workout to match has all the ingredients to bring the duo back to the charts—pop and soul with impact. Atlantic 2733

***JANET LAWSON—Two Little Rooms (2:37)** (Prod. Sonny Lester) (Writer: Woods) (Multimood, BMI)—Ballad beauty with a rhythm backing is served up in top vocal performance that could easily go all the way. Watch out for this one! United Artists 50671

TURLEY RICHARDS—I Heard the Voice of Jesus (4:25) (Lewis Merenstein) (Traditional) (Kama Ripa & Hawkins, ASCAP)—Exceptional performance of the compelling classic offers much for play and sales. The lyric line has impact for today's world situation and this could prove a left field smash. Warner Bros. 7397

JIMMY BUFFETT—The Christian? (3:28) (Prod. Travis Turk) (Writers: Buffett-Brown) (Russell-Cason, ASCAP/Sons of Ginza, BMI)—Strong debut out of the Nashville scene is a potent piece of material with a biting lyric line and a top vocal workout. Could make it big! Barnaby 2013

KEITH BARBOUR—Sweet Mary Sunday (3:19) (Prod. James Flemming) (Writers: Collins-White-Woodard) (Music Prod., ASCAP)—That "Echo Park" man comes up with a strong blues rocker here with an infectious funky beat. Epic 5-10598

DAYBREAK—Good Morning Freedom (2:36) (Prod. Lewis Merenstein) (Writers: Cook-Greenaway-Hammond-Hazlewood) (Cookaway, BMI)—Easy beat rocker with a happy message delivered in top vocal form. Initial outing could prove an important chart entry. Uni 55234

***PERRY COMO—Love Is Spreading Over the World (2:23)** (Prod. Ernie Altschuler) (Writers: Sedaka-Greenfield) (Kishner, BMI)—Timely, strong message rhythm ballad from the pen of Neil Sedaka and Howie Greenfield is given a top Como reading, loaded with commercial appeal—Top 40 and Easy Listening. RCA 74-0356

BUDDY CAUSEY—Medley: Hey Baby/39-21-46/I've Been Hurt (3:00) (Prod. Quin Ivy) (Writers: Cobb-Channel/Johnson/Whitley) (Unart/LeBill, BMI/Minit, BMI/Low-Twi, BMI)—A commercial entry is this driving blues performance with much chart potential. United Artists 6307

***JERRY ROSS SYMPOSIUM—Let Me Love You One More Time (Um Poquito Mas) (2:25)** (Prod. Jerry Ross) (Writers: Ramos-Joyce) (Leeds, ASCAP)—Ballad beauty delivered in fine style by the Ross chorus and orchestra offers much potential for both the Easy Listening and the Hot 100 charts. Top programmer. Colossus 119

CODY MARSHALL—Peaceful (2:34) (Prod. Joe Renzetti) (Writer: Rankin) (Four Score, BMI)—Potent Kenny Rankin rhythm ballad serves as strong material for the debut of an equally potent vocal performance. Flip, "Monday's Gone" is also a strong commercial ballad side. Wizdom 1974

ROY HEAD—Mama Mama (2:33) (Prod. Huey P. Meaux) (Writer: Reys) (Crazy Cajun, BMI)—That "Treat Her Right" man moves to the label with a pulsating blues rock item loaded with Hot 100 possibilities. Head's in top vocal form. Dunhill ABC 4240

RAY GODFREY—I Gotta Get Away (2:29) (Prod. Dock Price Jr.) (Writers: Price-Gerald) (Gaucho, BMI)—Strong rocker loaded with Top 40 appeal that should bring it to the Hot 100 with sales impact. Strong vocal workout. Spring 104

TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

LORETTA LYNN—YOU WANNA GIVE ME A LIFT (2:31)

(Writer: Lynn) (Sure-Fire, BMI)—Just as her smash "I Know How" drops down, the stylist comes up with another top chart winner in this original rhythm ballad, with clever lyric. Flip: "What's the Bottle Done to My Baby" (2:41) (Sure-Fire, BMI). Decca 32693

HANK WILLIAMS JR. AND LOIS JOHNSON—REMOVING THE SHADOW (2:58)

