

Billboard

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COIN MACHINE
PAGES 73 TO 79

New Feature to List Mfrs' Hot Disk Picks

NEW YORK—A new Billboard feature, Product Potential Listing, will be inaugurated in the Feb. 7 issue. The feature is designed to give the record companies a "cradle-to-the-grave" listing of their hot prod-

uct from the time the sales action is received at the record company level to the time it drops off the Billboard charts.

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

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

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

Mini-Moog to Be Unveiled

By IAN DOVE

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

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

(Continued on page 98)

Atl's Memphis to Miami Raid

By JAMES D. KINGSLEY

MEMPHIS — Jerry Wexler, executive vice president of Atlantic Records, is tapping the musicians market in Memphis to bolster his newly developed studio facilities in Miami. Wexler and Tom Dowd, Atlantic's vice president in charge of en-

gineering, have already lured several topflight Memphis musicians to work in Miami exclusively.

The musicians who have moved from Memphis to staff the Miami studio are drummer Sammy Creason, bassist Tommy

B'way Rhythm Captures Disks as 7 Enter Deals

By MIKE GROSS

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

Already lined up for original cast album sets are "Gantry," "Minnie's Boys" and "Joy" on RCA Records; "Company" and "A Raisin in the Sun" on Columbia; "Applause!" on ABC

Records; "Georgy" on Bell; "Cherry" on Motown; "Mahogony" and "Tamalpaia Exchange" on Atlantic; "Billy No-Name" on Roulette, and "Purlie" on Ampex tape. Ampex, which is involved with "Purlie" through a financial investment in the production of the show, only has the tape rights and a separate deal for records is being worked out.

The disk action for the second half of the theater's 1969-70 season begins Tuesday (27) with "Joy" (RCA). It was composed by Oscar Brown Jr., who

is also featured in the cast. Brown is also the producer.

"Tamalpaia Exchange" (Atlantic) follows. It is a collage of contemporary songs. The producers are Stephanie Sills and Parallel Productions.

After that it's "Gantry"

(Continued on page 10)

AFM Seeks to Tip Scale on U.S. Cos.' Overseas Dates

By PAUL ACKERMAN

NEW YORK — Local 802, American Federation of Musicians, is blueprinting a drive to block what it considers rampant overseas recording by American labels seeking to evade pay-

ment of the American musician's union scale. Max Arons, president of Local 802, said complaints of loss of work here are mounting by members of the union. He added: "We want the dates done here. . . . We want to control the practice whereby the arrangements and copy are prepared in the United States, then flown over to England, Germany or Italy where an American conductor records the session with foreign musicians." Another frequently used tactic, Arons said, was the recording of a session overseas, with the featured soloist overdubbed in the United States.

Arons said American-based

(Continued on page 6)

Rock Revival Show Rolls

NEW YORK—The William Morris Agency is hopping on the music industry's swing back to the rock 'n' roll sound. The Morris office is setting up booking dates for the "1950's Rock 'n' Roll Revival," which will tour the college circuit and key cities beginning in mid-March.

Ralph Nader, executive producer of the r&r production,

(Continued on page 8)

Artists' Kickoff On Gridiron TV

By ELIOT TIEGEL

LOS ANGELES — Music personalities have found a new medium of exposure: halftime shows at football games.

During the recent holiday period of nationally televised bowl and championship games, some 60 million persons watched Al Hirt, Doc Severinson, Lionel Hampton and Mar-

(Continued on page 4)

Tape Cos. Bombard PX's

By BRUCE WEBER

LOS ANGELES — Show up at any military post exchange (PX) in the U.S. or overseas these days and you'll see why the tape industry is flirting more and more with the military market.

Not only are military personnel buying prerecorded tape, blank cassette tape and players, but they're doing it in expensive fashion and more tape companies are becoming increasing-

ly aware of the lure their products have.

Ampex, for instance, sees "military sales as a significant portion of its total tape recorder sales."

Audio Magnetics, which specializes in manufacturing blank cassettes, is taking aim at the huge military market on a fully developed program.

Craig and GRT have set up

(Continued on page 14)

McClure, guitarist Charlie Freeman, organist Mike Utley, and pianist Jim Dickinson. In addition, the Miami studio will have Steve Bogard and Richard Ross as writers. Also, Mrs. Sammy Creason will operate and manage the Creasley Music Publishing Co. in cooperation with Atlantic Records.

Creason will continue to operate as the drummer for singer-composer-arranger Tony Joe White who records for Monument Records in Nashville. Creason, McClure, Freeman, Utley and Bogard have in the past played with the late Bill Black Combo. They recently completed the second Bill Black Combo for Columbia at Lyn-Lou Studios in Memphis.

The Miami-based musicians, who worked for Atlantic in Memphis and Muscle Shoals, Ala., will also record for the label in its New York studios.

Adult-Geared Morning DJs Spur Middle-of-Road Sales

By CLAUDE HALL

NEW YORK — Although there is a growing trend among easy listening stations toward a younger image in format, radio's morning personalities geared to an adult audience like John Gambling Jr. of WOR here and Bob Van Camp of WSB in Atlanta are becoming

more important in influencing album sales. They have become especially effective in exposing product by such acts as the Johnny Mann Singers and other choral groups, plus albums of instrumental music.

Other morning radio giants

(Continued on page 98)

Coming Next Week:

55 Excitement-Packed Albums On
Atlantic/Atco/Cotillion

On Records And Tapes

(Advertisement)



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

John Stewart

The Lady and the Outlaw

2711

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

NEW YORK — Sam Goody has entered distribution. Sam Goody, Inc., is acquiring the assets of the record and tape division of Bruno-New York, and a new Goody affiliate, Bruno International Recotape Corp., has been formed. The new firm's president is Jack Silverman, formerly head of the record division of Bruno-New York. Bruno International Recotape, a wholly-owned subsidiary of Sam Goody, Inc., has been appointed an RCA Records distributor.

The acquisition involved an undisclosed amount of cash and stock in Sam Goody Inc.

Richard J. Harris and Arthur Sarnoff, formerly members of the firm of Bruno-New York, are directors of the new operation, along with Silverman, Sam Goody and others.

Goody, late last week, said: "This will be a strong distributorship, and additional lines will be added."

ADL HAS \$7 MIL GOAL FOR '70

NEW YORK — The Anti-Defamation League has set a \$7 million goal for its 1970 drive which will be highlighted by the fund-raising luncheon at the Waldorf-Astoria Hotel on Feb. 24. The event will honor Clive J. Davis, president of Columbia Records.

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

Pickwick, Douglas Deal

NEW YORK—Douglas Records has turned its distribution to Pickwick International Corp. Under the long-term agreement, the Douglas label will be emphasized on college and FM markets. The line will be launched at the end of January, with promotion including full-page advertising in underground newspapers.

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

Chess Slide Presentation Shows 20-LP Package

CHICAGO — Using an elaborate slide presentation, Chess Records announced the release of 20 albums for January, plus two Ramsey Lewis LP's to be released in February as part of "Ramsey Lewis Month."

The slide presentation featured a history of Chess Records from its beginning in the late 1940s. The concluding portion featured sound and visual tracks from the new January releases.

Included in the 20-album

PEACE FEST IN N.Y. JAN. 28

NEW YORK—A five hour "Winter Festival for Peace" at Madison Square Garden, Jan. 28 has been organized by promoters Peter Yarrow and Sid Bernstein. All proceeds will be given to the Moratorium committee against the Vietnam War.

Artists donating services include Blood, Sweat & Tears, Peter, Paul & Mary, Judy Collins, Harry Belafonte, the Rascals, Mother Earth, Dave Brubeck, Ritchie Havens and Rosco. Tickets are \$4, \$6 and \$7.50. The festival has an 8 p.m. start.

Avco Embassy Meet Unveils Six Albums

NEW YORK — Avco Embassy Records introduced six albums at its sales meeting here Jan. 13. Included are three LP's by new groups and a set by Della Reese. Miss Reese's album is one of three being introduced this month and will draw a heavy promotion.

The other January titles include Liquid Smoke, a North Carolina group geared for underground play, and an early soul LP featuring Lightnin' Hopkins, T-Bone Walker, Calvin (Loudmouth) Johnson, Johnny Winter and Clifton Chenier.

Planned for next month are pressings by Vision of Sunshine, a West Coast group; Bead Game, a New England group; and Reparata & the Delrons singing early rock 'n' roll hits of the 1950's.

Bud Katzel, the label's general manager, explained that albums in the two-month release will be exploited fully, including appearances by the artists involved, singles from all but the soul album, color streamers on Vision of Sunshine, counter display cards, mounted easels, give-away counter brochures on Miss Reese and Liquid Smoke, and trade and consumer advertising.

Alpert Group Disbands; Marimba Cancels PA's

LOS ANGELES — The Tijuana Brass has been disbanded and the Baja Marimba Band has canceled all future public appearances.

The moves are the latest in a series by A&M, which has been watching its finances during the past year.

Herb Alpert, who led the TJB, will now concentrate on producing records. The TJB recently returned from a Euro-

pean and domestic concert tour. The Baja group is taking a break because two of its members have been advised to take at least two months' rest for medical reasons.

Last year, A&M canceled plans to develop a feature film division after having hired Perry Lafferty to acquire scripts. Two of its major executives, Don Graham and Ed Rosenblatt, left for positions with new companies, Blue Thumb and TA Records, respectively.

A&M has been concentrating on the rock idiom — a field it has had trouble cracking until Joe Cocker and Procul Harum came along.

For years reports circulated about the \$14 to \$30 million which companies were offering Alpert and his partner Jerry Moss to sell out. The partners remained firm against any sell-offs. The TJB was the label's mainstay act.

(Continued on page 8)

Epic Mounts Biggest-Ever Talent Development Program

NEW YORK—Epic Records is swinging into the new year with one of the most ambitious talent development programs in the label's history. According to Larry Cohn, Epic's director of a&r, the expansion program is geared to building a roster with contemporary talent that can sustain and project over a number of years.

Cohn has been on the road a great deal during the past few months scouting talent, writers

and independent producers. As an example of his far-flung scouting, Cohn has signed Catfish in Detroit, Jo Ann Kelly in England, Peter Ivers in Boston, McGrath & Potter in Rochester and a flock of artists in Memphis alone.

Among other artists who have been added to the Epic roster are Redbone, a new quarter; Johnny Otis, a soul singer; Shuggie Otis, vocalist and multi-instrumentalist; Orange Blossom Sound, a British group; Fuse, a young rock group from Illinois; the Mother Love, vocal-instrumental combo; Jim Factory, an instrumental-vocal sextet; Philamore Lincoln, a balladeer from England; Susan Carter, vocalist - writer; singer Bobby Hebb, and Johnny Winter's brother, Edgar.

In a recent trip to Memphis, Cohn signed the Rhodes Sisters; arranger - producer Charlie Chalmers; Gene Simmons, George Parks, Johnny K. Wiley, Johnny Robinson and Brenda Patterson.

The artists signed in Memphis are now handled by Betty Berger, president of Continental Artists Booking Agency, and Donnie Dortch, the firm's vice president.

Cohn will concentrate on recording his Memphis-based artists at the Sun Record Co. for the present time.

Cohn's a&r staff consists of Barry Kornfeld and Sandy Linz in New York; Billy Sherrill and Glenn Sutton in Nashville; and Pete Welding and Mark Cohn in Los Angeles. He also uses independent producers and has had production deals with Willie Mitchell, who records for Hi, and Sir Douglas who records for Mercury. On his recent trip to Memphis he had talks with Isaac Hayes, who's in the Stax/Volt complex, about producing dates for Epic.

In addition, Cohn said he works closely with Columbia's a&r department and that he leans heavily on John Hammond for consultation and advice.

Folsom of RCA Is Dead at 75

SCARSDALE, N.Y. — Frank M. Folsom, former president of the RCA Corp., died here Jan. 12 after a short illness, at the home of his daughter, Mrs. Edward L. Leslie Jr. He was 75.

Folsom was president of RCA from 1949 to 1957 and was chairman of the executive committee of the Board of Directors from 1957 to 1966. At the time of his death, he was a director and consultant to RCA.

During the era of the 1950's, a period of great expansion for the record industry, Folsom—in addition to other duties—maintained a keen interest in the operation of the RCA Record Division.

Folsom was a leading Roman Catholic layman and served as permanent representative of the Holy See to the International Atomic Energy Agency. A Pontifical Requiem Mass was celebrated by His Eminence, Terence Cardinal Cooke at St. Patrick's Cathedral, Jan. 16.

In an effort to develop a closer liaison between a&r and Epic sales - promotion force, Cohn has begun issuing a bulletin which will cover informational data on new acts, a run-down on production projects and general a&r information which he feels can assist the Epic sales-promotion team in the selling of the product.

Metro-Handled Labels Go to Futura Distrib

NEW YORK—Futura Distributors Corp. has taken over the distribution of labels formerly handled by Metro Distributors of New York. Metro's sales staff has been retained by Futura, including David Seidman, former sales manager of Metro, who will act in the same capacity for Futura.

Record company labels formerly distributed by Metro include MGM, Buddah and Elektra. In addition Futura will distribute RCA Records product nationally.

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

300 See Eight-LP Release at Dunhill Meet

LOS ANGELES — Dunhill presented its eight new January-February LP release to 300 persons at a product showing Jan. 18 at the Sheraton Universal Hotel.

Distributors from all over the country and Canada attended the gathering conducted by Dunhill executives. New groups introduced were Jamme and Pure Love and Pleasure. The other LP's were by Richard Harris, Steppenwolf, Three Dog Night, John Phillips, Coliseum and a special box set of Mamas and Papas songs, packed with dialog from their recording sessions.

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

Nat'l Gen'l Records Set

LOS ANGELES — National General Records has been formed by National General Corp. with Al Kasha named its vice president, general manager. He recently joined the company to set up a music operation.

Ten LP's are planned, including the soundtrack from the NGC film, "A Dream of Kings," which features Alex North's score. NGC's two music firms are Montage Publishing and Carthay Publishing.

For More Late News
See Page 98

RCA Unwraps Chicago Studio— Gives Co. Coast-to-Coast Sites

CHICAGO — RCA Records unveiled its new "Mid-America Recording Center" here Jan. 15. According to Norman Racusin, RCA president, "the new Chicago studios join RCA's new facilities in Nashville, Hollywood and New York to supply our artists and our Custom clients with convenience of recording locations throughout the nation."

The new Chicago studio will provide producers of records, tapes and radio, television and motion picture soundtracks, facilities and engineering talent equal to those of the Hollywood and New York recording centers, said W. F. Reilly, Chicago manager of RCA Custom Recording Sales.

J. F. Wells, manager of Chicago Recording, revealed that

the three studios have been built with acoustical treatment which offers a range of reverberation times thus establishing a precise atmosphere for every kind of music and voice. Studio A, 50 feet wide and 75 feet long, is the largest studio in the Chicago area devoted to sound recording. Consoles using the latest integrated circuitry are available to mix as many as 33 microphones into 16 channel recorders with extensive equalization on each.

(Continued on page 8)



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

MUSICOR AND NABISCO TIE

NEW YORK—Musicor Records has tied up with the Nabisco Co. on a promotion for its single "Gingersnap," by a new artist called Jamie.

Art Talmadge, president of Musicor, arranged for Nabisco to supply 500 specially prepared boxes of their Zuzu brand gingersnaps for mailings to key radio personnel around the country along with a copy of the record.

Acts Kick Off on Gridiron TV

• Continued from page 1

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

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

During the Orange Bowl parade in Miami, Ike & Tina Turner got off a float and performed two songs, "I've Been Lovin' You Too Long" and their current Blue Thumb hit, "Bold Soul Sister." The label had pro-

vided NBC with tapes of the songs for the telecast.

During Sunday's Pro Bowl Jan. 18 telecast on CBS, Johnny Mathis and Don Ho were the featured headliners. And on the Senior Bowl, the World's Greatest Jazz Band performed.

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

Walker has been a pioneer in developing entertainment shows for the New Orleans Saints pre-game and halftime periods. He has been putting on extravaganzas in New Orleans for the past three years, and he commutes regularly from his Anaheim, Calif., office to a second set of offices at the Roosevelt Hotel in New Orleans. Walker has been packaging shows since leaving Disneyland, where he had been its entertainment director.

For the Super Bowl show, Walker was allotted 25 minutes to put together the halftime shows. During the pre-game period, Walker had Severinson and Hirt in a trumpet battle and the

New Christy Minstrels performing.

Professional football received \$2.5 million in TV rights from CBS for the telecast, and from this amount the Super Bowl's entertainment budget was established. Walker is reticent about stating exactly what each artist received for appearing on the national program, but he said it in no way compares with what an act can receive for doing a regular standup appearance on the "Ed Sullivan Show."

Walker feels that the future portends greater usage of major name stars for nationally televised sporting events. The college football teams do not have the budgets to hire big name acts for halftime, Walker says.

In a sense the utilization of major music personalities is a substitute for the traditional marching band. Walker still uses them during regular New Orleans Saints games, but they are no longer the end-all during the break period.

Each of the 26 professional football clubs has an entertainment director whose job it is to create variety fare for the Sunday halftimes. Del Courtney, the Oakland Raiders entertainment director, put together the show starring the Fifth Dimension.

On New Year's Day, Walker put together the first parade for the Sugar Bowl in New Orleans, featuring that city's native son trumpeter Al Hirt. During the Saints regular season, Walker presented Hirt, Jimmy Dean, Ella Fitzgerald and Carol Channing during halftime pageants. Locally, Jim Nabors has shown his devotion to the Los Angeles Rams by singing the national anthem at their home games.

With professional football set for Monday evenings on ABC-TV next season, observers are wondering whether a full array of stars will appear during the break periods to keep audiences tuned in. Generally, viewing dips during halftimes.

Executive Turntable

Tom Morgan named director of pop artists & repertoire at



MORGAN

Decca Records. Morgan's main responsibility will be acquiring new talent for the label and maintaining the current artist roster. He reports to Jack Loetz, executive vice president of Decca. Before joining Decca, Morgan had been vice president of Eastern operations for Capitol Records. . . . MGM Records has set its a&r lineup. Michael Lloyd will operate out of the West Coast, Jimmy Vienneau out of Nashville, and Johnny Pate out of New York. Lloyd will handle Hare, A.B. Skhy, the Righteous Brothers, Michael Parks, Bill Medley, and Herman's Hermits, plus LP packages out of the catalog. Vienneau will supervise a&r on the country artists such as Hank Williams Jr., Sheb Wooley, and Tompall and the Glaser Brothers. Pate will do Jimmy Smith, plus special LPs from the catalog.

★ ★ ★

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

★ ★ ★

Ed Beulike named vice president, administration—music division, MGM Records. He will be involved in developing budgets, projections, financial forecasts and checking cost analysis and preparing efficiency studies. He joined MGM in 1967 as director of a&r administration and was also the record division's director, central controls. He was formerly with Columbia as a&r administration, pop and classical. He is a former professional musician, playing with Charlie Spivak and Randy Brooks. . . . Joseph P. Lyons, vice president, marketing, Celebrity Systems, named vice president, marketing for Famous Music Corp. Lyons resigned from Columbia Records in 1967 as director, national sales. He joined the company in 1954 as sales manager, Philadelphia. Famous Music was formed to consolidate the Gulf and Western record and music publishing operations. Robert L. Young named general counsel for Famous Music. He is a former director of legal affairs for MGM Records and a staff attorney with MCA.



BEULIKE



LYONS



YOUNG



SMEDRESMAN

★ ★ ★

Johnny MacRae appointed general professional manager, Screen Gems-Columbia office in Nashville. He joined the company in Nashville as a writer in 1968. . . . Len Smedresman named creative director at The Music Agency. He is a former assistant advertising and sales promotion manager, Ampex Stereo Tape, and assistant director of public relations for ASCAP. . . . Fabor Robinson, country a&r chief for Gene Autry's Republic Records, has resigned. . . . Edythe Lazarow joins the public relations department of Morton D. Wax and Associates, New York. She was formerly in the traffic department, Gotham Recording.