(Prod. Jim Vienneau) (Writers: Williams Jr.-Pleasant) (Williams Jr., BMI)—Here's a powerful duet on fine ballad material and it's headed right for the top. Strong follow up to Williams' "I Walked Out on Heaven" hit. Flip: "Party People" (1:49) (Jack, BMI). MGM 14136

BILLY WALKER—WHEN A MAN LOVES A WOMAN (The Way I Love You) (2:17)

(Prod. Jim Vienneau) (Writers: Eldridge-Stewart) (Forrest Hills, BMI)—Walker moves to the label with a powerhouse ballad that will take him way up the chart. Top performance. Flip: "She's As Close As I Can Get" (2:37) (Blue Crest/Hill & Range, BMI). MGM 14134

SUSAN RAYE—ONE NIGHT STAND (2:18)

(Prod. Ken Nelson) (Writer: Owens) (Blue Book, BMI)—The Buck Owens ballad material serves as potent material for the "Hee Haw" TV star and has all the ingredients to put her up the chart in short order. Strong entry. Flip: "She Don't Deserve Anymore" (2:20) (Blue Book, BMI). Capitol 2833

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

JIM ED BROWN—Baby, I Tried (2:45) (Monster, ASCAP). RCA VICTOR 47-9858

JIMMY DEAN—Us (3:06) (Stallion, BMI). RCA VICTOR 47-9859

FREDDIE HART—Fingerprints (2:14) (Blue Book/Ching-Ring, BMI). CAPITOL 2839

HANK SNOW—Vanishing Breed (2:44) (Forrest Hills, BMI). RCA VICTOR 47-9856

PEGGY LITTLE & TOMMY OVERSTREET—Good Day Sunshine (1:53) (Maclean, BMI). DOT 17350

NORMA JEAN—Another Man Loved Me Last Night (2:27) (Coal Miners, BMI). RCA VICTOR 47-9854

JOHNNY BOND—It Only Hurts When I Cry (2:25) (Starday, BMI). STARDAY 893

BOBBY PIERCE—On More Mountain to Climb (3:07) (Tol-i-Ann, BMI). STOP 362

TOP 20 SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

THE THREE DEGREES—MAYBE (4:06)

(Prod. Richard Barrett) (Writer: Barrett) (Nom, BMI)—Dynamite blues ballad with a wild narration and vocal workout that has equal top chart potential—both pop and soul. This will be a big one! Flip: "Collage" (2:57) (Stone-Rap, BMI). Roulette 7079

LORRAINE ELLISON—YOU'VE REALLY GOT A HOLD ON ME (2:57)

(Prod. Jerry Ragovoy) (Writer: Robinson) (Jobete, BMI)—The Smokey Robinson ballad material is delivered in a top wailing vocal performance loaded with play and sales potency to take her right to the top. Flip: "You Don't Know Nothing About Love" (4:23) (Ragmar, BMI). Warner Bros. 7394

CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

VICKI ANDERSON—Baby, Don't You Know (3:01) (Golo, BMI). KING 6293

HANK BALLARD—Sunday Morning Coming Down (4:45) (Combine, BMI). SILVER FOX 23

MADLYN QUEBEC—Here Comes Those Heartaches Again (2:58) (West Pauling/L.J., BMI). SUSSEX 201

JIMMY CASTOR BUNCH—It's Just Begun (3:00) (Jimpire, BMI). KINETIC 6001

ORIGINAL CAST—"PURLIE"—Walk Him Up the Stairs—Epilogue (2:20) (Mourbar, ASCAP). Ampex 1005

RUDY & JUDY—I've Got to Get Myself Together (3:55) (Triple Three, BMI). T NECK 920

LAURA LEE—But, You Know I Love You (3:10) (First Editions, BMI). COTILLION 44073

ABRAHAM, MARTIN AND JOHN
Roznique Music, Inc.
Dick Holler

AND WHEN I DIE
Laura Nyro

BAD MOON RISING
Jondora Music
John Fogerty

BORN FREE
Screen Gems-Columbia Music, Inc.
John Barry
Don Black

BOTH SIDES NOW
Siquomb Publishing Corp.
Joni Mitchell

THE BOXER
Charing Cross Music
Paul Simon

A BOY NAMED SUE
Evil Eye Publishing Co., Inc.
Shel Silverstein

BUT YOU KNOW I LOVE YOU
First Edition Productions, Inc.
Mike Settle

BY THE TIME I GET TO PHOENIX
Rivers Music Co.
Jimmy Webb

CAN'T TAKE MY EYES OFF OF YOU
Seasons Four Music Corp.
Saturday Music, Inc.
Bob Crewe
Robert Gaudio

CHITTY CHITTY, BANG BANG
Unart Music Corp.
Richard Sherman
Robert Sherman

CLOUD NINE
Jobete Music Co., Inc.
Norman Whitfield
Barrett Strong

COLOR HIM FATHER
Holly Bee Music
Richard Spencer

CRIMSON AND CLOVER
Big Seven Music Corp.
Peter Lucia, Jr.
Tommy James

CRYSTAL BLUE PERSUASION
Big Seven Music Corp.
Tommy James
Mike Vale
Ed J. Gray

CYCLES
Irving Music, Inc.
Gayle Caldwell

DADDY SANG BASS
Cedarwood Publishing Co., Inc.
House of Cash, Inc.
Carl Perkins

THE DAYS OF SAND AND SHOVELS
Lair Music
Doyle Marsh
George Reneau

DIZZY
Low-Twi Music, Inc.
Fred Weller
Tommy Roe

(SITTIN' ON) THE DOCK OF THE BAY
Time Music Co., Inc.
Redwal Music Co., Inc.
East/Memphis Music Corp.
Otis Redding, Jr.
Steve Cropper

DON'T GIVE IN TO HIM
4 Star Music Co., Inc.
Gary Usher

DON'T IT MAKE YOU WANTA GO HOME
Lowery Music Co., Inc.
Joe South

EVERYBODY'S TALKIN'
Fred Neil

EVERYDAY PEOPLE
Daly City Music
Sylvester Stewart

EVERYDAY WITH YOU, GIRL
Low-Sal Music Co.
Perry Buie
James B. Cobb, Jr.

GAMES PEOPLE PLAY
Lowery Music Co., Inc.
Joe South

GENTLE ON MY MIND
Glaser Publications, Inc.
John Hartford

GET BACK
Maclen Music, Inc.
John Lennon
Paul McCartney

GET TOGETHER
Irving Music, Inc.
Chester Powers, Jr.

GOIN' OUT OF MY HEAD
Vogue Music, Inc.
Teddy Randazzo
Bobby Weinstein

GOODBYE
Maclen Music, Inc.
John Lennon
Paul McCartney

GRAZIN' IN THE GRASS
Cherio Corp.
Philemon Hou
Harry Elston

GROOVY GRUBWORM
Shelby Singleton Music, Inc.
Harlow Gene Wilcox
Bobby Lee Warren

HEY JUDE
Maclen Music, Inc.
John Lennon
Paul McCartney

HONKY TONK WOMEN
Gideon Music, Inc.
Mick Jagger
Keith Richards

HOOKED ON A FEELING
Press Publishing Co., Inc.
Mark James

HURT SO BAD
Vogue Music, Inc.
Teddy Randazzo
Robert L. Harshman
Bobby Weinstein

I LOVE HOW YOU LOVE ME
Screen Gems-Columbia Music, Inc.
Barry Mann
Larry Kolber

I TAKE A LOT OF PRIDE IN WHAT I AM
Blue Book Music
Merle Haggard

I'M A DRIFTER
Detail Music, Inc.
Bobby Goldsboro

IN THE GHETTO
B-n-B Music, Inc.
Elvis Presley Music, Inc.
Mac Davis

IN THE YEAR 2525
Zerlad Music Enterprises Ltd.
Richard S. Evans

IT'S GETTING BETTER
Screen Gems-Columbia Music, Inc.
Barry Mann
Cynthia Weil

JOHNNY ONE TIME
Blue Crest Music, Inc.
Hill and Range Songs, Inc.
Dallas Frazier
Arthur Leo Owens

THE LETTER
Earl Barton Music, Inc.
Wayne Carson Thompson

LITTLE ARROWS
Duchess Music Corp.
Albert Hammond
Mike Hazelwood

LITTLE WOMAN
Green Apple Music Co.
Daniel William Janssen

LO MUCHO QUE TE QUIERO
Pecos Music
Samuel Ibarra
Rene Ornelas
Rene Herrera

LOVE (CAN MAKE YOU HAPPY)
Dandelion Music Co.
Rendezvous Tobac Music
Jack Sigler, Jr.