★ ★ ★

Former head of his own recording studios, Tom Nola has left to join O-D-O recording company, New York, as salesman and music mixer. Nola had his own sound studios for the past 24 years. . . . Regional managers appointed by National Sound Marketing, Parsippany, N.J., are Ed Saucier (New England), Andy Danzico (North East), Dave Zecha (middle Atlantic), Jack Wall (South East), Charlie Ryckman (Mid West), Herb Rovner (Central), Tom McConnell (South West), Kurt Orosz (Western). Tony Lenz named national merchandising manager for the company. . . . Virginia Anderle named office manager, Richard Gersh Associates, a newly created position. She joined the firm three years ago as a secretary and became assistant to Gersh.



STEVENS



SCHULMAN



GRIFFITHS

★ ★ ★

Art Ross named vice president, general manager of sales, Jerry Ross Productions. He has been with the firm since 1968 as vice president. Steve Schulman, an independent promotion man, joins the firm after three years on an independent level. Schulman has handled promotion in the Philadelphia, Baltimore and Washington areas for Buddah, RCA, Decca, Musicor, Screen

(Continued on page 10)

BLOOD & TEARS' 3D GOLD DISK

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

Col Keeps Classical Chart Lead—Strauss Top Writer

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

Colubbia had 44 album hits for a total of 754 positions, while RCA gained 450 spots from 26 albums plus 29 posts for seven Victrola titles for a total of 479 posts. Angel/Capitol scored 267 times with 206 for Angel, 39 for Seraphim, 15 for Capitol, and seven for Melodiya/Angel. London followed

with 182 plus 10 on the Richmond line, while Deutsche Grammophon totalled 148 spots.

Other labels were Westminster, 64; MGM, 52; Philips, 34; Nonesuch, 15; Decca, 6; Colgems, 4 and Turnabout 2. The MGM totals came from the soundtrack of "2001: A Space Odyssey," while Columbia gained from its collection of music from the film, which also hit for 52 weeks.

The Richard Strauss lead included 152 mentions of six recordings of "Also Sprach Zarathustra" (Continued on page 71)

REMEMBER CHICAGO?

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

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

And from Germany: "A message from tomorrow for today."

The same Chicago that just released their second album, a specially priced 2-record set, which includes a color poster.

It's their most brilliant effort to date.

It's called, simply, "Chicago."

Remember Chicago now?

They'll be hard to forget.



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93 LP's, 64 Singles Hit Gold in '69

NEW YORK — The Recording Industry Association of America issued a record 157 gold record awards last year, 93 certifications for albums and 64 for singles. The previous high of 120 was hit for 1968 when certifications went to 75 LP's and 45 singles.

Columbia gained the over-all gold record lead with 19 awards, nipping RCA with 18 and Capitol with 17. Columbia was the album leader with 14 sets certified for \$1 million in sales, while RCA led in singles with 10 million sellers.

Scoring with albums for Columbia were Blood, Sweat & Tears, two; Johnny Cash, two;

Ray Conniff, two; Gary Puckett & the Union Gap, Bob Dylan, Walter Warlos, Andy Williams, Chicago, Santana, and Janis Joplin, while RCA's singles lead was registered by the Friends of Distinction, two; Elvis Presley, two; Guess Who, two; Henry Mancini, Zager & Evans, and the Youngbloods, plus an Archies gold disk on Calendar.

Columbia achieved five gold singles with Blood, Sweat & Tears, two; Cash, Gene Autry, and the Zombies, the same number as Capitol, where Glen Campbell had two, and the Beatles, on the Apple label, gained three.

Tom Jones was the individual leader with six Gold albums on London's Parrot label, which helped the label obtain eight, since Engelbert Humperdinck had two. London had a total of 12 gold disks as the Rolling Stones gained two for albums and one for a single, while Tom Jones had a gold Parrot single.

Atlantic Records had 13 scores overall as Atlantic had four gold albums (Led Zeppelin, two; Rascals, and Crosby, Stills & Nash) and two singles (Aetha Franklin, Clarence Carter), Atco had five albums (Cream, two; Iron Butterfly, Blind Faith, Bee Gees) and one single (R. B. Greaves), and Dakar had a gold single by Tyrone Davis.

Williams Gold

MGM was strong in album gold with eight (Hank Williams, two; Herman's Hermits, two; "2001" soundtrack, Connie Francis, "How the West Was Won" soundtrack, David Rose) plus a Verve LP by the Righteous Brothers. The Cowsills added a gold single for MGM.

Capitol hit with 10 albums.

Humperdinck Tie With Show

NEW YORK — In conjunction with the debut of "The Engelbert Humperdinck Show" Wednesday (21) on ABC-TV, London Records is launching a promotion on Humperdinck centering on his gold disk albums. "Engelbert" and "Engelbert Humperdinck" have just been certified by the Recording Industry Association of America. Humperdinck is on Parrot Records.

Herb Goldfarb, national sales and distribution manager, said that he expects the show to create the same type of bonus sales for Humperdinck as "This Is Tom Jones" did for Jones. Since Jones went on the air, he has achieved six gold disks for albums racking up \$1,000,000 in sales.

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

AFM Seeks To Tip Scale

• Continued from page 1

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

At the AFM's upcoming national convention in June, in Houston, Arons will introduce a resolution calling for the application of all existing Federation laws to police illegal evasion of scale, and the passage of new law in the event existing law is not adequate. Arons is also considering the inclusion in the resolution of a clause calling for equalization of wage scales through a world common market setup.

"Years ago," Arons said, "a conductor who wished to go overseas to record with foreign musicians required Federation permission. Today, the conductor takes things for granted and goes without formal permission.

"This is tantamount to an import of services, and calls for protective measures on behalf of our musician members."

The musicians' union executive also pointed out that many such recordings evade payments to the Trust Fund, as well as welfare and pension costs.

"We don't intend to let this condition go unchallenged; and in June we will use all our energies to plug loopholes whereby so much employment is being lost by AFM men," Arons concluded.

Show to Display Art of 2 Elektra, 2 Nonesuch LP's

NEW YORK—The artwork of two Elektra and two Nonesuch albums will be shown at the 12th annual art show of the Society of Illustrators Gallery here, Feb. 10 to Feb. 27.

The society has commended the Elektra Records art department, headed by William S. Harvey, executive vice president, for its contribution to the field of commercial art.

Featured at the show will be the inside gatefold of the Doors' "The Soft Parade," which won a special Award of Excellence, and the art work from the back cover of "Keep on Moving" by the Paul Butterfield Blues Band. From Elektra's Nonesuch classical line will be shown "The Art of the Baroque Trumpet" and John Cage's "Concerto for Prepared Piano and Orchestra."

(Continued on page 98)

NAL Gets Tape Rights to Cooley's Last Hit Album

NEW YORK — The North American Leisure Corp. has acquired exclusive tape rights to "Fiddler," the last hit album released by the late Spade Cooley. Tape rights to the album were reached through an agreement with Larry Finley of NAL and Gene Autry's Republic Records which will be rereleasing the disk.

An unusual feature of the agreement is that NAL will release the tape in all configurations prior to distribution of the disk. Cooley, who etched a

name for himself during the 1950's as the king of western swing, died last year shortly before he was due to be freed from a long prison sentence.

Among other product manufactured by Gene Autry's Republic Records, and due for immediate release on the NAL label, is Norm Forrest's, "Fool Such as I." NAL has signed a long-term contract with Republic Records, and will be releasing all of that company product in open reel, 8-track and cassette tape configurations.

including three for Campbell and two for the Lettermen. Other album scorers were Nat Cole, a Bobbie Gentry-Glen Campbell set, Lou Rawls, "Romeo and Juliet" soundtrack, and the Band, while the Beatles added two on Apple.

RCA's album scorers were Presley, three; "Hair" original cast, Hugo Montenegro, Ed Ames, and Mancini, while the "Oliver" soundtrack hit on Colgems. Columbia could add Epic's figures as Donovan had a gold album, while Sly & the Family Stone had a gold album and a gold single.

Liberty/United Artists was another team with five gold singles as the 5th Dimension had two on Soul City, the Classics IV and Jackie DeShannon hit on Imperial, and Jay & the Americans scored on UA. Those labels hit with three albums as Liberty (Gary Lewis & the Playboys, Imperial Johnny Rivers) and Soul City (5th Dimension) registered with one each.

Reprise had five big album sellers (Dean Martin, two; Arlo Guthrie, Jimi Hendrix, Frank Sinatra), while the companion Warner Bros-7 Arts label hit with three albums (Peter, Paul & Mary, the Association, Bill Cosby) and one single (Peter, Paul & Mary) for an over-all total of nine.

Other album gold records went to Elektra, three (Judy Collins, two, and Doors, one); ABC's Dunhill label, three (Three Dog Night, two, and Steppenwolf); Decca, three (Bert Kaempfert, two, and Buddy Holly & the Crickets); A&M, three (Sergio Mendes & Brasil '66, two, and Wes Montgomery); plus one each for Dot (Billy Vaughn), Monument (Boots Randolph), Scepter (Dionne Warwick), Disneyland (Walt Disney), Stax's Enterprise (Isaac Hayes), and 20th Century-Fox (Harry Simeone).

Buddah's Singles

Buddah also garnered five gold singles as the Ohio Express, Brooklyn Bridge, and 1910 Fruitgum Company all scored on Buddah; the Isley Brothers hit on T-Neck, and the Edwin Hawkins Singers registered on Pavilion. ABC gained four gold singles with two for Tommy Roe, and one each for Steppenwolf and Three Dog Night, the latter two on Dunhill.

Decca's total was two with Young Holt Ltd. on Brunswick and Buddy Holly & the Crickets on Coral, while Monument's two were for Joe Simon on Sound Stage 7 and Roy Stevens. Also hitting with two singles each were Scepter (B. J. Thomas), and Metromedia (the Winstons, Bobby Sherman).



Smash Follow-up to "TAKE A LETTER MARIA"

R. B. GREAVES

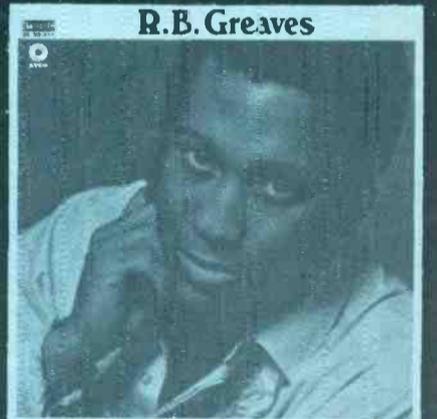
**Always Something
There to
Remind Me**

Atco 6726

Produced by Ahmet Ertegun & Jackson Howe

From The Hit Album

R.B. Greaves



Atco SD / TP / CS 33-311

On Atco Records and Tapes



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JONATHAN ROWLANDS

Bookings
WILLIAM MORRIS AGENCY

Nicastro Re-Elected CUC Chief

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

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

George N. Friedlander, CUC's chairman and chief executive; Robert B. Friedlander,

president, and Roger Soderberg, a board member, all resigned. Elected to the board along with Nicastro were Charles Koppelman, president, Commonwealth United Music, Inc., and William Bartholmay, president of Olson & Bartholmay, Inc., a Chicago insurance company and chairman of the Atlanta Braves baseball club.

Nearly all CUC's real estate assets will be transferred to a new venture held jointly by CUC and Exeter International Corp., the Boston-based firm headed by George and Robert Friedlander. CUC's obligation to employ Exeter as its financial consultant at \$3,000 per week is canceled and Exeter will surrender warrants for 1 million CUC common stock shares exercisable at \$2 and \$8 share.

CUC also will not be obligated on a \$5 million loan from Exeter (this will be paid Exeter out of the proceeds from the new venture after which CUC and Exeter will share all proceeds).

The new CUC-Exeter arrangement frees CUC of \$700,000 annual interest charges, the burden of cash flow from its real estate division and the collateral obligation of 86,000 shares of Perfect Film & Chemical Co. shares which Exeter will release to CUC.

CUC was named, along with Delbert Coleman, former Seeburg chairman and Nicastro, in a suit filed here by minority stockholders (Billboard, Jan. 10) and in another suit seeking \$12.5 million damage filed by a New York securities specialist. Another suit against CUC was filed by stockholders in New York.

CUC's executive board committee consists of Nicastro, Peter A. Gettinger and Oliver A. Unger. Other directors are Morton Shioowitz and Robert S. Suter, representatives of I.O.S., Ltd, a substantial creditor of CUC.

RCA Unwraps Chicago Studio— Gives Company Coast-to-Coast Sites

• Continued from page 4

Control rooms and tape mastering rooms have been given acoustic treatment similar to the studios to permit moving from one facility to another without a change of sound. All the studios incorporate the latest refinement in sound reproduction and acoustical development which were achieved in cooperation with sound and acoustic experts of the David Sarnoff Research Center in Princeton, N. J.

The new center also is

equipped with 16 and 35mm film projection and magnetic transfer equipment for use in creating TV commercials and other film services.

For Custom clients, the center provides a teletype network to RCA's record and tape manufacturing facilities in Indianapolis, Hollywood and Rockaway, N. J. An air-expedited delivery service makes it possible for tapes recorded and mastered in the Chicago studios to be converted quickly to finished record, Stereo 8 or cassette product.

Rock Revival Show Rolling

• Continued from page 1

shelled out \$250,000 for the six-act lineup. The acts include Chuck Berry, Bill Haley & the Comets, Bo Diddley, the Drifters, the Coasters, and the Shirelles. According to Nader, interest in the show has been running so high that several dates have been set in front of the official March 20 kickoff. Three pre-tour dates have been set with Phil Gernhard for his Florida circuit including Tampa (Feb. 20), Orlando (Feb. 21) and Jacksonville (Feb. 22). Also set is a Feb. 27 date with promoter Robin Seymour for the Olympia in Detroit.

Already lined up for the regular tour are locations in Philadelphia, Hartford, Chicago, Fort Wayne, Houston, Boston, Pittsburgh and Nashville.

Nader and the Morris offices have worked out tie-in deals for the show with Roulette Records and Buddah Records to supply radio stations in cities playing the "Revival" with their albums. Roulette will be servicing the stations with "Vol. 1-19: Oldies But Goodies" and Buddah will be sending out its "First Generation" series.

In addition, Nader has produced two LP's which he'll tie in with the touring show. One is "Bill Haley's Scrapbook" on Kama Sutra and the other is "The Rock 'n' Roll Revival" on Buddah. The Haley album was recorded live during his recent engagement at New York's Bitter End, and the "Revival" LP is a disk version of Nader's Nov. 29 "Rock 'n' Revival" show at Madison Square Garden featuring the Five Satins, the Mello-Kings, the Capris, the Spaniels, Gary (U.S.) Bonds, and Bill Haley & the Comets.

Nader and the Morris office are already working on a second edition of the "1950's Rock 'n' Roll Revival" which will be booked for dates in late spring. The deals with the artists are set through Nader's own firm, Music Production Consultants, Inc. Connie De Nave will coordinate national publicity for the tour.

MGM Records Has \$17.9 Mil Loss in Two-Year Period

NEW YORK — MGM Records lost a total \$17,967,000 in the fiscal years of 1968 and 1969, Metro-Goldwyn-Mayer Inc. president James T. Aubrey Jr. told the annual stockholders' meeting here Thursday (15). Pointing to a total revamping, the hiring of Mike Curb as label president, and the dropping of 60 record artists from the label's roster, Aubrey said that MGM would add eight new subsidiary labels by the end of the calendar year.

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

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

MGM Records will be re-packaging from its catalog, in-

cluding a new series called The Golden Archives.

Aubrey reported a profit for the parent firm of \$328,000 for the first 12 weeks of fiscal 1970. This compares with a loss of \$2,519,000 for a similar period last year.

Chess Slide Shows

• Continued from page 3

recordings of songs that have been rerecorded by current rock groups and early rhythm and blues songs.

Other releases include albums by Etta James, Woody Herman, the Dells, Odell Brown, Joel Vance, John Klemmer, Salloom-Sinclair, the Zest Band, Little Milton, the Soul Stirrers, and Martha Bass. Albums by Mighty Baby and Harvey Matusaw's Jews Harp Band will be released on Head Records, an English label which Chess will make.

The two Ramsey Lewis LP's include one with all new tracks, and a "best of" album. There will also be a push on the entire Chess catalog of Ramsey Lewis albums.

Market Quotations

As of Closing Thursday, January 15, 1970

NAME	1970 High	Week's Low	Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	32 1/8	12 1/2	113	14 3/4	13 1/2	13 1/2	— 5/8
American Broadcasting	39 1/4	36	141	38 3/8	37 3/8	38	Unchg.
American Auto. Vending	20 3/4	8 7/8	27	10 3/4	9 1/2	9 5/8	— 1 1/8
Ampex	49 7/8	32 1/2	459	46	44 3/4	45 1/8	— 1/2
Automatic Radio	43	20 1/8	1152	27 1/2	20 1/2	21 7/8	— 4 1/8
Automatic Retailer Assoc.	122 1/2	97 1/2	97	116	113	113 1/4	— 2 3/4
Avnet	36 1/2	10 5/8	391	12 7/8	11 3/4	12 1/8	— 5/8
Capitol Ind.	56 1/4	29	127	52 3/4	47 1/2	47 1/2	— 4 3/4
CBS	59 1/2	41 5/8	760	48 3/4	46 1/4	47	— 1 1/2
Columbia Pic.	42	24 3/4	244	29 1/2	27 3/4	29 3/8	— 3/8
Craig Corp.	24	11 7/8	158	13 3/4	11 7/8	12 1/8	— 1 3/8
Disney, Walt	154 3/4	69 7/8	970	154 3/4	134	148	+ 15
EMI	8 7/8	5	1897	7 5/8	6 7/8	7 1/8	— 1/8
General Electric	98 1/4	72 3/8	1926	75 1/4	72 3/8	74 3/4	— 1/4
Gulf & Western	50 1/4	17 1/2	992	20	18 1/4	19 3/8	Unchg.
Hammond Corp.	23	14	292	15 7/8	14 3/4	14 7/8	— 3/4
Handleman	45 1/4	29	366	44 1/2	41 1/2	43	— 5/8
Harvey Group	25 1/4	9 1/4	20	11	10	10	— 5/8
Interstate United	35	11 1/8	274	14 7/8	14 1/4	14 3/8	— 3/8
ITT	60 1/2	46 1/4	1803	60	58	58 5/8	— 1
Kinney Services	39 1/2	19	1313	30	28 7/8	28 7/8	— 1 1/8
Macke	29 1/2	14 1/2	77	18	17 1/8	17 3/4	+ 1/8
MCA	44 1/2	18 3/4	309	23 1/4	21	23 1/8	+ 2 1/4
MGM	44 1/2	24	153	27	25 1/2	25 3/4	— 1 1/2
Metromedia	53 3/4	17 1/2	383	19	17 3/8	17 3/4	— 1 1/4
3M	118 1/2	94	667	114 3/4	112	112	— 1 1/2
Motorola	166	102 3/4	218	131	126	127 1/2	— 2 1/2
North Amer. Phillips	59 3/4	35 1/4	559	54 1/8	52 1/2	52 5/8	— 1 5/8
Pickwick Int.	55 1/2	32	23	54 1/2	53 3/8	53 7/8	— 7/8
RCA	48 1/2	31 1/2	2157	33 1/2	31 1/2	32	— 1 1/2
Servmat	49 1/2	26	125	31 1/2	30 1/2	30 3/4	— 1/2
Superscope	54 3/4	17	282	40 5/8	38 1/4	39 3/8	+ 1 3/8
Telex	121 1/2	20 3/4	3104	121 1/2	101 3/8	120 1/2	+ 19 1/8
Tenna Corp.	30 3/4	12 1/4	5198	16 7/8	12 1/4	13 1/4	— 3 1/8
Trans Amer.	38 3/4	23	1200	24 5/8	23 1/2	23 7/8	— 5/8
Transcontinental Invest.	27 3/4	13 3/8	4517	22 5/8	20	21 1/8	— 1 1/4
Triangle	37 3/8	14 7/8	23	16 7/8	16 1/8	16 3/8	— 3/8
20th Century-Fox	41 3/4	14 7/8	1191	20 3/8	18 5/8	19	— 3/4
Vendo	32 3/8	15	83	17 1/8	15 1/2	16 1/2	+ 1/8
Viewlex	35 1/2	20 3/8	308	24 1/2	23 1/8	23 1/8	— 1 3/8
Wurlitzer	23 1/2	13 1/8	8	15	14 3/4	14 7/8	+ 1/8
Zenith	58	32 7/8	525	35 1/2	33 3/8	34 3/4	— 3/4

As of Closing Thursday, January 15, 1970

OVER THE COUNTER*	Week's High	Week's Low	Week's Close	Week's High	Week's Low	Week's Close
ABKCO Ind.	10	8	8 1/2			
Arts & Leisure Corp.	9 5/8	6 1/4	9 5/8			
Audio Fidelity	3 1/8	2	3			
Cameron Musical	2 1/2	2 1/2	2 1/2			
Cassette-Cartridge	16 1/2	15	16			
Certron	25 3/4	23 1/2	24 1/2			
Creative Mgt.	10 1/4	9	9 1/2			
Data Pkg. Corp.	29	28	28 1/2			
Fidelitone	4 1/2	4 1/2	4 1/2			
GRT Corp.	24 1/2	22 3/4	22 3/4			
Goody, Sam, Inc.	13 3/4	12 1/2	13 3/4			
ITCC	6 1/4	6 1/2	6 1/4			
Jubilee Ind.	9 1/2	9	9			
Lear Jet	21 1/4	19 1/4	19 1/4			
Lin Broadcasting	10 7/8	9 1/2	10 5/8			
Media Creations	5 3/4	4 3/4	5 5/8			
Mercer Ent.	35 1/2	33 1/2	33 1/2			
Mills Music	21	20	20 1/2			
Monarch Electronic	5 3/4	4 3/4	5 3/4			
Music Makers, Inc.	9 1/4	8 1/2	8 3/4			
NMC	10 3/4	8 3/4	10 3/4			
National Musitime	1 1/8	3/4	3/4			
National Tape Dist.	36	30	30			
Newell	13 1/4	12 1/2	12 1/2			
Perception Ventures	4 3/4	4	4 3/4			
Qatron Corp.	6	5 1/2	5 3/4			
Recoton Corp.	9	6 3/4	8 1/4			
Robins Ind. Corp.	6	5	6			
Schwartz Bros.	8 1/4	7 1/4	7 1/4			
Telepro Ind.	2 5/8	2	2			
Trans Natl. Commcts.	2 3/4	2 1/4	2 1/4			

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

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'Leaving On a Jet Plane' is just one of eleven possible titles for the new Percy Faith album. We could just as easily have named it 'Wedding Bell Blues,' or 'Everybody's Talkin',' or 'Raindrops Keep Fallin' On My Head,' or 'Something,' or... In fact, we could've named it after any song in the album—just pulled one out of a hat. Because they're all hits. Every last one.