RUBY, DON'T TAKE YOUR LOVE TO TOWN
Cedarwood Publishing Co., Inc.
Mel Tillis

RUNNING BEAR
Big Bopper Music Co.
J. P. Richardson

SCARBOROUGH FAIR
Charing Cross Music
Paul Simon
Arthur Garfunkel

SINCE I MET YOU, BABY
Progressive Music Publishing Co., Inc.
Ivory Joe Hunter

SMILE A LITTLE SMILE FOR ME
January Music Corp.
Tony Macaulay
Geoff Stephens

SOMEDAY WE'LL BE TOGETHER
Fuqua Publishing Co.
Harvey Fuqua
Johnny Bristol
Robert L. Beavers

SON OF A PREACHER MAN
Tree Publishing Co., Inc.
John Hurley
Ronnie Wilkins

SOULFUL STRUT
Dakar Productions, Inc.
BRC Music Corp.
Eugene Record
William Sanders

SPINNING WHEEL
Blackwood Music, Inc.
Bay Music Co., Ltd.
David Clayton-Thomas

STAND BY YOUR MAN
Al Gallico Music Corp.
Tammy Wynette
Billy Sherrill

STORMY
Low-Sal Music Co.
Perry Buie
James B. Cobb, Jr.

STRANGERS IN THE NIGHT
Champion Music Corp.
Roosevelt Music Co., Inc.
Bert Kaempfert
Eddie Snyder
Charles Singleton

SUGAR, SUGAR
Don Kirshner Music, Inc.
Jeff Barry
Andy Kim

SUNNY
MRC Music, Inc.
Portable Music Co., Inc.
Bobby Hebb

SUSPICIOUS MINDS
Press Publishing Co., Inc.
Mark James

TAKE A LETTER, MARIA
Stellar Music Co.
R. B. Greaves

THESE ARE NOT MY PEOPLE
Lowery Music Co., Inc.
Joe South

THESE EYES
Dunbar Music, Inc.
Cirrus Music
Friends of Mine, Ltd.
Randy Bachman
Burton Cummings

THING'S I'D LIKE TO SAY
New Colony Publishing Co.
Ronnie Rice
Leslie Stewart Kummel

THIS MAGIC MOMENT
Rumbalero Music, Inc.
Tiger Music, Inc.
Tredlew Music, Inc.
Jerome Pomus
Mort Shuman

TIME IS TIGHT
East/Memphis Music Corp.
Booker T. Jones
Donald V. Dunn
Steve Cropper
Al Jackson

TIME OF THE SEASONS
Mainstay Music, Inc.
Rod Argent

TRACES
Low-Sal Music Co.
James B. Cobb, Jr.
Perry Buie
Emory Lee Gordy, Jr.

TRY A LITTLE KINDNESS
Airefield Music
Glen Campbell Music
Bobby Austin
Curt Sapaugh

UP, UP AND AWAY
Rivers Music Co.
Jimmy Webb

WEDDING BELL BLUES
Laura Nyro

WITH PEN IN HAND
Unart Music Corp.
Bobby Goldsboro

WORKIN' ON A GROOVY THING
Screen Gems-Columbia Music, Inc.
Neil Sedaka
Roger Atkins

THE WORST THAT COULD HAPPEN
Rivers Music Co.
Jimmy Webb

YESTERDAY
Maclen Music, Inc.
John Lennon
Paul McCartney

YOU GAVE ME A MOUNTAIN
Noma Music, Inc.
Elvis Presley Music, Inc.
Mojave Music, Inc.
Marty Robbins

YOU SHOWED ME
Tickson Music Co.
Harold Clark
Roger McGuinn

YOU'VE LOST THAT LOVIN' FEELIN'
Screen Gems-Columbia Music, Inc.
Barry Mann
Cynthia Weil
Phil Spector

YOU'VE MADE ME SO VERY HAPPY
Jobete Music Co., Inc.
Berry Gordy, Jr.
Frank Wilson
Patrice Holloway
Brenda Holloway

**APPLAUSE
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AND PUBLISHERS
WHO CREATED
THE 94 MOST
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SONGS
IN THE
BMI REPERTOIRE
DURING 1969**

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FOR ALL OF TODAY'S AUDIENCE**

BMI
BROADCAST MUSIC, INC.