On Columbia Records 

Also available on:
 *4-track reel-to-reel stereo tape
 †8-track stereo tape cartridge
 ‡stereo cassette

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216 Stations in Sound Search

NEW YORK — With the kickoff date nearing in the nationwide Search for a New Sound talent competition, 216 radio stations have been lined up to participate. The promotion, which hinges on finding new record artists and groups, is slated to start Feb. 1. Radio stations involved will be receiving a kit of materials and suggestions on how to run the promotion within the next few days. Several radio stations are tying in the Search with local events and local sponsors. One station is working with the local Chamber of Commerce and other program director was lining up five Top 40 stations in his area to produce not only local winners, but a regional winner.

Groups selected by the 216 Top 40 radio stations will be vying for recording contracts, cash prizes, a trip to the finals at Washington, instruments, and an appearance on a national TV show.

Latest stations to join the Search include WMEX in Boston, WFPR in Hammond, La.; WMCR in Oneida, N.Y.; KICR in Iowa City, Iowa; KBOY in Medford, Ore.; KOOK in Billings, Mont.; WDOT in Burlington, Vt.; WDAS-FM in Philadelphia; WLCS in Baton Rouge, La.; WNEW-FM in New York; WVOV in Huntsville, Ala.; KLMS in Lincoln, Neb.; WJON in St. Cloud, Minn.; WJTN in Jamestown, N.Y., and WQTW in Latrobe, Pa. Most of the major markets, aside from Pittsburgh, already have a station participating in the Search.

The Search, conducted by Billboard in association with the Tea Council of the U.S.A., will be in two stages. First, radio stations will seek tapes (or conduct a "battle of the bands" contest) in their market to locate the best groups. Winners will be sent to Billboard for judging. Fifty of the best tapes will be selected and these groups will receive professional advice on how to produce a better tape. The Tea Council will pay \$50 of recording studio expenses of the group for them to come up with a better performance. All 50 of these

groups will receive national publicity, incidentally, and there is a strong chance that many of them may achieve national fame. The six best tapes of these 50 that come out of the second trip to the studio will be selected by Billboard and a panel of record producers and

executives. These six will receive an all-expenses-paid trip to Washington for the finals at the National Press Club. The expenses of a representative from the six radio stations that found these groups will also be paid to Washington. The six groups will compete in Washington.

Ampex Will Expand Promotion of Artists

NEW YORK — Ampex Records is making commitments with its artists to expand its efforts and creative energies on the promotion of their records and expose them to the public.

The commitment was made by the company's president, Larry Harris, during the recent cross-country introductory meetings with the distributors of the newly formed company.

Speaking here in Chicago and Los Angeles, Harris said, "We don't want our success to be dependent on chance. He disclosed that his company shortly will begin extensive advertising in distributor and consumer trade publications and the underground press to ensure the ultimate in exposure. In addition, Ampex will also provide promotional packages, including artists' background material, mailing pieces and storefront promotional posters to aid in the introduction of the artists in retail outlets.

Harris said that an important phase of his commitment both to the label's artists and its distributors will begin later this month when the company ini-

Shocking Sales for Shocking Single

NEW YORK — The Shocking Blue's "Venus" has registered sales of more than one million copies on Colossus Records, according to Art Ross, label's vice president and general manager. Colossus has issued an album by the Dutch group. The label also has a new single, "Ma Bell Amie," by the Tee Set, another Dutch group. tiates radio advertising on Top

Music In Print

By JOE DI SABATO

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

Once again the failure of publishers to cooperate with one another for their mutual benefit has killed what could have been one of the hottest folios of the year. Pete Cimino has been trying to get 12 publishers who hold the rights to 20 songs recorded by Joe Cocker to cooperate in printing a Joe Cocker folio. Much to their credit, Gil Music and Stranger Music agreed to license their songs to Cimino, but three other publishers refused and so the folio will not appear. None of the songs which were refused are strong enough to sell single sheets. Approval was denied in at least two cases simply as a matter of "policy." The request for a license was not even considered. The result is that none of the publishers will make any money and musicians will be deprived of a Joe Cocker folio.

Publishers must begin to change with the times. They should follow the example of some of today's record labels which are beginning to allow their artists to record and jam with artists from other labels. Would the first "Supersession" LP have appeared if Atlantic had refused to allow Steve Stills to record on Columbia with Al Kooper? What would have happened if the various labels involved had refused to cooperate as a matter of "policy" when Blind Faith or Crosby, Stills, Nash and Young were forming? Publishers must learn to cooperate; they have nothing to lose and much to gain.

Sheets and Folios

Warner Bros. has printed the sheet for "She Belongs to Me" (33). Hill & Range has sheets for the country hit "The Golden Rocket" (60) and the new Ronnie Hawkins single "Down in the Alley." Cimino has put out a sheet for "Baby Take Me in Your Arms" (31).

Musicals: Hansen has printed the folio for "Hello Dolly" entitled "Hello Barbra." Plymouth has the folios for "Oliver" and "Jimmy."

Hansen also has a folio with music from the film "Goodbye Columbus."

Folios: West Coast has "The Classics IV Song Book" which contains their greatest hits (53). Big Seven has the "Tommy James and

(Continued on page 80)

Disk Cos. Capture B'way Rhythm

• Continued from page 1

(RCA), a musical adaptation of "Elmer Gantry" by Peter Bellwood (book), Stanley Lebow-sky (music) and Fred Tobias (lyrics). The stars are Robert Shaw and Rita Moreno. It's being produced by Joseph Cates and Jerry Schlossberg.

Following is "Georgy" (Bell), a musical adaptation of the film "Georgy Girl" by Peter Nichols (book), George Fischhoff (music) and Carole Bayer. The producers are Fred Coe in association with Joseph P. Harris and Ira Bernstein.

Due next is "Billy NoName" (Roulette), with a score by Johnny Brandon. Bob Richardson is the producer.

Next is "Mahogony" (Atlantic), the Arnold Weinstein adaptation of "The Rise and Fall of the City of Mahogony" by Bert Brecht and Kurt Weill. Headlining a cast of 60 are Barbara Harris and Estelle Parsons. Carmen Capalbo and Abe Margolies are the producers.

Minnie's Boys

"Minnie's Boys" (RCA) follows. It's a musical about the Marx Brothers by Robert Fisher and Arthur Marx (book), and music and lyrics by Hal Hackady and Larry Grossman. Shelley Winters is set to star in the Arthur Whitelaw, Max J. Brown and Byron Goldman production.

"Purlie" (Ampex) is due next. It's a musical version of Ossie Davis' "Purlie Victorious" by Davis, Peter Udell, Phillip Rose (book), Gary Geld (music) and Udell (lyrics).

Due next is "Applause!" (ABC), a musicalization of the film "All About Eve" by Adolph Green and Betty Comden (book), Charles Strouse (music) and Lee Adams (lyrics). Lauren Bacall will star. Joseph Kipness, Lawrence Kasha, James and Joseph Nederlander and George M. Steinbrenner are the co-producers.

"Company" (Columbia) will follow. It's an original musical with a book by George Furth and a score by Stephen Sondheim. The cast includes Elaine Stritch, Barbara Barrie and Dean

Jones. Harold Prince is the producer.

Following will be "Cherry" (Motown). It's a musicalization of William Inge's play "Bus Stop" by Inge and Gerry Raad (book) and Tom Baird and Ron Miller (score). The cast includes Paula Wayne, David Cryer, Art Lynd and Jeanette DuBois.

The production wrinkles on "A Raisin in the Sun" (Columbia) are still being worked out. It's a musical version of the late Lorraine Hansberry's play of the same name with a book by Robert Nemiroff, music by Budd Waldin and lyrics by Robert Brittan. Fred Coe is the producer.

Some of the major productions still dickered disk deals are: "Look to the Lillies," Leonard Spielgass' adaptation of the film, "Lillies of the Field." Jule Styne wrote the music and Sammy Cahn wrote the lyrics. Shirley Booth will star in the Edgar Lansbury, Max Brown, Richard Lewine, Ralph Nelson production; "Cry for Us All," the Mitch Leigh (music), Alfred and Phyllis Robinson musicalization of William Alfred's political comedy "Hogan's Goat" with Joan Diener and Robert Weede. Leigh is producing in association with G. Gerald Goldsmith; "Tattered Tom," adapted from a Horatio Alger story by Timothy Gray. The score is by Hugh Martin and Ralph Blane. The cast includes Leland P. Miller, Allan Jones, Robert Alda and Margaret Hamilton. Susan Roy and Milton Beyer are the co-producers.

The disk action for musicals produced during the first half of the theater's 1969-70 season included "Jimmy" and "Promenade" on RCA; "Salvation" on Capitol; "Peace" on Metro-media and "Coco" on Paramount Records. Paramount, however, will be giving a major push to "Coco" during the upcoming spring season. "Coco" is the Alan Jay Lerner-Andre Previn musical starring Katharine Hepburn. And, last week, Polydor wrapped up the rights to "Gertrude Stein's First Reader" with music by Ann Sternberg.

Executive Turntable

• Continued from page 4

Gems. He is named vice president, director of national promotion for Colossus-Heritage. Jeanna Griffiths named vice president, business affairs for the firm. She is personal assistant to Ross and manager of the publishing complex. She is a former personal assistant to Marvin Cane, former vice president, Screen Gems-Columbia. Most recently she was in charge of the copyright department, Dick James Organization.

Louis J. Nicastro elected president and chief executive officer, Commonwealth United Corp. George N. Friedlander, chairman and chief executive for the company, and Robert B. Friedlander, president, has resigned. Robert Soderberg has also resigned as director with the company. New board members elected with Nicastro were Charles Koppelman, president of Commonwealth United Music, and William Bartholmay, president of Olson and Bartholmay Inc., a Chicago insurance company and chairman of the Atlantic Braves baseball club.

Sidney Miller Jr. named vice president, general manager of Fame Records. He has resigned his post as Capitol's Atlanta regional promotion manager to take the new post, which moves him to Capitol's Hollywood headquarters. Miller joined Capitol in April 1967. . . . Otis Smith promoted at ABC Records to vice president for sales and promotion. He has been ABC's national sales manager, joining the company in 1968 to become director of single sales. His previous experience includes stints with Riverside and MGM Records.

40 AM, FM and underground stations in major market areas.

The disk company recently named 27 distributors throughout the nation and in Hawaii to handle its product.

Deals to Spread Musicor Into Global Mart

NEW YORK — Musicor Records will be spreading into the global market through deals with independent companies abroad. Art Talmadge, Musicor president, is working out arrangements for the distribution of Musicor and its affiliated labels in Europe and South America.

Musicor now lists over 100 titles in its album catalog, featuring such artists as Gene Pitney, George Jones, the Platters, Hugo Winterhalter, Xavier Cugat and Inez & Charley Foxx. The Musicor catalog is also available on 8-track stereo cartridge tapes and cassettes.

The label's country roster, spearheaded by George Jones, is being expanded by Pappy Daily. In recent months Daily has signed such artists as Brenda Carter, James Hollie, Charlie Carter and Arthur Thomas.

Franklin Opens Store in N.J.

PHILADELPHIA — Al Franklin, who has been operating one of the most successful stores as Franklin Music Co. in the Neshaminy Mall, plans to open a second records, tapes, recorders and components store. Formerly manager of the local Sam Goody's store, Franklin said the second store will be opened at the planned Echelon Mall, near Lindenwold, N.J. It is expected to be ready by the fall of 1970.

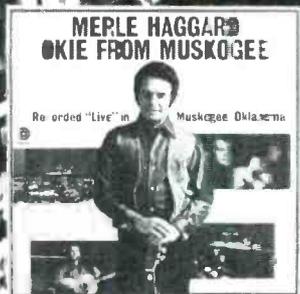
Franklin opened his store here 14 months ago after leaving Goody's. It features one of the largest and most diverse selections of records in the area. The store front was recently redone to allow more space for display of recorders, tapes and pre-recorded tapes. Franklin reports that cassettes are accounting for some 60 percent now of tape recorder sales.

Okun, Paxton Pub Is Bought by UA

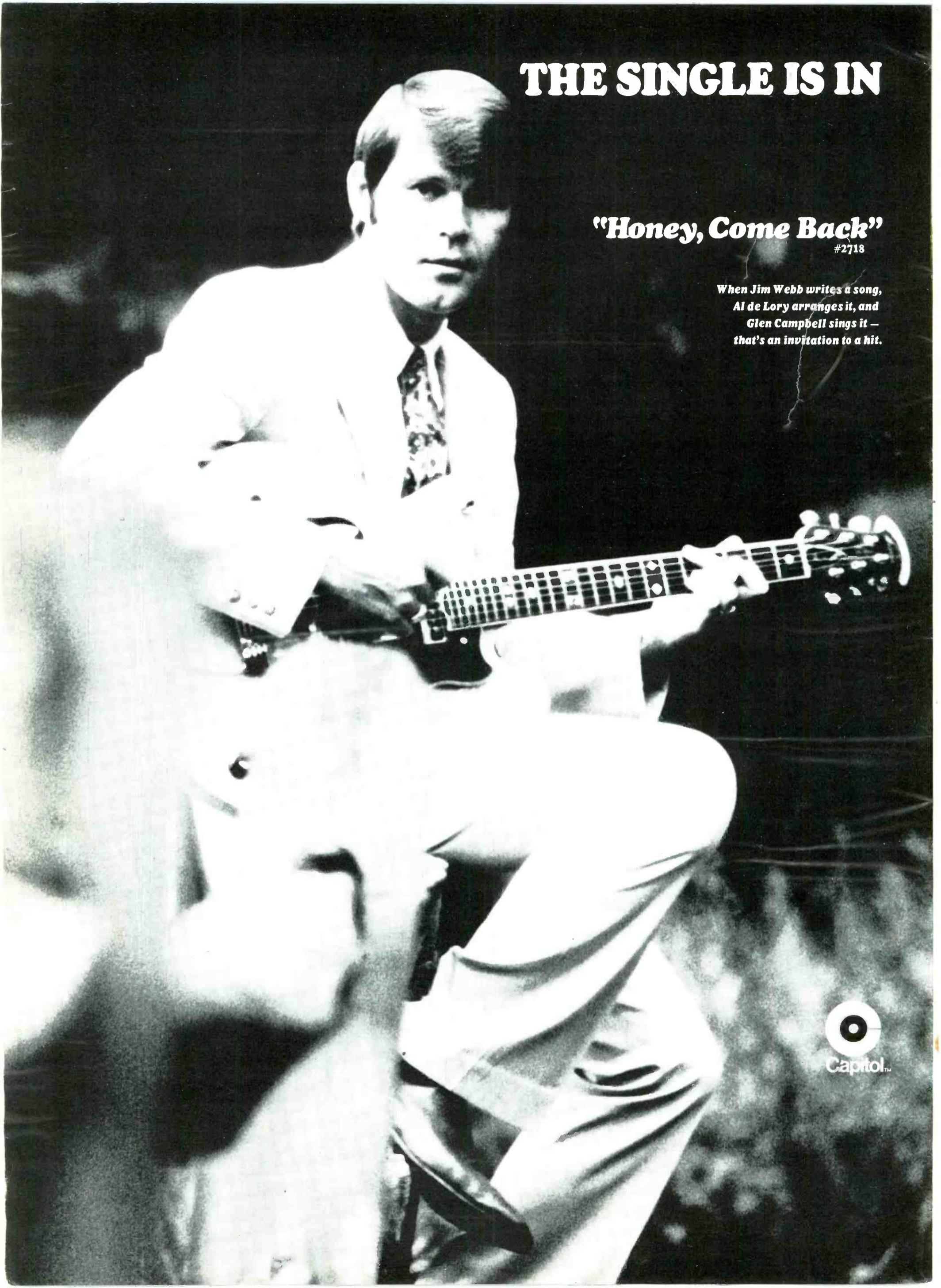
NEW YORK — United Artists Records has acquired Deep Fork Music Inc., a music publishing company headed by Milton Okun and Tom Paxton. Paxton also signed a five-year exclusive recording contract with the United Artists label.

Can an Okie from Muskogee turn big city business?

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



ST-384



THE SINGLE IS IN

"Honey, Come Back"

#2718

*When Jim Webb writes a song,
Al de Lory arranges it, and
Glen Campbell sings it —
that's an invitation to a hit.*

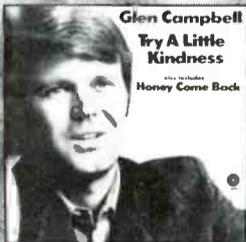


THE ALBUM

"Try A Little Kindness"

SW-389

Glen's newest (*Honey, Come Back*) and most recent (*Try A Little Kindness*) hit singles join 10 other songs in your first smash album of the year!



SW-389

Produced by Al de Lory
on record and tape.

LEISURE TIME TIPS

by: Larry Finley

One of the big questions in the tape cartridge industry has been whether or not duplicators should supply stores with the long "supposedly" pilfer-proof box.

It has long been the contention of the writer of this column that "pilferage" is truly not a problem. It is also true that for the retailer to get the most out of his tape sales, the tapes must be displayed in an unlocked case.

In last week's BILLBOARD Magazine, Joel Friedman, Warner Bros. Marketing Vice President, stated that Warner Bros. had decided to stop selling its tapes in custom designed long boxes. Friedman stated that they tried the long boxes and found that they are not the answer—and they are discontinuing the long box completely.

More important was Friedman's statement that there was no demand for long boxes and that accounts do not have problems selling tapes in the regular small size cases and that early alarms about theft have diminished substantially. On the same page in last week's BILLBOARD, Sid Talmadge, one of the pioneers of the tape industry also stated that he chose not to package tapes in any long boxes as he felt that this crimps valuable storage space at retail. Talmadge's statement that he found long boxes broken into and the tapes taken proves that if a person goes into a store to steal a tape, they are going to steal whether or not it is a long box or displayed in an unlocked rack.

In the same issue of BILLBOARD Magazine, Vince Faraci, Vice President of Musical Isle in Chicago, stated that the 4 x 12 long box is impractical and the 12" square blister packs he has seen are "horrible."

Faraci's statement further went on to say that he is not sold on the long box idea and that people forget that three long boxes of tape side by side take up as much room as six L.P.'s and that the retailer loses valuable merchandising space with the 4 x 12 box.

It has long been the contention of this writer that three times the amount of tape can be displayed if displayed in the regular box which has been, and still is, being supplied by the major suppliers.

There is no question but that 1970 is the year of the Stereo Tape Cartridge and Cassette, and if retailers would stop and consider that pilferage is such a very minor item in their business, and if tapes are displayed openly in regular boxes, they can double, triple or quadruple their sales of tapes and that the increased profits from the sale of pre-recorded tape would multiply by many times the profits that they would derive were they displayed in the long boxes.

In order for a retailer to get the most out of their Tape Department, it takes a broader display of tapes than stores are now handling and if retailers could display three tapes or cassettes instead of the one that would be displayed in the long box that they can offer their customers a much wider variety of tapes which results in profits being rung up on the cash register.

Speaking of profits, NAL is now delivering the new "Natural Gas" 8-track and cassette on the Firebird Label which has been picked by BILLBOARD, RECORD WORLD, CASH BOX as well as VARIETY, in last week's issues.

NAL is also making immediate shipment on Athena's "Country Moog"/"Switched-On Nashville" which is on the Country Charts in BILLBOARD, CASH BOX and RECORD WORLD. If you are a retailer who would like to know more about NAL's feeling on pilferage, or if you would like to stock the new Firebird "Natural Gas" as well as Athena's "Country Moog"/"Switched-On Nashville," write to North American Leisure Corporation, 1776 Broadway, New York, New York 10019 or phone collect (212) 265-3340 for the name of your nearest NAL distributor.

Custom Tape Into Cases

LOS ANGELES — Custom Tape Duplicating has purchased its first injection molding machine to produce its own cartridge cases.

Initially, the company will manufacture its own cases and then get into custom manufacturing, according to Don Macmillan, Custom's general manager.

The company is gearing up to manufacture 8-track and cassette cases plus all the inside parts for both housings.

Two additional machines are on order and should be ready for operation within the next month, Macmillan feels. The machines are all automatic and convert granules of plastic into the finished white cases.

Custom's factory, which produces the complete product for its own modern line of tapes, also turns out label printing and complete four-color artwork.

Tape CARtridge

Tape Cos. Are Taking Aim At the Military Market

• Continued from page 1

special personnel and departments to cater to the military market.

Belaire Enterprises, 8-track and cassette portable player manufacturer, is becoming increasingly aware of the military as it affects hardware equipment.

Sold \$8 Mil in Tape

Charles Brady, president of Charles Brady Associates, a manufacturer's representative to the U.S. Armed Forces Exchange Services, estimates his company sold more than \$8 million in tape and record products last year in about 1,000 military post exchanges.

In the last five years, figures Brady, the growth of the military market has increased in all

product about 30 percent each year. Audio Magnetics has appointed Saxon International Marketing Services Ltd., New York, to direct its activity in the military field. The tape company is preparing special multi-pack promotions for the post exchanges, including an advertising program in military-oriented media, said Ray Allen, sales vice president of Audio Magnetics. Through Saxon, Audio will supply the military blank cassettes in 30, 60, 90 and 120-minute lengths.

Rod Pierce, Belaire marketing vice president, sees the military as an ideal market for portable hardware. "There's no installation headaches," he said. "Merely put the player on open display next to tape for impulse buying."

According to Lawrence R. Pugh, marketing manager of the Ampex consumer equipment division, "military sales are significant and an important segment of total tape sales."

Ampex just named Diversified Marketing International, New York, as its distributor of tape recorders, both cassette and open reel, prerecorded tape and accessories for post exchanges and military clubs in Europe.

Tape Need

Audio's Allen feels there is a need for blank cassette tapes at military outlets because of "low-priced playback equipment now on the marketplace." Servicemen, especially those stationed overseas, can communicate with their family without seriously putting a dent in their pocketbooks, feels Allen.

"Today, good cassette hardware sells as low as \$19.95," he said. "The result is that servicemen are looking for quality tape to send letters and messages home via spoken word cassettes."

In Vietnam, Brady said, tapes outsell albums about four to one because of storage problems and the availability of Japanese-manufactured players. Pre-recorded cassettes sell for \$4, with 8-track at \$4-\$4.50 and reel-to-reel at \$4.50.

There are 50 major exchanges in Vietnam alone, with 22 more in Korea, 14 in Japan, nine in Thailand, seven in Burma, four in the Philippines and two in Guam.

The catch in selling product to the military overseas, according to Robert Mitcham, who guides Brady's operation with the Pacific Exchange System, is to order six months ahead of time because it can take from 60 to 90 days for the merchandise to arrive via boat and be on the shelf.

"Cassette tapes are a new plaything," Mitcham said. "GIs buy low-end portable tape recorders and send 'audio letters' home. It's created a huge market for blank tape."

There are approximately 25 manufacturers representatives covering the Far East alone, which proves it's a big tape market.

Faraday Is Moving Into Tapes 'Cautiously But Definitely'

TECUMSEH, Mich.—Faraday, which just acquired Orrtronic, manufacturer of 8-track equipment, is proceeding "cautiously but definitely" in learning about the tape industry.

Frank Flack, Faraday chairman, and Fred Lluin, Faraday president, have been touring the U.S. familiarizing themselves with tape production, duplicating and distribution patterns.

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

Both executives feel that Orrtronic's product line will be ex-

panded to meet competition. It also will become more involved in cassette production, perhaps through importing. (Orrtronic is believed to be the only major U.S. manufacturer whose products are not wholly or partially produced in Japan.)

Faraday plans to close Orrtronic's Toledo manufacturing operation and merge it into its Tecumseh facility. "By absorbing Orrtronic into Tecumseh our manufacturing burden will go up modestly, but will be absorbed across \$9 million in revenue instead of \$4.5 million," Flack said. "This will result in lower direct manufacturing costs for both Orrtronic and Faraday products. The end result will be greater margins and increased operating profits."

Faraday possesses assembly and fabrication facilities with

manufacturing capacity. Orrtronic is basically an assembly operation, completely dependent on outside suppliers for their piece parts and subassemblies.

"Already considerable savings in the form of lower direct labor and direct material costs have been realized," reports Flack in a letter to Faraday shareholders.

Flack plans to have the Orrtronic operation moved to Tecumseh in the first quarter of 1970. Faraday will begin construction of an additional 12,800-square-foot plant and 4,800-square-foot of office space.

He feels there is another savings to be realized in the Faraday-Orrtronic combined operation. "As a result of centralizing our cost centers of marketing, engineering and accounting," said Flack, "we anticipate lower overhead costs as a percent of total revenue. Again, we will enjoy greater margins and increased operating profits."

The report states that Faraday is "pushing hard with existing Orrtronic OEM customers to increase our share of their business in the auto stereo and blank cartridge category."

Heavy Sales Yr. Spurs Decca New Home Thrust

NEW YORK — While many hardware manufacturers are just now looking at the 8-track home market, Decca's equipment division has a year's edge on the field.

The company, which introduced five 8-track units for 1970, is carrying over a home 8-track (model DTP 144) with multiplex radio at \$159.95 because of a "heavy sales year," according to Howard Kaye, administrator of the equipment division. In addition, sales have been brisk for an 8-track deck at \$34.95.

"This year, 8-track producers are taking aim at the home market," believes Kaye. "Our 8-track home products enjoyed an excellent sales year in 1969. We expect an even better year in 1970."

Of Decca's new 8-track line, only one unit, model DTP 190 at \$79.95, is an auto only player. In addition to that unit, Decca's 8-track line includes model DTP 186 at \$54.99; model DTP 187 at \$69.95; model DTP 188 at \$84.95; model DTP 189 at \$139.95.

The auto only unit is equipped with a built-in burglar alarm and automatic head cleaner.

Decca has initiated a new policy on cassette hardware, according to Kaye. All of its 1970 cassette units, although monaural, are record/playback players.

The company discontinued a playback only (with AM radio) model because it didn't have the record feature.

The cassette units include model DTP 191, battery only, at \$29.95; model DTP 192 at \$39.95; model DTP 193 at \$49.95 with AM radio; model DTP 195 at \$79.95 with AM/FM radio. All the units are monaural.

Kaye feels that when Detroit accepts the cassette configuration, if they do, sales are certain to increase. "It all hinges on the development of the automatic reversible cassette," he said.

To introduce its hardware lines, Kaye is planning a series of dealer showings across the country, beginning this month.

N. American Philips Makes A New Cassette Circulator

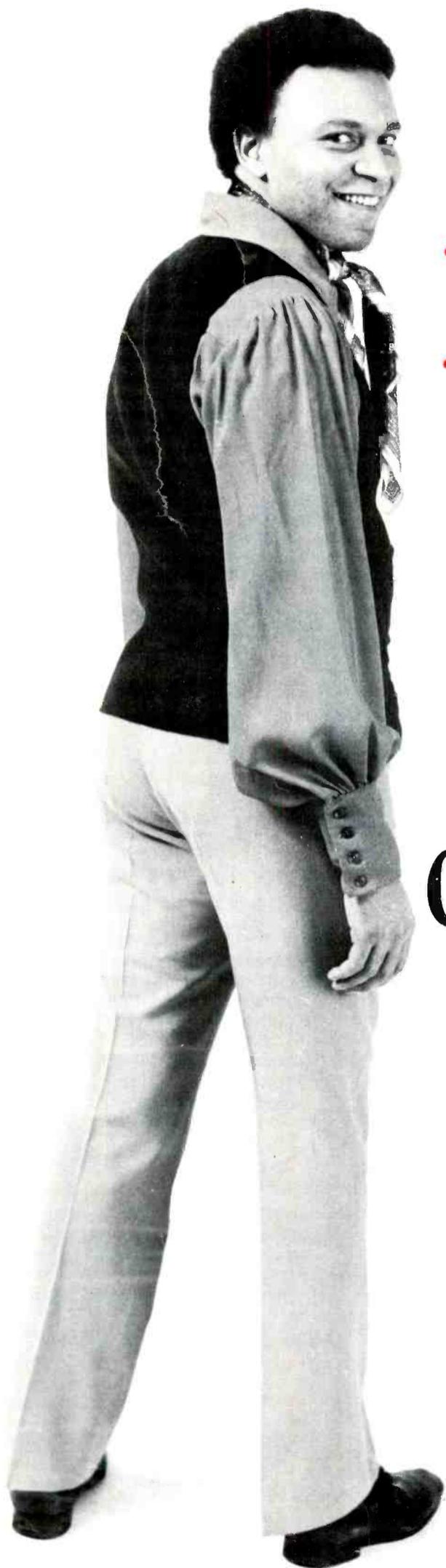
NEW YORK — The North American Philips Corp. has developed a new cassette circulator, a snap-on device which gives continuous playback capacity to automatic cassette changers. The CC6 circulator, a simple device with no moving parts, makes possible 12 hours of non-stop, no repeat playback, then starts the cycle all over again.

According to Wybo Semmelink, vice president in charge of Norelco's Home Entertainment Products Division, the operation of the new unit is like a ski lift and slope. He said, "The cassette moves into the changer's playing chamber and, when finished, is pushed forward by the

next cassette. The fourth cassette nudges the first 'over the hill' and it slides automatically back into the playing stack. The unit is an ideal accessory wherever continuous play is desired," he added.

The new circulator is styled in tinted plastic and stands five inches high. It is compatible with Norelco cassette changer models 2401, 2401A and 2502, as well as Bell & Howell models 332 and 337, and the Ampex Micro 90 and 95. It carries a suggested list price of \$19.95.





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Auto Cassettes Sales Lag Despite Efforts

LOS ANGELES — Manufacturers are playing up auto cassettes, portable and after-market installed, but if the truth were known, sales are disappointing.

Some suppliers believe that when Detroit accepts cassette units as original equipment the configuration will see spectacular sales results.

But Detroit is waiting for an automatic reversible cassette first.

Meanwhile some retailers are grappling with yet another cassette problem — malfunctioning automobile units — that may seriously impede manufac-

turers' efforts to get more cassette product in cars.

Although many 8-track suppliers are adding automotive cassette units to their lines, they are being cautious in their cassette approach.

Retailers say auto cassettes face this roadblock: tape spewing out or getting fouled up in the machine, or machines that are not grabbing the tape properly.

The problem has been brought to the attention of manufacturers but to no avail. "The problem covers all brands but is worse in some than in others," said one retailer.

Harold Wally of Wally Stereo Tape City, New York, noted that the problem "is causing customers to switch back to 8-track, and is causing me to wonder if I shouldn't get out of the automobile cassette business. After all, I'm not in business to make refunds."

One rankled retailer maintains the problem is directly related to brand. He noted that one company whose line he carried claimed that its units were compatible with American and foreign cars but were not.

"They led us to believe installation would require only minor adjustments," says Henry Rasmussen of Troy's Stereo Center, Durham, N.C. "But installation involved rewiring the entire unit and a full day's work. Ad-

(Continued on page 81)

THE STEREO TAPE FRANCHISE THAT PUTS YOU IN THE BLACK ON OPENING DAY!

TAPES COST YOU LESS!

Stereo 4 and 8 track tapes or cassettes should account for at least 40% of your business. picAtape will save you up to 30 percent on all of your tape purchases ALL major (and most minor) tape labels. You Make More Money By Buying For Less!

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PATENT PROTECTED PICK-A-TAPE PILFER PROOF SELF SERVICE TAPE MERCHANDISING SYSTEM!

picAtape franchise stores have the option of utilizing the tape industry's very best tape merchandising system . . . the PICK-A-TAPE (patented) display cases. Electronic door controls, theft proof, a winner in performance and looks!

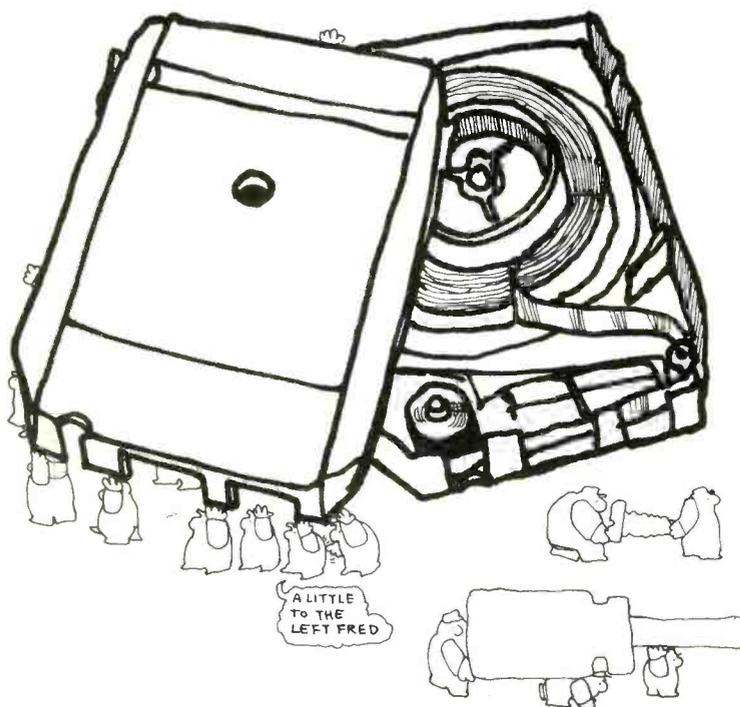
A BRAND NEW STEREO MUSIC (TAPE) FRANCHISE, NOW AVAILABLE, AFTER MORE THAN THREE YEARS OF EXHAUSTIVE MARKET TESTING AND RESEARCH IN THE SOUTHWEST. TWO SEPARATE PLANS AVAILABLE . . . ONE FOR THE MAN ALREADY OPERATING A STEREO MUSIC OUTLET WHO WANTS TO SAVE BIG MONEY ON HIS PURCHASES AND IDENTIFY WITH A NATIONALLY KNOWN FRANCHISE CHAIN, AND ANOTHER FOR THE MAN WHO WANTS TO START OUT FROM SCRATCH. FREE STANDING, UNIQUELY STYLED BUILDINGS OR YOU MOVE INTO AN EXISTING BUILDING. WE HAVE ALL OF THE OPTIONS!

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picAtape international

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Phone Number _____
I _____ AM _____ AM NOT currently in stereo music business. I _____ DO _____ DO NOT currently have a retail business.
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We take a lot of work off your hands.

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A subsidiary of Capitol Industries, Inc.

Ampex' Hall Sees Tape 35% of Disks Sold

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

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

Retail record sales in the U.S. totaled approximately \$1.1 billion last year and should re-

main about the same this year, Hall believes.

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

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

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

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

Foolproof Lock Made in N.J.?

HACKENSACK, N.J. — An enterprising New Jersey manufacturer has developed what he thinks is a foolproof lock designed to reduce the alarmingly high incidence of tape equipment thefts.

(Continued on page 18)

TO ALL INDEPENDENT AND MAJOR RECORD PRODUCERS

PRESSING & PLATING PLANT—RECORDING STUDIOS

The problem which has plagued the Record Producers for decades—the transfer from the master tape to the mother lacquer—need no longer be yours. **WE HAVE THE ANSWER.**

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Scully T/M Previewed tape deck

Two K + H "OY" Integrated Monitor Systems

Two EMT-970st Stereo Audio Delay Systems (Only ten such units were ever built!)

Two K + H EQ-1000 Universal Equalizers for utmost flexibility and the World's First NEUMANN 24 input, 8 channel console.

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THE REST!**

Cassette Tapes 25% of Phonogram's Billings

MILAN — Prerecorded cassette tapes account for more than 25 percent of the annual billings of Phonogram, accord-

ing to Franco Paradiso, the company's commercial director, who added: "Within a short time this amount will undoubtedly in-

crease to 30 or 50 percent. "Tape fans," continued Paradiso, "represent a totally new audience as compared to record buyers. This is a market which does not look for a particular category but buys a little of everything, without discrimination." The tape market does, however, require a special kind
(Continued on page 81)

ITCC Names Industry's First Female Executive

FAIRFIELD, N. J.—The International Tape Cartridge Corp. (ITCC), has appointed the first female tape executive

in the industry. Gerry Cousins, 27, is the company's new national director in charge of tape sales and promotion. She is responsible for instituting the corporation's new concept of integrated merchandising and marketing.

Miss Cousins, who will report directly to ITCC's president, Gary Salter, was formerly general manager of Jad Records where she worked with leading recording artists including Johnny Nash and Lloyd Price. She was primarily responsible for Nash's successful record, "Hold Me Tight." Prior to joining Jad, she worked as national sales manager with Roulette Records.

The new tape executive will work towards securing new labels for the ITCC catalog. Working with Salter, she has also helped to secure new equipment and accessory lines which will be distributed by the company.

Miss Cousins headed ITCC's recent annual sales meeting held at the Newport Hotel in Miami Jan. 15-18. At this convention, attended by the company's three divisional sales managers and its 16-man sales force, ITCC presented its full 1970 catalog, its merchandising program for "Hello, Dolly!" to which it has exclusive 8-track rights, and introduced Cherry Lane Records, a full country and western line which it recently acquired.

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

Cetron Sales, Income at Peak

LOS ANGELES — Cetron achieved record operating results in fiscal 1969, according to Edwin R. Gamson, president.

Net sales for the fiscal year ended Oct. 31, 1969, were \$17,347,000, up 187 percent over \$6,052,000 in the same period a year ago. Included in the current year are the results of Amerline Corp. from the date of acquisition, May 16, 1969.

Net income rose 105 percent to \$1,411,000 compared with \$687,000. Per share earnings increased to 56 cents per share compared with 36 cents in fiscal 1968. Per share earnings are based on 2,520,640 average common and common equivalent shares outstanding in fiscal 1969 and 1,966,748 for 1968.

Foolproof Lock Made in N.J.?

• Continued from page 17

Bolen Industries, Inc., located here, has marketed the Bolen 200 Security Lock — a 7-pin tumbler cylinder lock that secures tape hardware equipment to desk, table or automobile panel, and cannot be removed without the owner's key.