LOVE ME TONIGHT
Duchess Music Corp.
Barry Mason
D. Pace
M. Panzeri
Pilat

MORE
E. B. Marks Music Corp.
Riz Ortolani
Nino Oliviero
Norman Newell
M. Cioriolini

MRS. ROBINSON
Charing Cross Music
Paul Simon

MUDDY MISSISSIPPI LINE
Detail Music, Inc.
Bobby Goldsboro

MY CHERIE AMOUR
Jobete Music Co., Inc.
Henry Cosby
Sylvia Moy
Stevie Wonder

MY WAY
Spanka Music Corp.
Don C Publications, Inc.
Paul Anka
J. Revaux
C. Francois

NA, NA, HEY, HEY, KISS HIM GOODBYE
MRC Music, Inc.
Little Heather Music Co.
Gary Richard De Carlo
Paul Leka
Arthur Frashuer

OB-LA-DI-OB-LA-DA
Maclen Music, Inc.
John Lennon
Paul McCartney

PROUD MARY
Jondora Music
John Fogerty

PUT A LITTLE LOVE IN YOUR HEART
Unart Music Corp.
Randy James Myers
Jackie De Shannon
Jimmy Holiday

PUT YOUR HEAD ON MY SHOULDER
Spanka Music Corp.
Paul Anka

Conglomerates Called Stiflers

By RADCLIFFE JOE

CHICAGO — Conglomerates which have entered the record distribution market and structured their organizations on "vertical distribution" were blamed as the main cause for the turmoil in the recording industry.

This was the consensus of opinion at Session 2 of the two-day FORE convention held here May 16-17. The seminar, titled "Changing Distribution and Sales Patterns of the '70's," agreed that the conglomerates total involvement in distribution, rack jobbing and retailing, has given them too much power, which has in turn stifled creativity in the industry, and resulted in the hurt that is now being felt by all.

The panel of speakers, comprising Jimmy Terrel of Buddah Records, Billy Leader of United Records, Maurice Holbert,

WWIN Radio, Buzzy Willis of RCA, Logan Westbrooks of Capitol Records, and Jim Wilson of Starday/King, agreed that record merchandising and marketing at the retail level was a creative field which only the "mamas and papas" are the ones really qualified to develop. "And, unfortunately, the "mamas and papas" are the ones which are being hardest hit."

Wilson said the giant distributors were the ones from whom most product was returned, and the ones most tardy in paying their bills. He said that the "mamas and papas," although their purchases were relatively small, were the most prompt in paying for such purchases.

Wilson and the rest of the panel agreed that there will always be need for the "mamas and papas" on the record scene, in spite of the popularity of the

racks, and urged that the small indie be given a better break in the industry.

The idea of dual distribution by the record companies was seen by many as the only way the manufacturer could recoup from the growing tendency towards recession in his business, as well as a positive means of taking some of the power away from the conglomerates.

Wilson said that already the manufacturer is making inroads into the giant distributor's territory, and added that he foresees the time when the conglomerates will assume the role of warehouse to the manufacturer.

The conference felt that if this move materialized, the independent distributor would again come into his own, and fill a growing need for personalized service at the retail level in the industry.

Famous Music Revamping

• Continued from page 1

Billed as a "restructuring and revitalization" program by David N. Judelson, president of Gulf + Western Industries, and William P. Gallagher, president of Famous Music, this now puts everything in New York with the exception of the Stax-Volt Records division located in Memphis, the Seaway Distributing firm located in Cleveland, and the international division, Famous Music Corp. Ltd., located in London. Steed Records will also operate from here.

In the process of revamping, the artist rosters have been increased with the addition of about a dozen acts, Gallagher said. "In other major revisions, a large number of titles were pruned from the labels' catalogs, and all outstanding merchandise has been taken back from outlets, clearing the way for a flow of contemporary, heavily-promoted product." The flow of product will include rock, easy listening, and country music. Famous will also add an executive director in Nashville.