According to the manufacturers, the secret of the new locking device lies in the fact that some 25,000 key combinations have been developed, thereby creating a "pick resistant" quality.

Forged from tough, smooth steel, the free spinning, wrench resistant lock lists for \$10.95.

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on tape...
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Motorola Auto Tape Players Riding High

FRANKLIN PARK, Ill. — Motorola Inc. has announced that the dollar volume sales of its 8-track auto tape players were up over 140 percent in the year just ended. C. J. Gentry, manager of the company's auto sound products, said the firm's dollar volume in auto sound products had doubled in the past three years and is predicted to double again by 1973.

Gearing its operations to keep pace with this growth, the company has released a full line of new products ranging in prices from \$59.95 to \$159.95. These include an 8-track car tape player with a built-in FM stereo radio which has a sensitivity of three to five microvolts. This unit, the TF800S, contains five integrated circuits which take the place of more than 50 discrete components.

Also included in the TF800S are a mute monaural control and local distance switch. The stereo mute monaural control, when properly adjusted, allows the radio to automatically switch interfering stereo FM signals to monaural, thereby reducing background noise. As the signal improves, the radio automatically switches back to stereo operation.

The local distance switch helps control stereo FM sensitivity. Two 5/4-inch speakers with rain shields for use in car doors are offered on the combination unit which carries a

manufacturers suggested list price of \$159.95.

Another new unit, the TM-714S, is an 8-track auto tape player which also offers a built-in stereo section that converts any AM/FM into a deluxe FM stereo when combined. List price on this is \$119.95.

The 1970 catalog also offers several other 8-track stereo auto players including two open-list models featured in the universal. The TM270 offers a four-inch self-contained speaker, automatic gain control and three to five microvolts of sensitivity. The manual tuned unit has an open list, but could be

(Continued on page 81)

Abbey Tape In Expansion

LOS ANGELES — Recently formed Abbey Tape Duplicators is expanding its operation.

Norman C. Cooke, owner-manager, plans to enlarge his duplicating capacity from 1,500 cassettes daily to about 5,000, beginning April 1. Cooke, strictly in spoken word-educational-industrial cassette duplicating, uses one 12-slave duplicator (Dubbings) and Liberty loaders.

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

Tape Happenings

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

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

Craig, Los Angeles, is offering an 8-track (model 3123) auto stereo player at \$119.95.

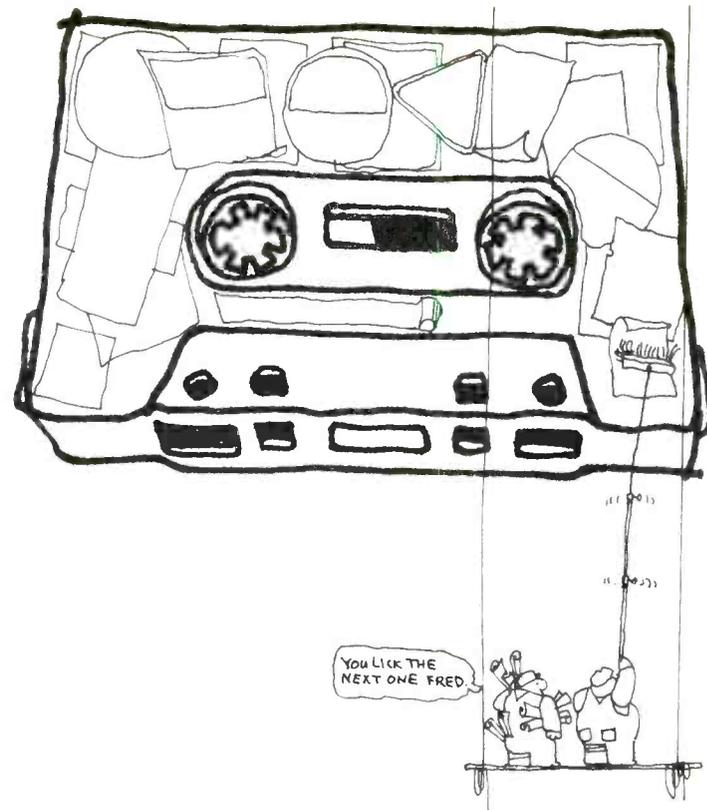
General Electric has cut the suggested retail price of two cassette recorders. Model M8400 has been reduced from \$39.89 to \$29.89, while model M8300 has been reduced from \$49.89 to \$44.89.

Westinghouse is offering a portable cassette recorder/player (model TMC 8010 at \$39.95) and a cassette player (model TMC 8000) at \$26.95.

Audio Magnetic Names N.Y. Rep

LOS ANGELES — Audio Magnetics Corp., cassette and reel-to-reel tape manufacturer, has appointed Robert Schlagter Associates, New York, as its manufacturer representative.

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



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Car Player Thefts Plague Coast; Insurance Companies Dented

LOS ANGELES — People really do things with automobile stereo players—they steal them.

Insurance companies no longer beat around the bush when asked how they are affected by the rash of auto tape player thefts: "We've been hit like a ton of bricks," said a State Farm Insurance agent.

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

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

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

A detective with the Los Angeles Police Department could only shrug when questioned on how law officers combat the player theft problem. "Stereo units have caught the fancy of the teen-agers," he said, "so the theft rate on stereo units has skyrocketed."

The problem retailers are facing in combatting the theft problem on behalf of their customers, is the apathy of those customers. According to Jerry Bryce of Bryce Audio, New York City, auto tape equipment is predominantly a youth market, "and young people are just not security conscious. Frequently," says Bryce, "young buyers have enough to buy a machine but not enough for a lock." Bryce adds that if customers do have the extra \$10 they prefer to spend it on music.

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

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

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

Policy Change

State Farm Insurance has made a policy change regarding tape players and prerecorded tapes. In a special notice sent to

policyholders, the company is revising its comprehensive and/or collision coverage on players and tape equipment.

"Because many cars now have stereo tape players," the notice states, "we've made the following change in the definition of equipment: A stereo tape player and only one tape are part of your car's covered equipment."

The new policy voids an "unwritten" commitment by insurance companies of covering up to 10 tapes. State Farm found policyholders were claiming "nine tapes lost per claim."

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

The company lists the depreciation of players this way: none the first three months, 8 percent the fourth month, and a gradual increase to 24 percent over 12 months. Tape depreciation is 25 percent by the third month, then 5 percent a month to a maximum of 80 percent.

Many insurance companies are charging an average extra 10 percent of the replacement value of an auto tape machine on the premiums of those with a tape unit in their automobiles. The Farmers Insurance Group of California has raised its rate to an extra \$20 per \$100 valuation for theft coverage.

Ban Near?

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

Most retailers warn customers of the risks involved in installing a stereo unit and encourage auto owners to put units in with locks or burglar alarm systems.

At Allied Radio in Chicago, tape buyer Jim Ferguson says that a large percentage of the equipment he buys comes equipped with burglar alarms to ward off thieves.

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

Sy Fralick, executive with Muntz Stereo-Pak, says Muntz receives a substantial amount of repeat business because of theft. "Stolen units are often recovered by the police," he explains, "but the serial number is scratched off, thus eliminating possible return to the rightful owner."

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

Authorities are quick to point out that the majority of stolen equipment has not been protected in any way. They advise that the best way to protect a

(Continued on page 98)



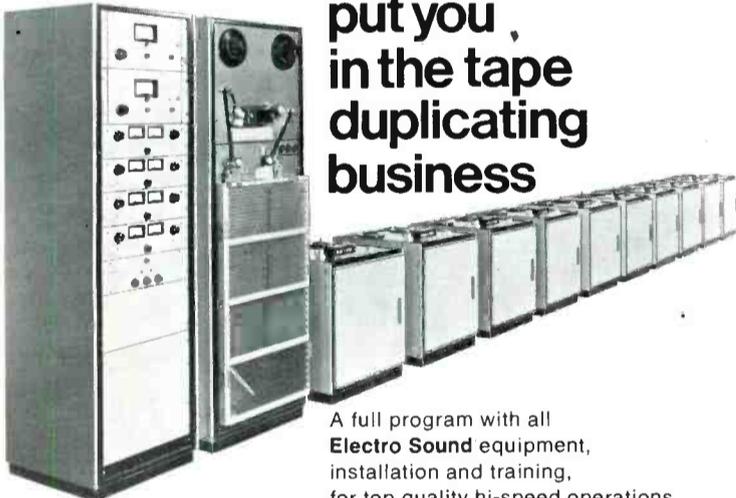
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Pirates Run Rampant in San Francisco: Fogel

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

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

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

The pirated tapes, although poorly duplicated attract teenage buyers, Fogel believes, be-

cause kids can pick what tunes they want on the tape.

Stores advertise openly about recording albums onto tape, generally for a low fee, he says. The average price for a pirated tape is between \$5 and \$6.

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

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

Cassette Digests N. J. News for Lawyers

NEW YORK — A monthly news and information service designed to keep lawyers abreast of legal trends in New Jersey is now being offered on cassette by Jerry Verbel, Inc. The new service, called New Jersey Law Journal Audio Digest, is being produced in association with the New Jersey Law Journal, the Garden State's leading weekly law publication.

In its first publication issued recently, the hour-long cassette features information on changes in the New Jersey court rules, a panel discussion on organized crime, data on professional service corps, highlights of the recent New Jersey State Bar Association meeting and other news and information features.

According to the product's executive producer, Jerry Ver-

bel, the cassette offers to attorneys the advantages of increased efficiency in keeping up to date on current issues by properly using normally wasted time while commuting, waiting in court, or spare moments in the office or at home.

"The need and success of such services have been proven in the growth of the industry to over \$200 million in the last few years," said Verbel. "In the legal profession, audio cassettes have been successfully used by the American Law Institute, the Practising Law Institute, and California law groups."

Sample cassettes are available to interested attorneys by writing to the New Jersey Law Journal Audio Digest, 240 Mulberry St., Newark, N.J. The list price is \$9.50 per cassette.

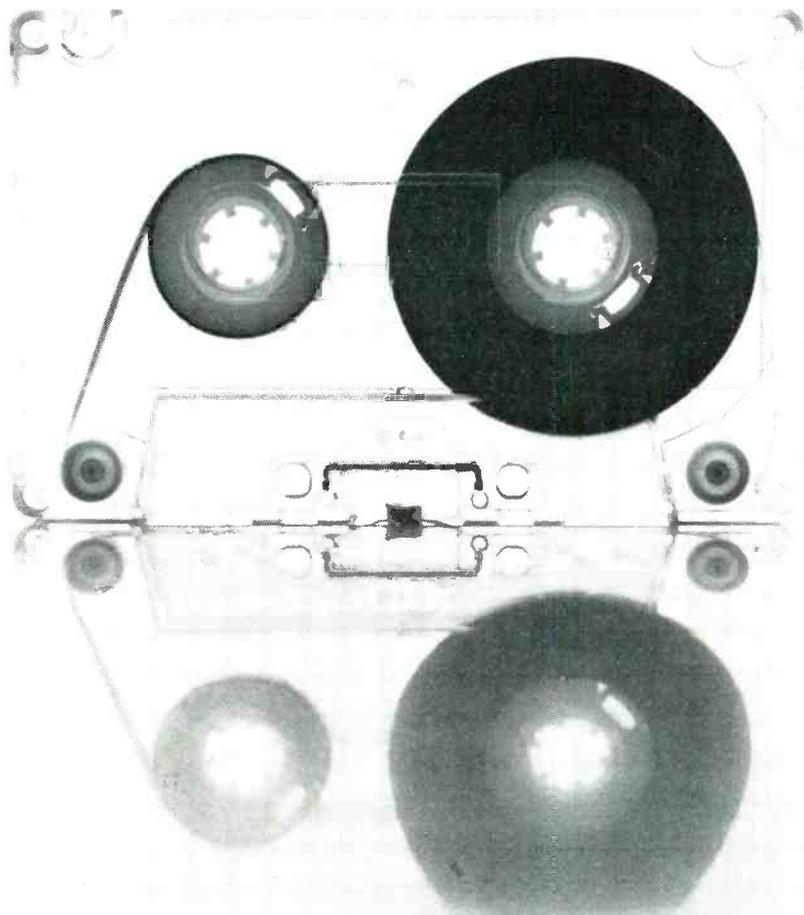
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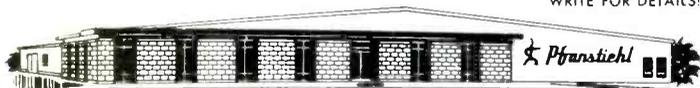
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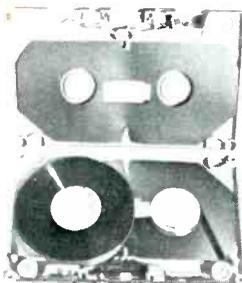


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Tape CARtridge

Nortronics New Cassette Head Is Bi-Directional

NEW YORK — The Nor-
 tronics Co., Inc., one of the
 world's largest manufacturers of
 magnetic tape heads, has de-
 veloped a new cassette head
 capable of bi-directional per-
 formance. The unit, model
 ZW4J, performs in both direc-
 tions of record, play and erase,
 thereby eliminating the need for
 flipping a cassette over in or-
 der to get all the programming
 on it.

The new unit, is one of a
 complete new line of cassette
 heads now being manufactured
 by the company. The bi-direc-
 tional head, along with others
 in the Nortronics catalog, are
 compatible with Norelco equip-
 ment and circuitry and are ex-
 pected to facilitate adoption of
 the cassette format by addition-
 al manufacturers.

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

BEST SELLING Billboard Tape Cartridges

8-TRACK

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	ABBEY ROAD Beatles, Apple	14
2	2	LED ZEPPELIN II Atlantic	10
3	3	WILLY & THE POOR BOYS Creedence Clearwater Revival, Fantasy	5
4	4	CAPTURED LIVE AT THE FORUM 3 Dog Night, Dunhill	5
5	7	GREEN RIVER Creedence Clearwater Revival, Fantasy	19
6	5	TOM JONES LIVE AT LAS VEGAS Parrot	9
7	6	JOHNNY CASH AT SAN QUENTIN Columbia	25
8	11	LET IT BLEED Rolling Stones, London	4
9	9	SANTANA Columbia	13
10	12	EASY RIDER Soundtrack, Reprise	7
11	8	BLIND FAITH Atco	22
12	15	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	35
13	13	BLOOD, SWEAT & TEARS Columbia	35
14	16	CROSBY, STILLS & NASH Atco	35
15	14	PUZZLE PEOPLE Temptations, Gordy	6
16	10	MONSTER Steppenwolf, Dunhill	5
17	—	LITTLE WOMAN Bobby Sherman, Metromedia	1
18	18	A GROUP CALLED SMITH Dunhill	2
19	19	ALBUM 1700 Peter, Paul & Mary, Warner Bros.-Seven Arts	3
20	20	TOUCHING YOU, TOUCHING ME Neil Diamond, UNI	2

CASSETTE

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	ABBEY ROAD Beatles, Apple	13
2	2	LED ZEPPELIN II Atlantic	7
3	3	WILLY & THE POOR BOYS Creedence Clearwater Revival, Fantasy	4
4	4	BLOOD, SWEAT & TEARS Columbia	20
5	6	JOHNNY CASH AT SAN QUENTIN Columbia	18
6	5	TOM JONES LIVE IN LAS VEGAS Parrot	4
7	9	BEST OF THE CREAM Atco	23
8	8	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	34
9	11	JOE COCKER A & M	4
10	10	CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill	2
11	12	WARM SHADE OF IVORY Henry Mancini, RCA	2
12	14	BLIND FAITH Atco	18
13	15	HAIR Original Cast, RCA	26
14	7	GREEN RIVER Creedence Clearwater Revival, Fantasy	19
15	—	SANTANA Columbia	7

Billboard SPECIAL SURVEY For Week Ending 1/24/70

Talent

Rock Fests Getting Permanent Site in Illinois; Triggers Rhubarb

By EARL PAIGE

CARBONDALE, Ill. — For the first time a permanent facility is being built for rock festivals. The promoters of a May 8-10 festival near here intend to use the 160-acre tract they have purchased as a permanent "people's park." Additionally, non-rock events such as country shows and gospel song fests, are planned, and the grounds will be made available to church groups and other organizations, according to Charles Notarus, one of three principals planning the rock event, which is limited to 100,000 attendance and budgeted at between \$600,000 and \$800,000.

Notarus acknowledges the opposition to the event by an organized group of concerned citizens here but hopes that the idea of building a permanent facility, plans for controlling the crowd and the organization of a land trust to turn over 25 percent of the profits to charities will allay criticism and opposition. Final details of setting up the trust have not been worked out.

"We realize that the success of the festival depends on the full cooperation of the community and on furnishing good facilities. We're planning this to the last detail," Notarus said his partners, Pete Kost and Harold Calhoun, were conscious of the need to avoid pollution. "We know that a lot of kids are now involved in antipollution programs." Among elaborate plans are the use of six tractors equipped with vacuum type pickup mechanisms for patrolling roads and the site itself.

Ballroom's New Site

SPRINGFIELD, Mass. — Woodrose Ballroom previously in South Deerfield, Mass., has relocated its weekly Friday evening location to the Paramount Theatre.

The new site offers a larger seating capacity of 2,800, allowing for rock talent to be brought in at the same \$3 charge.

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

Advertising for Woodrose Ballroom is done on the leading Springfield - Hartford youth-oriented radio stations.

Blues Image Add 2 Dates to Tour

NEW YORK — The Blues Image. Atco Records group, have picked up dates on their current tour at the Civic Center, Amarillo, Tex. (Feb. 27), and the Chicago Auditorium Theatre (March 21). The Florida-based group then is lined up for three consecutive dates in Jacksonville, Orlando and Miami Beach (April 3-5).

and the use of between 400 and 500 maintenance personnel to police the area daily. Special "settling lagoons" will handle waste from restrooms. The stage itself is situated in a 40-acre natural bowl that will be sodded so that it drains well.

As a guarantee that no more than 100,000 people will attend Notarus said that only that only that many tickets (\$14 each) will be sold, and they will be sold in advance. "We will mount a negative sales campaign on a national basis informing people when the event is sold out." He even said that should an overflow occur, busses from Audion Meadows

(the name of the site) into Carbondale will be available.

Transportation for the 100,000 expected to attend will be furnished by the Illinois Central railroad and Gulf Transport, a bus firm. Excursion busses are being considered, too. Other details being ironed out include plans for a national vending company to cater the event in conjunction with local merchants who will set up fast food outlets, the hiring of Andy Frain ushers, a \$1 million insurance policy to cover any potential property damage, establishment of hospital and first aid facilities on the site and plans for filming the event.

L.A. County Drafting Rule To Control Rock Festivals

LOS ANGELES—The County Board of Supervisors is drafting a 27-point ordinance to control rock festivals. The restrictions are being drawn as a result of protests against a four-day New Year's rock festival in the Malibu area.

Solons here still remember the abortive Northridge festival of last summer in which scores of persons were injured. Under the proposal, promoters would be required to obtain a public welfare commission permit after they had submitted a financial statement and public liability and property damage insurance policy.

Promoter would also have to supply details on provisions for large crowds as related to doctors, water, toilet facilities, security, lighting and cleanup operations.

Rock festivals would be permitted only in certain parts of

the county. The ordinance would be drafted after recommendations from several county offices like engineering, sheriff, health and fire are heard from.

One county supervisor, Burton Chace, has stated publicly that any regulations "must be measured against the constitutional right of people to assemble and the right of free speech."

Association Begins Tour

NEW YORK — The Association, Warner Bros. Records group, began a month-long college and concert tour Jan. 16 at Concordia College in Moorhead, Minn. Other dates on the tour are Hampton Roads, Va., (28); Virginia Polytech, Blacksburg, Va. (30); Kent State University, Kent, Ohio (31); Clarke College, Dubuque (Feb. 1); Luther College, Decorah, Iowa (Feb. 3); Wisconsin State University, River Falls, Wis. (4); Wisconsin State University, Whitewater, Wis. (5); Florence State University, Florence, Ala. (9); Mercer University, Macon, Ga. (11); Georgia Tech (12); and the West Palm Beach Auditorium (14).

Following the tour the Association will return to Los Angeles to complete recording of their eighth album for the WB label.



JOHN ROWLES, Kapp Records artist, is greeted at Billboard's New York office during his first visit to the U.S. by Don Owens, Billboard's director of reviews and music programming services.

Talent In Action

IKE & TINA TURNER, FATS DOMINO, MONGO SANTAMARIA

Fillmore East, New York

Much of the interest at Fillmore East's first of four weekend shows Jan. 9 centered on Fats Domino and Mongo Santamaria, but the Kudos rightfully belonged to Ike & Tina Turner and their review featuring the Ikettes. Tina is one of the most exciting of today's performers and, this time, used much material from their "In Person" album on Minit Records. They are under contract to Blue Thumb.

Fats Domino was hampered because his five support musicians had to use borrowed instruments, but the rock 'n' roll veteran began with such gold record biggies as "Blueberry Hill," "I'm Walkin'," and "Blue Monday," which he had cut on Imperial Records. However, his selections with their overlong instrumentals had a sameness about them, Domino currently records for Reprise.

Santamaria, now on Atlantic Records, is one of the best of conga drum players and showed it with his exceptional fellow musicians to open the show. He previously recorded on Columbia. **FRED KIRBY**

JAMES BROWN

International, Las Vegas

The dynamite was there but the fireworks never went off and James Brown's debut at the International Hotel Friday (9) turned out to be more fizzle than sizzle.

Brown made his first Las Vegas appearance in several years with the opening of his Soul Revue in the main showroom of the hotel. The problem was that Brown, one of the music industry's most talented and explosive entertainers during the past decade, abandoned his normal, volatile format for a staid, slow-paced show that turned out to be far from what a Brown audience normally gets. Only towards the end of the show, when the soul man came on-stage to do a final, 20-minute medley, did the tempo—and crowd—pick up.

Brown's 12-piece band, one of the tightest around, was in reserve all evening and was augmented by an additional 12 instrumentalists. The second 12, however, were silent for the medley which showed Brown and the band at their best. The medley, the only hard driving, soulful portion of the show, was typical of the frenetic pace that usually pervades a Brown performance. When it was over, the crowd wanted more. **RON TEPPER**

JAM FACTORY

Ungano's, New York

The Jam Factory, a sparkling new group, strong in blues and jazz rock, had a good first set at Ungano's Jan. 8. The Epic Records act has first-rate voices, especially the bluesy Jim McCormick and strong-voiced Mark Hoffman.

McCormick also was solid at organ and in "It's Easy" turned to saxophone for a good solo. Trumpeter Steve Marcone and

trombonist Earl Ford also turned in excellent solos, especially in "Gemini" and were a solid brass section throughout. They also supplied dependable rhythmic support to go along with the fine work of bass guitarist Kent DeFelice and drummer Joe English. Hoffman, in addition to his vocals, was steady on lead guitar.

One consistent theme of the rich original material was black-white unity, including "TKG" (Tight Knit Group) and "You Better Listen." **FRED KIRBY**

ANTHONY & THE IMPERIALS

Copacabana, New York

Transfixing the Copacabana audience with their great showmanship and choreography, Anthony & the Imperials showed at their opening night, Jan. 8, that they've retained their stature of the 1950's and can finesse into contemporary pop at will.

The United Artists group also has a flair for japey among themselves, as evidenced in Kenny Seymour's efforts to conduct the band and participate with the other three Imperials in a symphonic exaggeration of "Granada," that soon became lilting and exotic. His solo with "Exodus" was extremely moving.

Their closing with "Let the" (Continued on page 36)

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'Salvation' Writers Ink Cast to Disks

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

The first recording deal for the group, who will be known as the Salvation Company, will be with Capitol Records. It's understood that Capitol has bankrolled the first LP project with a \$30,000 budget. The composers, who have titled the LP, "Earl of Rustin," are said to have complete artistic freedom on the project including album cover approval, the right to pick their own producer and recording studio, and as much times as they need to produce the package.

Capitol has set March 1 as

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

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

From the Music Capitols Of the World

(DOMESTIC)

CHICAGO

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

CINCINNATI

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

RCA Victor artist **Bobby Bare** was in town Tuesday (13) for a half-hour guest stint on **Bob Braun's** "50-50 Club" on WLW-TV and Avco's four-station telly net. Bare also cut two tapes for "Midwestern Hayride," WLW's syndicated color TV-er, with **Henson Cargill**, "Hayride" pilot, directing the session. During his recent European jaunt, Bobby was awarded a gold record in Norway for his "Detroit City," only the second such presentation ever made in that country. In Norway that means a sale of around 150,000.

Lois Walden, new artist on the Earth label, was here last week to promote her new Earth LP, "Walden." She made the rounds of local deejays and music emporiums under the guidance of **Julie Godsey**, hustling area rep for Main Line of Cleveland. Stops included a visit with **Jerry Thomas**, WKRC deejay-personality, and a tape session with **Dennis Wholey**, whose syndicated TV-er aired five days a week via WKRC-TV, is now beamed in 27 cities. . . . Promotioneer **Jerry D. Allan**, mended from injuries sustained in a recent auto crash, announces that he will soon move the base of operation for his Allan Records affiliate of the Big Four to the Greater Cincinnati area.

Harry Carlson, Fraternity Rec-
(Continued on page 36)

"Mac Davis doesn't write songs, he paints them."

Glen Campbell



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WITHOUT BRAS

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Those of you who read these pages every week may recall that, a few weeks back,



our own Joel Friedman made a promise:

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

We did.

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

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



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

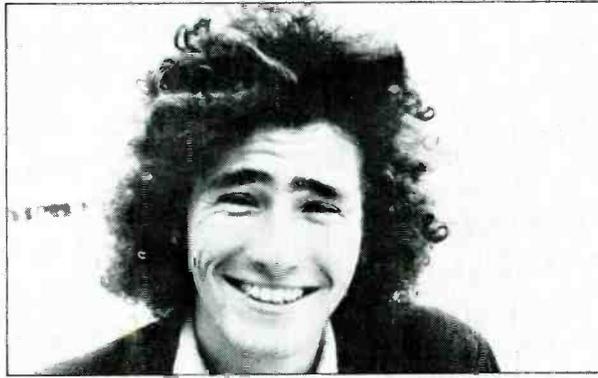
It means also such blue chip Warners idols as Petula Clark, Bill Cosby, Rod McKuen, The Association, and the San Sebastian Strings.

Together, of course, with

OTHER WONDERS

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

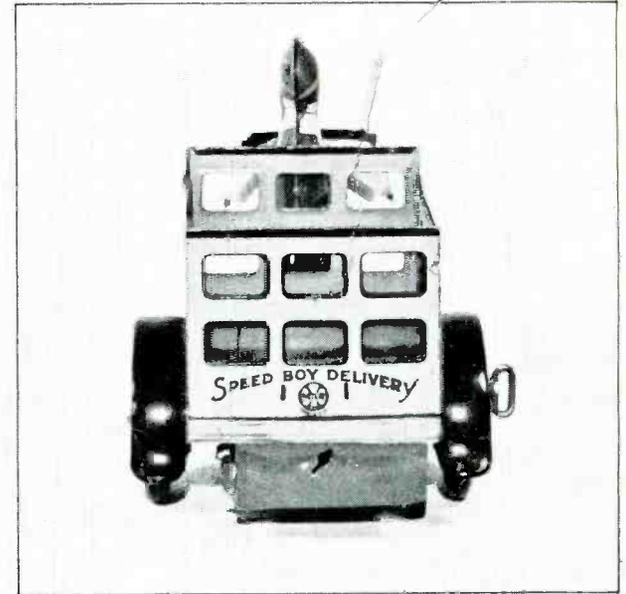
(Incidentally, Warner-Reprise has just acquired the entire and strange catalogue of Straight Records, which means that



such as Tim Buckley will now be on our cassette roster.)

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

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



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

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Send me your list, to:



From The Music Capitals of the World

(DOMESTIC)

• Continued from page 32

ords chief, has a new release, "Dry Your Eyes," starting to make a lot of noise in the Cincy sector. It's by the Glass Wall, a new local group working under Carlson's guidance. . . . Station WZIP's Country Shindig No. 6 of the season is slated for two performances at Music Hall Sunday, Feb. 1, with reserved-seat duets scaled at \$4.50 and \$5. In the line-up will be the Osborne Brothers, Porter Wagoner and the Wagonmasters, Dolly Parton, Spec Rhodes, Hank Thompson and the Brazos Valley Boys, Wanda Jackson, Curtis Potter and Wynn Stewart. . . . Another of Station WKRC's Pop Concerts is skedded for the Taft Theater Friday night (23), featuring Mitch Miller, his orchestra of 75 plus his Sing-Along group. **BILL SACHS**

LAS VEGAS

Singer-songwriter Tommy Boyce and Bobby Hart shored up an otherwise weak Flamingo Hotel main show featuring Zsa Zsa Gabor with a mixture of duet and original instrumental presentations. Miss Gabor fumbled lines

Leber in London

NEW YORK — Steve Leber, director of the music division of the William Morris Agency, is in London for a week of business meetings. Leber recently handled the Rolling Stones' U.S. tour.

and chalked up repeated boo boos. But Boyce and Hart took over the show to divide their duets between their own compositions and other top 40 tunes.

The Tropicana Hotel came on strong with the debut of The World's Greatest Jazz Band after its showcase appearance during halftime at the Senior Bowl. An update of Decca Records Lawson-haggart Band, it features lead trumpeter Yank Lawson and Billy Butterfield along with the forceful trombone of Lou McGarity backed by Carl Fontana. Bud Freeman handles tenor sax and Bob Wilbur doubles clarinet and soprano sax. Pianist Ralph Sutton, bassist Sid Catlett and drummer Gus Johnson offer a solid rhythmic foundation.

Diana Ross & the Supremes broke attendance records at the Hotel Frontier's Music Hall several times as celebrities and fans joined for a last look before Diana separates from the group. . . . Vaughn Monroe is slated for a date at the Dunes Hotel's Top O' the Strip for an Oct. 2-Dec. 5 stint. . . . Frank Sinatra Jr. closed at the Frontier Hotel to head for Japan where he will co-star in the film, "The Walking Major." After six weeks of shooting the film, he will return to the Circle "F" Lounge March 12. Vic Damone and the Joe Parnello-led orchestra will fill the gap in the Circle "F."

Producer Dick Canellis presented Three Dog Night in concert at the Las Vegas Convention Center Jan. 16. . . . The Sky Room of the Desert Inn Hotel reopened with dance music by Murray Arnold. Meanwhile, Jan Gar-

ber and his orchestra closed out in the DI's Lady Luck Lounge. . . . Teresa Brewer, a long-time staple, moved to the Landmark Hotel where she is backed by the Terry-tones, three singing - dancing youths. . . . Dionne Warwick took over the Sands Hotel's big room for a two-week stay ending Tuesday (27). . . . Cathy Chemi pacted as featured vocalist with the Harry James Orchestra where she will debut in Miami and move on for an extended cruise date in the British West Indies.

Tom Jones returns to the Las Vegas International in April. Barbara Streisand will move into the Riviera Hotel in March. Perry Como into the International in June.

LOS ANGELES

Caroline Molzan Sydelle Abramowitz, Sherry Leverich and Susan Schuster have joined Transcontinental Record Corp. to form a production department. They were formerly in Paramount Records production department. . . . Forward Records has named Best in Buffalo and Hot Line in Memphis as new distributors.

ABC Records will release a series of oldie singles on the ABC/Oldies Treasure Chest line. Artists covered include Ray Charles, Tommy Rowe, Lloyd Price, Danny & the Juniors, Barry Mann, Royal Teens, the Impressions, Brian Hyland, Steve Lawrence, Louie Armstrong, Frankie Laine, the O'Kaysions, Gabor Szabo, Elegants, Joe Bennett & the Sparkletones, Mighty Marvelows and B. B. King.

Dorian Music has been formed by David W. Ray, with his "Two By Two" being recorded by the Cowsills. . . . Jimmy Jones will arrange Sandler & Young's next Capitol LP. He will also do the charts for Mel Torme's next Capitol album.

Former jazz disk jockey Les Carter has produced an album for

Epic featuring his wife, vocalist Susan Carter, backed by seven members of Blood, Sweat & Tears. The LP is titled "Wonderful Deeds and Adventures" and features several jazz musicians, including Jackie Byard, piano; Randy Brecker, trumpet and Al Porcino, trumpet.

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

Forward Records is planning separate merchandising campaigns for the five LP's it distributes from Together Records. These titles include Danny Cox's "Birth Announcement," Alan Watts "Why Not Now," "Chicago Anthology," "Early L.A." and "The Hillmen." Cox and Watts packages are dou-

ble jacket sets. "Chicago," "Early L.A." and "The Hillmen" are all additions to the labels anthology series begun several months ago with "Preflyte," tapes of early Byrds performances.

Creative Sound has released its fourth LP on the Wedgewood, a male vocal quartet. The group is featured on the syndicated TV series "World of Youth" and does college concerts.

Symbolic Music Productions has formed Madrigal Management Corp. to handle acts performing for the record company, according to president Quincy Jones. . . .

The Bee Gees will be doing concerts in the U.S. this year. Group now consists of two brothers Barry and Maurice. . . . Mediterranean Records has released the LP "Golden Fingers" featuring bouzouki artist John Stamatis.

Raintree Productions has been (Continued on page 38)

Talent In Action

• Continued from page 31

Sunshine In," with the audience joining in, was the ultimate tribute to their lasting dynamic style. **ROBIN LOGGIE**

POTTER & McGRATH

Gaslight, New York

Until the evening of Jan. 14, the folk-singing team of Don Potter & Bat McGrath was virtually unknown outside their home base of Rochester, N.Y. However, their immensely successful opening at the Village Gaslight has since changed this.

The duo, a healthy, well-co-ordinated blend of voices and guitars, treated their small but appreciative audience to a

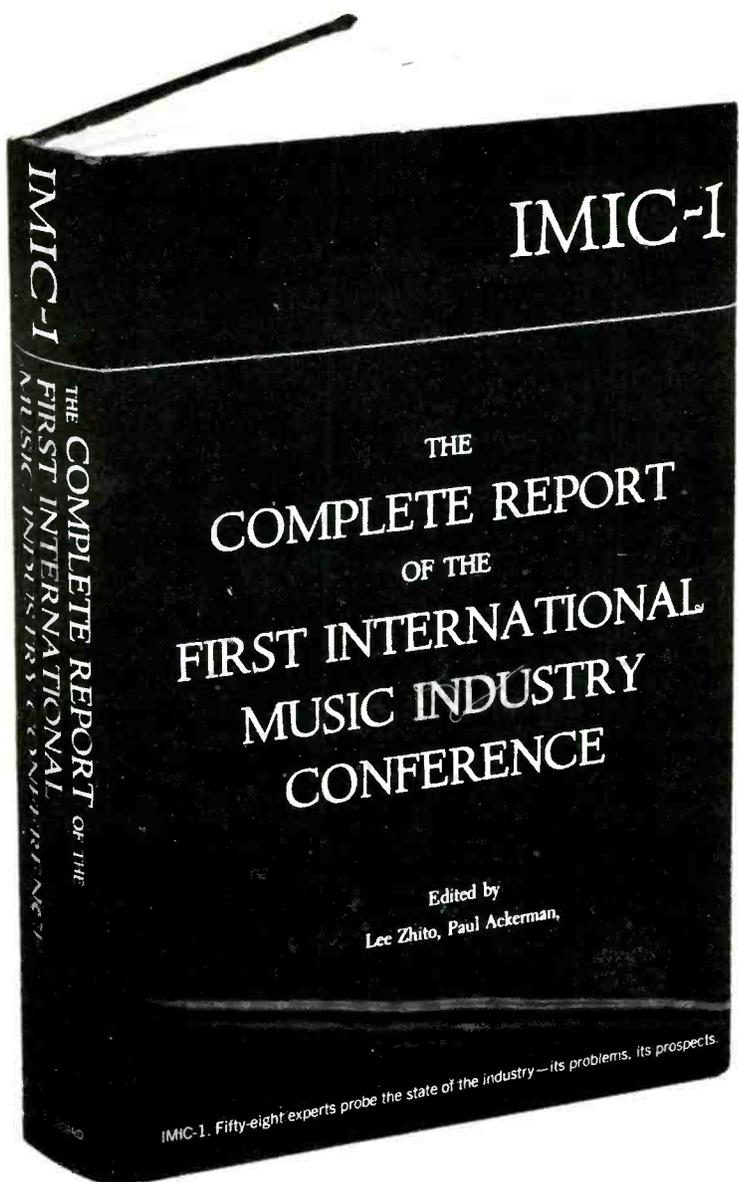
bill of fare that was original and warmly refreshing in its style, presentation and sincerity.

McGrath & Potter, on Epic Records, are professional without being pretentious. Their repertoire, ranging from the poignant, tear-jerking "Just One Smile" and "Over the Rainbow," to the pulsating, foot-stomping, "Way Down in New Orleans" and "Don't Make Promises," was smooth, coherent and skillfully arranged.

Potter, on lead guitar, is not only an expert musician, but also a skillful vocalist, while McGrath, on the quaint, antique Guitarron, offered a backup sound that was cohesive and authoritative.

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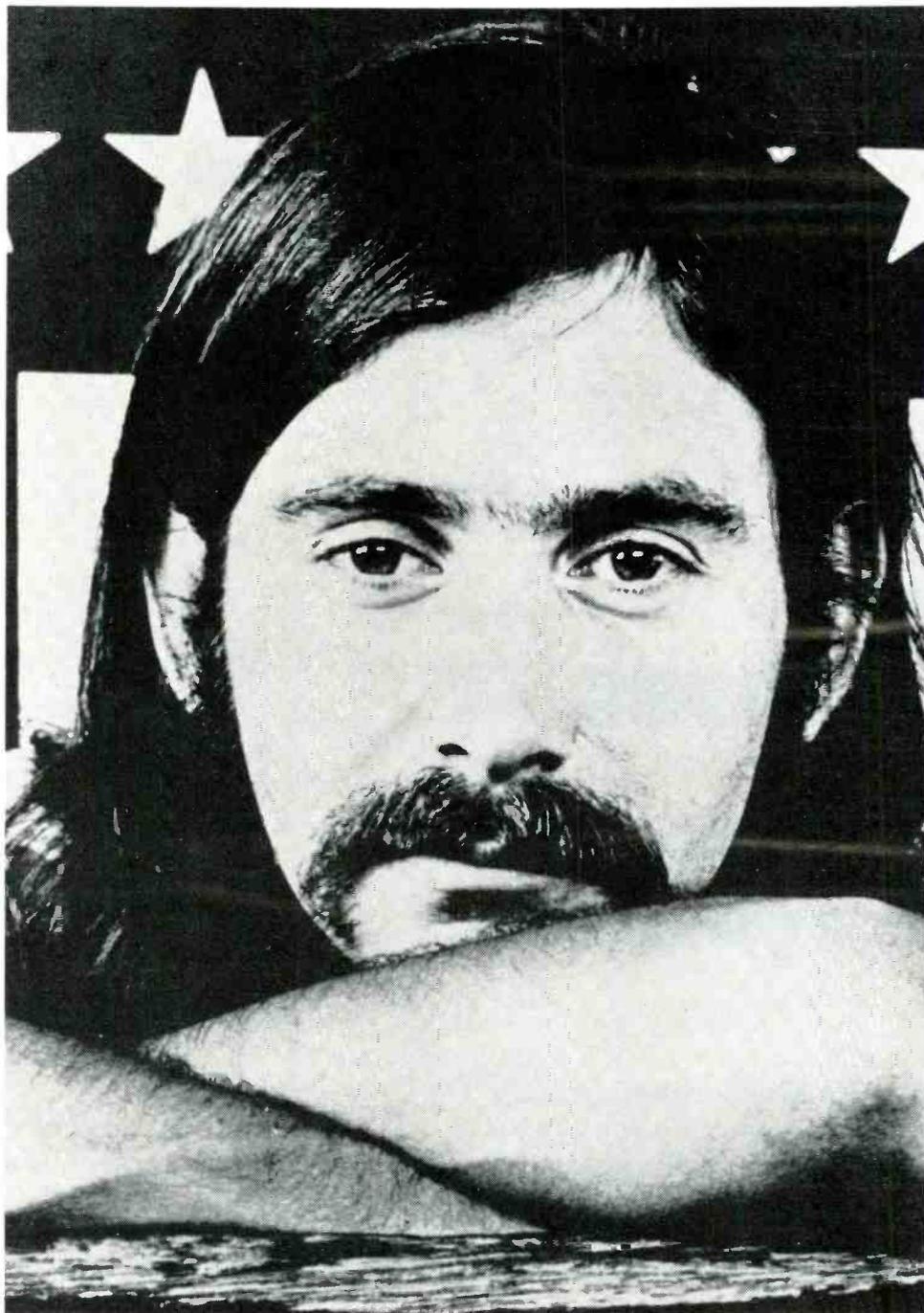
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From The Music Capitals of the World

(DOMESTIC)

• Continued from page 36

formed with **Steve Waltner** and **Dennis Hardesty** as principals in Arcadia. First acts include **Tom Morgan**, actress **Sue Ann Langdon**, **Jerry Zarembo** and a rock group called **Oldfield**. Company also operates Zulu Publishing.