Besides rebuilding the Paramount Records staff, with further expansion yet to come, Gallagher has shifted the label into completely independent distribution through 27 distributors.

Personnel lineup now includes executive vice president Jack Wiedenmann, financial vice president Aaron W. Levy, marketing vice president Joe Lyons, business director Neil Reshen, general counsel Robert Young, and international director Leslie Gould, who operates out of London. Worthy Patterson is now national promotion director, supervising a staff of 13 promotion managers; Larry Baunach is director of field marketing, supervising sales manager Murray Kaplan, East; Topper Schroeder, Midwest; Jim Wardlaw, South, and Dick Hughes, West Coast. Country promotion director Bob Wardlaw will continue to operate out of Nashville, reporting to Patterson. Don Masters has been named director of West Coast a&r; Marty Torbert will coordinate Eastern independent production, Tim O'Brien will coordinate Western independent production activities. Tom Mack, specializing in soundtrack product, will continue as West Coast

staff a&r producer. Mrs. Helen Nergo coordinates international operations out of New York. Ralph Mace assists Gould in London.

Rick Bolsom will direct publicity and artist relations departments, Ruby Mazur has been named art director. Don Cuzzocrea is controller; John Lemmermeyer is production manager.

The music publishing activities, under vice president and general manager Marvin Cane, has been "greatly enhanced," Gallagher said, and Cane is not only developing new areas for exploiting the catalog of Famous but is working with new writers with an eye to both commercial product as well as the scoring of TV shows and movies.

Paramount's distributors now

include ABC Record & Tape Sales, Seattle; All South Distributing, New Orleans; Apex-Martin, Hillside, N.J.; Arc/Jay/Kay, Detroit; B&K, Dallas; Best Record, Buffalo; BIB, Charlotte; Campus Record, Miami; Certron, Phoenix; Davis Sales, Denver; Futura, Melville, N.Y.; Godwin, Atlanta; Heilicher Bros., Minneapolis; Microphone Music, Honolulu; Music City, Nashville; Music Merchants, Woburn, Mass.; John O'Brien, Milwaukee; Record Merchandising, Los Angeles; Record Sales, Memphis; Roberts Record, St. Louis; Schwartz Bros., Washington; Seaway, Cleveland; Stan's Record Service, Shreveport; Summit, Chicago; Transcontinental, Hartford; Transcontinental, Burlingame, Calif.; and Universal, Philadelphia.

Executive Turntable

• Continued from page 6

the new limited partnership members, Advance Record. . . . **Leo Teel** named vice president of production, Blackbird Record group, Dallas. . . **Julian Rice** appointed general merchandising manager Franklin Music, Philadelphia retail store operators. He was formerly Eastern classical sales and merchandising manager, Capitol Records.

★ ★ ★

Peter Levinson and **Richard Spittel** appointed vice presidents of John Springer Associates, New York public relations firm. Levinson has worked in all phases of the company, Spittel was named West Coast head in 1967.

★ ★ ★

Teruo Ohsawa has been appointed general manager of the Los Angeles branch of Toshiba America. He succeeds **Takuzo Sakamoto** who has been named general manager of the company's consumer goods export division of Tokyo Shibaura Electric Co. (Toshiba) in Tokyo. . . . **Tad Maloney** joins Etcetra and Tiffany Records in the post of Artists' liaison. . . . **Jack Schneider** has left A&M as its merchandising director, a post he held two years. He was formerly with Capitol.

★ ★ ★

Thomas J. McDermott named staff vice president in charge of program development for SelectaVision, RCA color TV playback system. McDermott is former president of Four Star International, starting as partner and chief executive officer. . . . Former national sales manager—tape, Columbia Records, **Mel A. Price** named executive sales and marketing, Fabric Leather Corp. Boston, Mass. He was also a former manager, MGM tape product.

★ ★ ★

Gerald Fountain has been appointed national service manager for the Vivitar electronics division of Ponder & Best.

★ ★ ★

Warren Gray, executive vice president of American Tape Duplicators, has been named president of ATD of Washington, D.C., a joint venture company established by North American Philips and American Tape. **Theodore S. Ledbetter Jr.** has been appointed general manager of the new company.