Jerry Naylor has formed Aachen Music to be operated by CoBurt Productions. Vocalist Naylor is cutting several tunes from Aachen in his new Columbia LP.

"Playboy After Dark" syndicated TV series will include rock bands and business figures like **Bill Graham** on panels to discuss rock music. . . . Capitol is releasing two sampler LP's for \$1 under a "New Spirit" merchandising campaign. Each LP has 13 artists. One LP is on Capitol, the other on Angel. **ELIOT TIEGEL**

NEW YORK

King's **James Brown** received the USO's Outstanding Service Award

at his Jan. 9 opening at Las Vegas' International Hotel. . . . Triode's **Ronnie McCain** is featured in the Australian company of "Hair," which is in Sydney. . . . **Country Joe & The Fish** leave Tuesday (27) for a Far Eastern tour that includes stops at Okinawa, Tokyo and Osaka. . . . The **B. G. Ramblers** opened two weeks at the Office Lounge in St. Petersburg, Jan. 5. . . . Composer **Walter Raim** is completing music for a spring TV special for Alcoa and also is producing an album for Earth Records with Levine Resnick Productions. . . . **Billy Ver Planck** is readying **Mariene Ver Planck's** third Mounted album. . . . **Mort Ascher**, president of Emil Ascher, Inc., has signed the firm's eighth consecutive annual contract with San Juan's Delta Film International for rights to all music in Ascher libraries. . . . BluesWay's **B.B. King** appears at San Francisco's Fillmore West through Sunday (18) and Los Angeles' Whiskey A Go Go, Monday (19) through Wednesday (21).

GRAHAM SETS L.A. CONCERTS

LOS ANGELES — Having conquered San Francisco and New York, Bill Graham is now planning to promote music concerts at the Olympic Auditorium here. Graham, with Bruce Glatman, had promoted a successful New Year's Eve show at the facility, prompting him to consider a year's pact. Graham and the auditorium expect to have the papers signed by the end of the month.

Vanguard's **Country Joe & the Fish**, Capitol's **Quicksilver Messenger Service**, and Avco's Embassy's **Eric Mercury** play Fillmore East, Friday (23) and Saturday (24). . . . **Max Morath**, whose one-man ragtime show was recorded for RCA, brings the show to Washington's Ford Theater, Monday (19) for four weeks. . . . **Anna Moffo**, who records for Angel and RCA, gives her first Carnegie Hall concert, Feb. 14, with symphony orchestra conducted by **Anton Guadagno**. . . . Atco's **Jack Bruce**, who will be featured in a

(Continued on page 49)

Dexter's Scrapbook

By DAVE DEXTER JR.

HOLLYWOOD — A former dance band arranger who in recent years has composed scores for more than 70 motion pictures believes he has the answer to why loud rock is the favorite music of American youth.

"Kids today simply want to turn themselves off," says Elmer Bernstein. "They favor loud, raucous music because it obliterates communication. It expresses the inability of young people to face life—it has become not a way of life but a way of escaping it."

"Adults," says Bernstein, who is often confused with the New York composer and maestro Leonard Bernstein, "should listen carefully to the kids' music and learn why they prefer it, and thus they may get to understand what their children are doing, and why. The Vietnam stalemate, classroom studies, the draft, sex—these are the things that worry and upset our youngsters and they are turning to noise to forget them."

Bing Forgot the Words

Bing Crosby made his first records more than 40 years ago, but for all the thousands of songs he's crooned and the millions of dollars he's banked, he says he knows the lyrics to only "just a few" tunes as another new decade gets under way.

"Sometimes I don't sing a

song in months." Crosby laments. "I have no repertoire at all these days. Sometimes I wish I had a modest little night club, where I could go a couple of times a week and warble a set. Yes, I'd like that."

When he's not fishing or hunting or doing an occasional TV shot, Crosby spends most his time at his house in Hillsborough or at a nearby course golfing. He is now 65.

A Professional 24 Years

In Hollywood to make another album, Louisiana's Doug Kershaw says his music is pure "Americajun" and that his favorite artist is himself. He plays 29 instruments, he admitted, and the fiddle is his favorite. Doug has worked as a pro for 24 years, and would never, never use pot.

"My music is my high," he said. "You better believe me, I would never be caught with my honesty down."

A New Singer

Gwen Bari, a beautiful blonde who plays piano and sings in 10 languages in a three-octave range, just might be a solid bet for records. Featured with her is Bambi, her white poodle, who sings, plays a tiny jeweled piano and wears a costume that matches Gwen's. The act's weakness is Bambi, whose vocal range spans only a single octave.

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AFM Kicks-Off First Special Youth Plan

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

The program, which is called "Young Sounds of the AFM," contains three essential features. Initiation fees for musicians age 14-21 (under 14, no initiation fees) which may be paid in installments and are refundable in full with 90 days if the young member does not wish to continue; special wage scales geared to special categories of employment, such as teen dances, recreation centers, record shops, etc., during the apprenticeship period; "Young Sounds" membership will include instructions and orientation sessions, de-

signed to assist young musicians in all pertinent aspects of the music profession, and inform them on such matters as booking agents, personal managers, contracts, recordings, radio and television appearances, etc.

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



PETE GARRIS, left, Congress Records national sales and promotion director, shows gold record awarded the Flying Machine for "Smile a Smile for Me" to Russ Regan, label's vice president and general manager, and Ernie Farrell, West Coast promotion manager.

Ronnie Hawkins In Global Tour

NEW YORK—Ronnie Hawkins, Cotillion Records artist, is on a worldwide tour that will wind up in Rome on Feb. 15. He's being accompanied by freelance writer Ritchie Yorke, who is acting as the representative for John & Yoko's Peace Campaign in Canada.

Hawkins' trip began in Los Angeles Jan. 15. On the itinerary after Los Angeles are Papeete, Tahiti, Sydney, Melbourne, Tokyo, Hong Kong, Bangkok, Paris, Stockholm, Amsterdam and Rome.

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

Alice Cooper in Rockland Shatters Chicago Audience

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

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

audience responded by throwing the boxes back at the group.

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

GEORGE KNEMEYER

Signings

Bill Deal & The Rhondels have re-signed with Heritage Records.

The Wild Weeds, a Connecticut rock group, joined Vanguard.

Patrick Sky has signed with Capitol. Richard Sandfield, ventriloquist, and his dummy, Willie, to Dooto.

The Brownsville Station joined Polydor, where A&A Productions are producing their "Rock and Roll Holiday" single.

Don Costa signed to produce Rod McKuen's "New Ballads" album for Stanyan.

The Earthquake, an eight-man band, to World Pacific.

Graham Bond, and Brian Auger & The Trinity signed agency agreements with the Robert Stigwood Organization.

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From The Music Capitals of the World

(DOMESTIC)

• Continued from page 38

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

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

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

Vanguard's **Frost** appeared at the Action House in Island Park, Friday (23) and Saturday (24), Ungano's, Sunday (25) through Tuesday (27), and the Electric Circus, Friday (30) and Saturday (31). . . . **Sonny DiNunzio**

have been signed by Mile Lewis-Stuart Enterprises, Ltd., to produce the next single of Jubilee's **Racket Squad**. . . . **Capitol's Nancy Wilson** opens a two-week stint as headliner at San Francisco's Fairmont Hotel, Thursday (29). She has signed with Chartwell Artists for representation in all fields. . . . **Herb Miller**, brother of the late Glenn Miller, has hired **Tim Gayle** to do a publicity campaign on a new San Francisco Bay area band he's building. Gayle also has re-activated Advance Records and International Tunes.

Warner Bros.-7 Arts' **Dion** opens a four-night gig at the Main Point, Bryn Mawr, Pa., Thursday (22) with **Don Crawford**. Capitol's **Hedge & Donna** and Atlantic's **Louie Wainwright III** begin a four-night run, Thursday (29).

Stonehedge Productions, which originated in New Jersey, has opened New York City offices at 350 East 52nd St., Suite 1E. The management and production firm headed by **Joe McHugh** and **Steve Sargeant** also will open facilities in Los Angeles and Toronto. . . . **Charles Fox** will score Universal Films' "Pufnstuff" in Hollywood. . . . Flamenco guitarist **Sabicas** follows Warner Bros.-7 Arts' **Turly Richards** into Mirasound Studios for sessions on his Polydor album. **FRED KIRBY**

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MEMPHIS

Tim Riley, formerly general manager of Pepper Record, and **Jim Brahser**, leader of the Short-Kuts, have formed their own com-

Bonnie & Friends Tour Canada

TORONTO — The revised American itinerary of **Delaney & Bonnie & Friends** begins at Massey Hall here Feb. 2. They will be touring with **Eric Clapton**, who is featured on their forthcoming Atlantic Records album due for February release.

They also will appear on the "Dick Cavett Show," Feb. 7, New York's Fillmore East, Feb. 6-7; Boston Tea Party, Feb. 8-9; Philadelphia's Electric Factory, Feb. 11; Minneapolis' Symphony Hall, Feb. 12; Chicago's Auditorium Theater, Feb. 14; Kansas City's Memorial Hall, Feb. 15; San Francisco's Fillmore West, Feb. 19-22; and Santa Monica (Calif.) Civic Center, March 1.

pany to help promote new records, artists and songwriters in Memphis.

Larry Eades, president and pro-

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

Lelan Rogers, producer at Silver Fox Record Co., a subsidiary of **Shelby S. Singleton**, Nashville

complex, has been at Sounds of Memphis working with Silver Fox artists, **C. L. Blast**, **Rosalind Madison**, **Betty LaVette** and **Hank Ballard**. He also worked with **Sam Dees** for Calla records. **B. B. Cunningham Jr.** engineered the sessions.

Rudolph V. Russell, president of Goldwax Record Co., who was sick much of last year has begun production of some Goldwax artists including **James Carr**.

Tommy Cogbill and **Chips Mo-**

man teamed to produce a new album on the **Box-Tops** for distribution by Bell Records.

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

(Continued on page 63)

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DO YOU CARE?

Radio-TV programming

Albums Making Deeper Inroads In Top 40 Programming on Radio

By BOB GLASSENBERG

NEW YORK — Albums are making deeper inroads in Top 40 programming. After years of taking a back seat in the format bus, albums are finally receiving respectable air time on radio stations. There are several reasons for the increase of album airplay. One major reason is the fact that albums are often selling more than some singles in major markets. New Haven, for example, has increased album sales. Program director Bill Hennes of WHNC, New Haven, used to program only LP cuts from the real heavies like the Beatles. There was always a demand to hear such cuts especially from LPs like "Abbey Road." Now, however, WHNC is playing cuts from the 30 top albums in their market. These 30 albums are determined by local sales in the record stores of New Haven, a town in which there are many colleges. "We aren't trying to get the progressive rock listener." But WHNC plays album cuts by Led Zeppelin, Johnny Winter, and Crimson King after 6 p.m. WHNC also plays Tom Jones and Creedence Clearwater Revival for the pop listener. The format for album cuts is balanced and programmed at the rate of two an hour. "We have to go with what the people want, based on rec-

ord album sales which are greater than single sales in this area and based on our heavy cross-examination of people who call up for requests," Bill said. "We're spraying acid all over the place because that's what our listeners want to hear."

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

Charlie Parker of WDRC in Hartford gives a second reason for playing album cuts. Many record companies are taking singles from albums. A recent Blood, Sweat & Tears single was the example he gave of a cut lifted from an LP. At WDRC, LP play depends upon time segment and the possibility of a sensible smooth transition. The station will try to pick up on an album that is happening on the campus through its "vast network of underground spies," as Parker put it. This method has had great success

in bringing the winners to the station's listeners.

WSAI program director Bob Harper said, "Once upon a time, artists made singles to get their names known to the public," Harper said. "Now the artists are cutting albums and the

(Continued on page 56)

WGEE Sheds Soul For Soft Rock Body

INDIANAPOLIS — WGEE, once the voice of soul music here, has switched to soft rock format hinging on humor, reports program director Steve Warren. At the same time, WGEE-FM, which previously featured country music, is now simulcasting the AM format. Plans are to make WGEE-FM a 24-hour stereo operation in the next few weeks. WGEE is a daytime station.

WGEE is now playing hit singles by such acts as the Fifth Dimension, Tommy James and the Shondells, and Neil Diamond, as well as Eydie Gorme. "I don't think our new sound will turn off either teens or adults," Warren said. "It's a very melodic sound. All of the records that we play are chosen by ear alone; we do not care what their sales are."

The focus of the station will be on heavy personalities and humor. A lot of the humor will be from album cuts, but Warren pointed out that the station's staff was writing and producing original humor as well. He said production includes a lot of bell ringing and gags.

Air staff includes Warren, operations manager Lee Daniels, Russ Carter, Art Randall, Bruce Sommers, and weekend men Ron Hofer and Bob Todd. A lot of the staff are former WIFE members. WIFE is the local rock station. WGEE had been receiving strong competition from WTLC-FM, a 24-hour soul station. WGEE-FM had been



BUCK OWENS & His Buckaroos with Ed Sullivan, during a recent appearance on Sullivan's show. Owens and his group are scheduled to return to the Sullivan show in 1970. Owens returned to the television screen on Dec. 17, via his own show, "Hee Haw," seen on CBS-TV.

Top 40 Revitalized, Clayton Way

By JOE DISABATO

HARTFORD—Top 40 radio as we know it is suffering from a terminal disease, believes WPOP program director Dan Clayton. WPOP is one of the nation's more successful Top 40 radio stations. But Clayton contends that the changes in today's music and the tastes of the audience, together with the emergence of FM stereo broadcasting, may sound the death knell for all AM radio broadcasting during the next 10 years. He said that only by breaking some of the rules of Top 40 broadcasting and programming LP cuts will the program directors be able to breathe life back into Top 40 radio.

At WPOP, Clayton put his philosophy into practice. A veteran air personality himself, Clayton feels that the personality is of the utmost importance even within the strict format of a Drake-styled radio station. Clayton started as the morning man at XEAU in Tijuana. Then

he worked as a personality at KDEO in San Diego, as program director at KENO in Las Vegas, as an personality at KBTR in Denver, as a personality at WPGC in Washington, before becoming program director at WPOP. He claims that Ev Wren in Denver was the best program director that he has worked under.

WPOP was very tightly programmed when Clayton started there, but he has loosened up the format somewhat to allow his air personalities to shine through. His announcers are John Scott in the midnight-6 a.m. slot, the team of Bill Winters and Lou Morton from 6-9 a.m., Tom Jones 9-noon, Bill Love noon-3 p.m., Mike Green 3-7 p.m. and Jack Armstrong from 7-midnight. Armstrong is one of the strongest personalities in radio, equivalent in impact to New York's Cousin Bruce.

Clayton bemoans the fact that

it is increasingly difficult to find good air personalities today. He feels that this is contributing to the demise of the Top 40 station. Program directors and station managers are being forced to rely on the broadcasting schools which Clayton contends are no substitutes for in-the-field training and experience. This lack seems to be one of the largest problems contributing to the lack of good air personalities.

In programming music, Clayton and music director Bob Paiva encourage the announcers to make their feelings known to them, but the personalities themselves choose no records for airplay. Each record is slotted by Clayton, the top-selling and top-request records being played roughly every hour and a half. Clayton feels that repetition is the key to success for a song and that frequent play of a record does not knock the wind

(Continued on page 56)



ANDY RUSSELL, CAPITOL RECORDS artist, testing the studio's acoustics with air personality Gary Owens, right, of KMPC. Russell was at the Los Angeles station to promote his new single.

WCVU Into Rock; Four Oldies an Hr.

PORTSMOUTH, Va. — Seaboard Broadcasting station WCVU, 5,000 watt, has switched to rock. Dave MacFee is station operations director of the former easy listening station. The new format calls for four oldies an hour, a playlist of about 50 records to which new records will be added as soon as they're received by the station, and a list of 15 albums from which deejays can select their own cuts. Air personalities include MacFee, Tom Sanders; Marv Henry, a voice man; and Chuck (Chuck Howard) Taylor. The 24-hour operation went on the air without jingles, but some are on order. WCVU gives the market three AM Top 40 stations; others are WGH and WNOR.

bumping against WIRE, one of the nation's most successful country music stations.

"But we were not backing out of anything," said Warren. "We are going into something all new—fun radio." WGEE is playing 2-3 album cuts per hour and two oldies per hour.

WRFD to Switch To Country Jan. 19

COLUMBUS, Ohio—WRFD, a 5,000-watt station here with a signal that covers almost the entire state, will switch to country music on Monday (19), reports general manager Phil Sheridan. The daytime station has long been a middle-of-the-road music station. "The thing I don't like about MOR programming is that today nobody knows what it is. We know what country music is," Sheridan said.

Reason for the format change, Sheridan said, is that "there's an overpopulation of MOR stations in the area, while I think we can do country music as well as anyone." Because of the signal, 880 on the dial, the station will bill its new sound as "Statewide Country."

Sheridan said he'd wanted to switch to country music as far back as 15 years ago, "as did others on the staff. Reason we waited so long, is that I wasn't manager." Sheridan became manager of the station two months ago.

Program director is Bill Pres-

Gospel Show in WJBK-TV Bow

DETROIT — "Motor City Golden Gospel" premiered Jan. 11 on WJBK-TV, Channel 2. The local show will feature both local and national gospel groups with Edward M. Smith and the Golden Gospel Singers as permanent hosts. The premiere featured Harold Smith and the Majestic and the Rance Allen Trio. Other performers lined up include Donald Vail and the Choraleers, the Marion Gaines Singers, the Voices of Tabernacle, and the Community Youth Ensemble.

It's Now KOLA-FM

RIVERSIDE, Calif.—KOLA-FM are the new call letters of KFMW-FM, an easy listening station here. Frederick Cote is general manager.

ton. Preston will team up with Tom George, deejay, just hired from country station WMNI in Columbus, on picking the music. Other deejays include Howard Alan and Jack Bartley.

LP's Accent KPAR Play

ALBUQUERQUE, N.M. — KPAR has gone on the air with a heavy album format. Program manager Johnny Fairchild says the station has created a sound never before heard in the Southwest. "Our format consists of a heavy LP sound—the best of Top 40 mixed with a touch of progressive rock," he said. This mixture of sound was derived from extensive research by Fairchild and station manager Ray Bellak. "We found that listeners were not hearing the music they wanted, so we came up with a format a little different," said Fairchild.

The station's first promotion consisted of a series of 12 Zodiac posters created by Ross J. Ward. The demand was so great that they are now in second printing. KPAR has also saturated the city of Albuquerque with giant colorful posters.

Besides Fairchild and Bellak, the station's personnel includes Dave Brooks, Dan Daniels and Sam Tate.

KDXE SHIFTS TO HARD ROCK

LITTLE ROCK, Ark.—KDXE, daytime 1,000-watt country music station here, is switching formats to hard rock. Bill Stewart, former program director of WNOE in New Orleans and a veteran of Top 40 radio, is new general manager. The date of format change was not known at press time.

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Misty Roses
Multiplication
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Rain on the Roof
Reason to Believe
Say You
She'd Rather Be With Me

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Need news director for our new News Department. \$150 per five-day week plus talent and expenses. Liberal completely paid benefit program. Want ambitious man who enjoys being the best. Write Billboard, Box #0189, 165 W. 46th St., N. Y. 10036.

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

Wanted for a major 25 market station with tight contemporary format—a Wild Child or Jack Armstrong type jock. We want a "bad man." Only the strong need apply. Send tape and resume to Box 0206, Radio-TV Job Mart, Billboard.