ART LINKLETTER informs more than 2,500 youngsters in Phoenix about the dangers of drugs. The event was a special Dope Stop Teen Counselor session emceed by KRIZ program director Pat McMahon and broadcast over KPHO-TV. At the table, behind Linkletter, from left, McMahon, KRIZ air personality Don Pietro; John French, director of Dope Stop; Sen. Paul Fannin, Gov. Jack Williams and Rep. Sam Steiger.

Rock-Flavored Jazz Opens New Vistas for Musician

• Continued from page 1

and are experimenting with new sounds and settings.

Their music is steeped in a hard rhythmic mold, often avant-garde in packaging, and with enough free form design to keep it very much in a 1970 setting. And there is a strong emphasis on a rock rhythmic flavor.

The change has recently touched year-old Blue Thumb Records, which has just brought Hungarian guitarist Szabo into its fold.

Szabo, who fled to the U.S. during the Hungarian revolution in the 1950's, has been a pioneer in using guitar amplifier feedback as a musical sound.

One of the former owners of Skye Records, he is associated with the hit album on that label featuring Lena Horne.

Szabo's new sextet is the ob-

ject of Blue Thumb's attention because of its sound which blends Szabo's amplified guitar with Lynn Blessings' vibes; the aggressive bass playing of Fender expert Wolfgang Melz with Richard Thompson's versatility on electric keyboard. This melding of sounds is propelled by regulation drums and a conga drum.

Szabo has had ample coverage on Impulse and Skye, yet Blue Thumb's vice president Don Graham cites today's musically liberal thinking audience as providing a new platform for the right kind of jazz musician. "We signed Gabor because of rapidly merging appeal of jazz with contemporary sounds in today's commercial market," he said.

Tommy LiPuma, who is Blue Thumb's a&r director, has been meeting with Szabo to discuss the group's initial LP.

Beatlemania Returning As 'Let It Be' Clicking

• Continued from page 8

ment across the country so we know pretty quickly how things are shaping up.

"We have airplay in 40 percent of the country and with the film on release we managed to create the excitement of the release which is so important.

"We are now in a position of discussing what the potential sales of a Beatle album is, in a country of 200 million I don't know—I reckon they should sell 20 million. But I do know that right now we have coordination. We are maximizing their potential."

Klein has figures for other Beatle albums that were tied in—as is "Let It Be"—with films: "A Hard Day's Night" (2.5 million), "Help" (1.5 million), "Magical Mystery Tour" (2 million) and "Yellow Submarine" (700,000).

Klein claims that the restructuring of Apple, freeing the Beatles from business duties, is the reason for the increased flow of material from the group. In the last 12 months the group has brought out five singles and three albums. Klein estimates the sales for that year at 13 million units in the U.S.

"This control they have in their own product is a spur to productivity," he said. "The incentive to call their own

shots means a lot. John Lennon finished 'Instant Karma' on a Friday and the record was in the shops the following Thursday. This is a great incentive to making records."

Klein has reassurance for those surprised at the sales figures for the "Sgt. Pepper" album: "It is still selling a regular 50,000 copies a month. The Beatles catalog is also very strong."

SAY BENNETT EXITS LIB/UA

LOS ANGELES — Al Bennett, head of Liberty/UA, has tendered his resignation to the Transamerica Corp., it was reported at press time. Bennett is the largest stockholder in Transamerica. He joined Liberty Records years ago as vice president in charge of sales, and succeeded Sy Waronker, its first president and founder.

LOS ANGELES—Dick Bock is leaving Liberty/UA to go into independent production. Bock has been with the company since he sold World Pacific and Pacific Jazz to Liberty five years ago. He was formerly general manager of World Pacific-Pacific Jazz.

The Witch is a B....!*

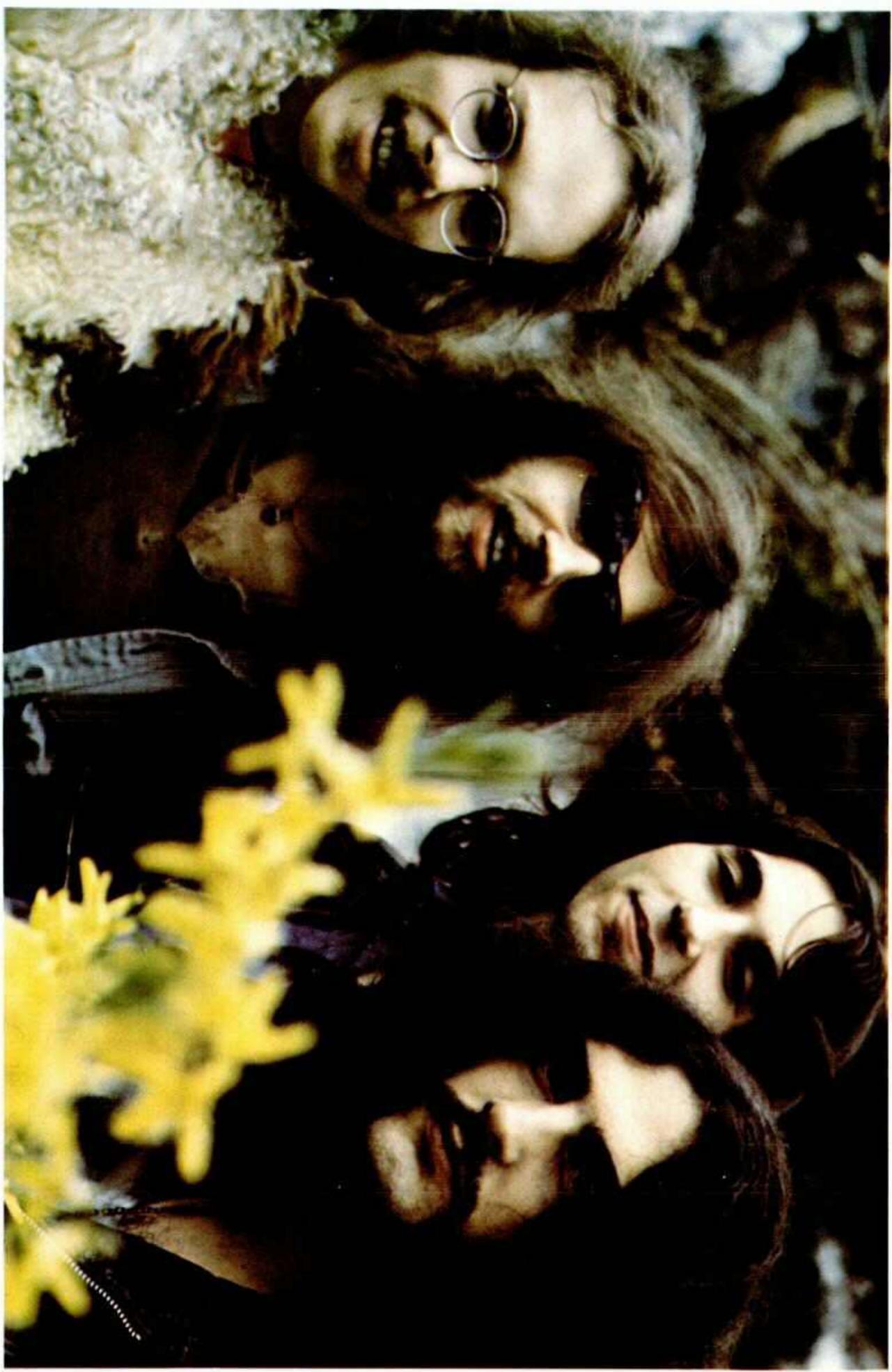
*The Boss Copped Out!



“The Witch” by The Rattles

PROBE 480

My record of the week! I have rarely heard a record which gave me such immediate impact. So far, it's the most exciting record of the year!! - **Fat McMahon - KRIZ, Phoenix**
A Stone Smash! Air play on the Rattles "The Witch" starts today!!
- **Ron Huntsman - KLEO, Wichita** Also on, among others:
KIMN, KRIZ, KLEO, WLOF, KDCY, WORD, WLPL-FM, WIRL, WDOL, KTLK, WPGC, WHMC, WILS, KYSN, WHYN, WCFL, WMEX



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