Heavy air personality needed for WKBR, Manchester, N.H. Good staff, congenial atmosphere. Pay will depend on the man. What I need is a hard-working professional with two or more years of experience. Send tape and resume to Bill Munda, WKBR, Manchester, N.H.

Newsman for day shift at progressive New England station. Good salary and excellent working conditions, including insurance. 903-669-1250 and ask for news director or Bill Munda. Only professionals need apply. \$150 a week.

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

Momster station in Southeast needs crackerjack morning personality. Red hot organization. Rush tape, photo and resume to Billboard, Box 0203, 165 W. 46th, New York, N. Y. 10036.

Wisconsin light contemporary in beautiful year-round recreation area, needs 1st phone who runs tight board, likes production and music. Excellent salary and fringe benefits, including profit sharing. Modern facility and equipment. ABC contemporary affiliate, 5,000 watts, regional powerhouse on 800. Reasonable cost of living, excellent schools. Send tape and resume to Tim Grant, WDUX, Waupaca, Wis. Or call: 715-258-5528.

Production man... I may lose one man to the draft. I'd like to have a couple of names in the can in case if you are strong on copy and production, if you can create and keep pace with the best radio production department in the industry, send samples of your work. Only the best need apply. To: Jefferson Kaye, program director, WKBW, Buffalo, N. Y. 14209.

Savvy production pro to join 50 kw. clear. Fun on the air, communicate in an adult manner on contemporary MOR. Combo; education; community oriented. Aircheck, commercial/promo samples, resume. No phone calls, please. Write to Alan Wilson, administrative assistant, Employee Relations Dept., WHAS, Inc., 520 West Chestnut St., Louisville, Ky. 40202.

Radio management—major market progressive rock station has immediate opening for manager with heavy sales, intelligence, enthusiasm and managerial experience. Write letter and resume to Box 0213, Radio-TV Job Mart, Billboard.

Wanted—an American representative to handle highly original and humorous (American and British) record show on tape. For information and tape, write Box 0210, Radio-TV Job Mart, Billboard.

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

Class A FM stereo station in California is looking for a versatile, creative, experienced PD. MOR format; live and automated. Room to advance with this station and/or company. Contact Box 0208, Radio-TV Job Mart, Billboard.

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

POSITIONS WANTED

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

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

Young, creative, ambitious personality, experience. Selling, Copywriting, News and Sports Coverage and Writing, some play-by-play. All music formats all times of day and night, except graveyard. Currently P.D., M.D. Prod. Mgr. 3 years in biz. Broadcast School grad, 3rd endorsed, 22, married, permanent, will relocate. Let's talk. Write James L. Schulz, 2219 S. 15th St., Sheboygan, Wis. 53081. Phone after 8 p.m. CDT: 414-458-4775.

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

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

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

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

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Limited experience—but willing to work really hard. Will locate anywhere to learn. D.J. school and third phone. Draft exempt. Call Don Polidori, (404) 422-1638 after 6:00 p.m.

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

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

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

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

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

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

Young creative British deejay seeks position with radio station or discotheque in U. S., preferably West Coast. Cool, cultured English voice. In-depth knowledge of British-American music. Excellent contacts in music field. For air check, photo, contact Geoff A. Jukes, 105 Victoria Rd., Wood Green, London N.22, England.

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

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

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

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

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

Williams' Summer Host Ray Stevens

LOS ANGELES—The summer host for the NBC-TV network "Andy Williams Show" will be Ray Stevens, singer composer and arranger. Stevens has written over 500 songs with four of his songs becoming major hits. These include "Gitarman," "Mr. Businessman," "Along Came Jones," and "Ahab the Arab." Stevens will appear nine times during the current Andy Williams show season.

CKXL Show on Generation Gap

CALGARY, Canada—CKXL, in cooperation with the Unitarian Church of Calgary, is producing a weekly half-hour show — "Both Sides Now"—dealing with the generation gap. The show features spokesmen for each side of the gap and leaves the impression that a moral, ethical, and religious life is desirable. The program includes current music illustrating various points raised in the discussion.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Tapes for the first annual Billboard air personality competition are already coming in. It's open to air personalities everywhere. To enter, send an hour tape, 7 1/2 ips, unedited, taken live from your show, to: Claude Hall, Billboard Magazine, 165 W. 46th St., New York, N.Y. 10036. Awards will be presented to all formats in small market, medium market, and large market categories. Runners-up will receive certificates. Presentation ceremonies will be during the third annual Radio Programming Forum June 18-21 at the Waldorf-Astoria Hotel here, but you do not have to be present to win. Other awards will be presented to program directors, music directors, and general managers.

George Fischer is the new program director of WSB, Atlanta; he was an air personality at the station and succeeds L. Brent Hill. ... KCKC, San Bernardino, Calif., has resigned from the National Association of Broadcasters. KCKC manager Harry Trenner accuses the NAB of becoming a television organization and that radio was being more and more engulfed with TV's programs. He calls for a separate radio organization.

Frank Hays has joined WHYL in Carlisle, Pa. WHYL program director Ben Barber says WHYL-FM is playing three LP cuts an hour and Saturday nights are totally progressive rock. He needs albums bad. Guarantees airplay. ... Dave Randall, formerly with WMFJ in Daytona Beach, Fla., is now Paxton Quigley with WQAM in Miami and is doing an 8-midnight show. Rick Shaw of WQAM has left the station to join Dan Chandler in a local radio-TV production firm. Chandler had been program director of WQAM. Shaw had been there many years.

Bill R. Emery does a rock show on KXEO, P.O. Box 475, Mesico, Missouri 65265. Needs singles. Good little station serving more than 135,000 families. ... Joyce Monroe has joined KYA, San Francisco, as creative services director; she'd been vice president of programming for Rounsville Radio once and also was management assistant for a while with KGU, Honolulu. ... Ralph W. Ricks and Robin (Ray) U'ren now share the music director duties at WMDN in Midland, Mich. Lineup there goes: Ricks, Lee Norling, U'ren, and Gary Kiley.

Bill Taylor, program director of WABR, country station at P.O. Box 7475, Orlando, Fla. 32804, needs soundtracks and instrumental LP's for production use. Says that country stations have a hell of a time getting albums to use



LOIS WALDEN, new artist on the Earth Records label, makes the pitch on her new LP release, "Walden," to Jerry Thomas, deejay-personality at WKRC, Cincinnati. Jerry seems impressed, altho the big smile on his kisser may stem in part from the fact that he had just collected a C-note bet on the Kansas City Chiefs in the recent Super Bowl game.

for production. ... Frank Gould, formerly with CFOX in Montreal, is now with CKGM, Montreal working in the music department.

Bill Pride, a former Top 40 personality, is now doing a 5-8 p.m. seven-days-a-week show on KWAM-FM, a country music station in Memphis. The 100,000-watt station operates 24 hours a day. The AM station is now all-religious. Pride, who'd worked at WREC, says he's liking the country sound more all the time.

WELH, campus station at Eastern Illinois University, Charleston, Ill. 61920, is soon to be heard on CATV. The station already serves 5,000 college students. Music director Brian B. Moore needs singles, rock and easy listening. ... Jeff Mazzei, after three years working on the New York University campus station, is joining WMCA, New York. ... Just heard from Tom Adams, program director of WPDQ, Jacksonville, Fla. He's having a problem getting Billboard. The reason, of course, is that sexy computer system out in Cincinnati. Men, if the sexy computer is fouling up your deliveries of Billboard, drop me a note.

I need help. Billboard is now conducting a series of interviews with various radio people regarding topics we should cover during the coming Billboard Radio Programming Forum. People who attended are receiving questionnaires. But it would be impossible to interview enough people. I'd like to hear the ideas of the radio and record men who read this column. Drop me a note, if you will, about the problems you feel ought to be discussed. You can even recommend a possible speaker (though I don't guarantee we'll use him). I'd like to hear from large and small markets and from managers, program directors, music directors, and air personalities. This is your chance to sound off ... and be heard.

Since last September, WSBA in York, Pa., has presented 12 major music specials and program director Barry Gaston says they've all proven to be outstanding successes. He already has two more in the can. Lineup at the station now includes Al Wolfe, Bob Woody, Dave King, Don Stelle, Bill Campbell and Jim Wayne. ... Dick Hogrefe, sales manager, has been promoted to general manager of WFBG-FM, Altoona, Pa., replacing Robert J. Huckabone, who has been transferred to become general manager of WNB-FM, Binghamton, N.Y. Former WNB-FM general manager Warren Koerbel has acquired AM and FM stations in Jamestown, N.Y. ... Just heard from Craig A. Jones at WHBF in Rock Island, Ill. Sorry, Craig, but I don't print ratings unless I get a Xerox copy. Rest of WHBF lineup includes Joe Anderson, Dick Stuart and Dave Hoehne.

Latest word from Robert W. Morgan of KHJ, Los Angeles: "I thought you were still in Atlanta passed out in Betty Breneman's suite." ... By the end of fiscal 1969, according to the FCC, there were 4,254 AM stations on the air, plus 2,018 FM stations. In 1968 radio revenues increased 12.7 percent over 1967. Total revenues were over \$1 billion. ... Patrick M. Van Griethuysen is a disk jockey in a nightclub called Joseph's Place, Den Haag, Holland. He needs rock records. Says he can't even buy U.S. records there. Send to him at: Kwartellaan 22, Den Haag, Holland. ... Durward B. Early, former deejay, is now an account executive for Jefferson Productions, Charlotte.

John Sorbi is the new program director of WFBM, Indianapolis; he'd last been assistant program

(Continued on page 56)

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Programming Aids

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

TOP 40

Wilmington, Del. (WAMS)

Jay Brooks
P: "Just Give Me a Little More Time," Chairman of the Board. H: "Some Day We'll Be Together," Supremes.

Albany, N. Y. (WSUA)

Keith Mann, Station Manager
P: "Gonna Give Her All the Love I Got," M. Gaye, Tamla. H: "Thank You," Sly and the Family Stone, Epic.

Albion, Mich. (WEXL)

Randall A. Kalember, Station Manager
P: "Blowing Away," Fifth Dimension, Soul City. H: "Venus," Shocking Blue, Colossus. PLP: "Rock 'n' Roll Music," The Frost, Vanguard.

Boston, Mass. (WCSB)

Kenneth Rokes, Music Director
P: "Thank You," Sly and the Family Stone, Epic. H: "Blowin' Away," Fifth Dimension, Soul City. PLP: "Here Comes the Sun," The Beatles, Apple.

Denver, Colo. (KTLK)

Jeff Starr, Music Director
P: "I Know You're Crying," The

Joneses, Evolution. H: "Everybody Is a Star," Sly and the Family Stone, Epic.

Hanover, N. H. (WDCR)

Paul Gambaccini, Station Manager
P: "Everybody Is a Star," Sly and the Family Stone, Epic. H: "She Came in Through the Bathroom Window," Joe Cocker, A&M.

Ithaca, N. Y. (WVBR-FM)

George Hiller, Music Director
P: "Jesus Is Just All Right," Byrds, Columbia. H: "Schoolgirl," Argent, Date. PLP: "Lost in a Pool of Red," Soul Spin, Four Tops, Motown.

Las Vegas, Nev. (KENO)

Jimi Fox, Music Director, Personality
P: "I Believe/Hold On," Rascals. H: "Without Love," Tom Jones.

Lewiston, Me. (WLAM), Bob Ouellette

Music Director, Personality
P: "Blowin' Away," Fifth Dimension, Soul City. H: "Jennifer Tomkins," Street People, Musicor. PLP: "Come on Back and Love Me," Steam, Mercury.

Middletown, N. Y. (WALL)

Larry Berger, Program Director
P: "Venus," Shocking Blue, Colossus No. 1. H: "Save the Country," Thelma Houston, Dunhill.

Oswego, N. Y. (WOCR)

John E. Krauss, Program Director
P: "Venus," Shocking Blue, Colossus. H: "Listen to the People," Zager and Evans, RCA.

Pittston-Wilkes-Barre, Pa. (WPTS)

Rick Shannon, Personality
P: "Answer Me, My Love," Happenings, Jubilee. H: "Without Love," Tom Jones, Parrot. PLP: "I've Gotta Make You Love Me," Steam, Fontana.

Sayre, Pa. (WATS)

Lee Potter, Music Director
P: "Evil Ways," Santana, Columbia. H: "Without Love," Tom Jones, Parrot. PLP: "Midnight Special," Willy and the Poor Boys, Creedence Clearwater Revival, Fantasy.

Springfield, Mo. (KTTS)

Ray Shermer, Music Director
P: "Honey Come Back," Glen Campbell, Capitol. H: "Without Love," Tom Jones, Parrot.

State College, Pa. (WRSC)

Mr. Wendy Williams, Program Director
P: "Hello It's Me," The Nazz, S G C. H: "The Rapper," The Jaggerz, Kama Sutra.

West Long Branch, N. J. (WMCJ)

Greg Monkowski, Music Director, Personality
P: "Hold On," The Rascals, Atlantic. H: "Whole Lotta Love," Led Zeppelin, Atlantic.

MOR

Bay City, Mich. (WBCM)

Jack Hood, Music Director, Personality
P: "If I Never Knew Your Name," Vic Dana, Liberty. H: "Without Love," Tom Jones, Parrot. PLP: "Music of Les Reed," Connie Francis, MGM.

Jacksonville, Ill. (WLDS), Paul E. Lowrey

Music Director, Personality
P: "LU," Peggy Lipton, Ode. H: "Raindrops Keep Falling on My Head," B. J. Thomas, Scepter.

Springdale, Ark. (KSPR AM/FM)

Dave Sturm, Music Director, DeeJay
P: "Baby Make It Soon," Flying Machine, Janus. H: "She Lets Her Hair Down," Tokens, Buddah. PLP: "City Girl," Jefferson, Jefferson, Janus.

Springfield, Mass. (WSPR)

Budd Clain, Program Director
P: "I'll Never Fall in Love Again," Dionne Warwick. H: "Honey Come Back," Glen Campbell. PLP: "Little Green Apples," Tony Bennett.

COLLEGE

Elmhurst, Ill. (WRSE FM)

Dan Smith, Program Director
P: "Across the Universe," Beatles, EMI. H: "She," Tommy James and the Shondells, Roulette. PLP: "I Am the President," David Frye, Elektra.

Durham, N. H. (WUNH AM & FM)

John Graham, Music Director
P: "Psychedelic Shack," Temptations, Gordy. H: "Venus," Shocking Blue, Colossus. PLP: "Dear Mr. Fantasy," Best of Traffic, Traffic, United Artists.

(Continued on page 56)



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WEEK OF 15-19 DEC.

KEN KEENE & ASSOCIATES, Poplar Bluff, Mo.—(314) 785-4969

- Bill Duniven has been signed to an exclusive long-term personal management pact with Ken Keene. The singer is currently represented on Dandy Records with "It's Only Make Believe" b/w "Don't Let Go."
- Rich Landers, recording artist for the Nashville-based Stop Records, has retained the services of Ken Keene to handle his publicity and promotion. Landers' initial release on Stop Records is "Sad Situation." A major promotional campaign is being readied for the St. Louis native.
- Ken Keene is now in negotiations with major labels for an album on a group called The South 40, who have since changed their name to The Crow, and have this week's Billboard listing in the Hot 100 with "Evil Woman" at #35. The album was produced in Minneapolis.
- Narvel Felts, Celebrity Circle Records' artist, has a new release this week with "What's Wrong With Me" b/w "It All Depends," which was produced by Ken Keene in association with Joe Keene (no relation). The deck was produced at Kennett Sound Studios in Kennett, Mo.
- The Original Johnny Soul of Baltimore, Md., to go in the studios again with producer Ken Keene after the first of the year. The singer was discovered several years ago in Germany when Ken Keene hired him to play drums for a group in Augsburg, Germany. The drummer turned out to be a better singer than drummer and his name was changed to Johnny Soul. He previously recorded for Dome Records.
- Bill Duniven is expected to be back in the studio again shortly to cut material for his next single and to work on an album.
- Sound Stage 93, the multi-track recording facility in Poplar Bluff, utilizes Jay O'Day as chief engineer.
- Keeta Music (BMI), the publishing wing of Ken Keene's Keeta Productions, has new material placed with several artists. Keene spent several weeks in New York as well as in Memphis and Nashville placing material.
- in the public relations and promotion field Ken Keene now represents the following clients: Narvel Felts, Celebrity Circle Records; Bill Duniven, Dandy Records; Rich Landers, Stop Records; Louis Hobbs (label pending); The Rock Revival, Keeta Records, and Jack Michaels (label pending).

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

- December 7, 8, 9, 10, 11, 1969—Recording THE SMUBBS. Completing parts of second album. Label Monument Records. Producer and engineer Bob Gallo for Louis Lofredo Associates.
- December 12, 1969—Recording MUSIC BACHS. Production Company, Louis Lofredo Associates. Engineer, Bob Gallo.

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

- At Edison Hall: Ferrante and Teicher at the keyboards for a new United Artists album. Harry Belafonte producing background music for "Angel Levine." Gary Sherman and Ed Kahn recording Esso music. Warwick & Legler producing Air Canada jingles. Ted Bates doing Continental Baking jingles. Steve Karmen wielding the baton for Hershey Chocolates. At 730 Fifth Ave. Yank Lawson, Billy Butterfield, Lou McGarrity, Bob Wilbur and Gus Johnson, Jr. All jazz greats working with Biever & Stein on "New Orleans" for Shell's "Wonderful World of Golf." Lou Garisto recording music for Arco and The American Association of Railroads. Chico Hamilton and his group in for Lysol. Stan Applebaum doing Sears music. Ed Murphy of Lois Holland & Callaway supervising Lestoil jingles. Jerry Jerome conducting Remco jingles. Busy Steve Karmen doing Beneficial Finance, HC Cola and Plymouth. Arnold Eidus and Ted Bates in for Colgate.

GRANT & MURTAUGH, New York—581-4000

(Pat reporting)

- Nov. 12, 1969—Country Club Malt Liquid for Carl Ally. The producer was Janine Marjolet. It was a TV spot.
- Nov. 18, 1969—Columbia Coffee for D.D. & B. The producer was Astell Jacobs. It was a TV spot.
- Nov. 24, 1969—Alka II for D.D. & B. The producer was Arnold Hartman. It was a TV spot.
- Dec. 2, 1969—Keds for D.D. & B. The producer was David Fries. It was a TV spot.
- Dec. 9, 1969—Two Uniroyal 30-second TV spots for D.D. & B. The producer was Patrick Boyriven. "It's the Club" and "Just One Line."
- Dec. 12, 1969—Simmons Mattress for Young & Rubicam. Bob Naud was the producer. It was a TV spot.

DAVID LUCAS ASSOCIATES, New York—581-3970

- To complement the beauty visuals created for York Air Conditioning's new TV commercial, "Freeze," David Lucas and associate Mike Mainieri composed and arranged a lovely soundtrack of soft, sensitive music. "Freeze" was conceived by Al Paul Lefton, aided and abetted by agency producer Irwin Solomon. The commercial was filmed by Jim Folk, of B. F. & J. Productions, and will air on national TV.

SHERMAN-KAHAN

- The Sherman-Kahan touch will be heard in a series of two 60's, two 40's and two 30's for Certs from Ted Bates. For the campaign, their fifth for Certs, Garry Sherman and Stan Kahan composed original material, combined with new arrangements of existing works. They were helped by agency producer Arnold Aides on the spots, called "Fireworks" and "Drag Racing." The music was contemporary and aimed at the younger generation. The commercial soundtracks were recorded at National Studios. The campaign is scheduled for national TV.
- For the Hawaiian market Sherman and Kahan recomposed, arranged and produced contemporary music for five TV commercials for Love's Bread. The spots will air locally and are aimed at 18-25-year-old mothers. McCann-Erickson was the agency and Billy Davis was agency producer. The music was recorded at Mayfair Studios.

MBA MUSIC, New York—MU 8-2847

(Richie Simon reporting)

- Sprite; the agency was Marshalk, the agency producer was Yafa Lerner. Arranger and composer was Bob Dorough. It is a test pack, produced by MBA music, and it was recorded at MBA Studios.
- Breeze; for D.D. & B. The producer was George Bragg. Arranged and composed by J. J. Johnson. There are two TV spots recorded at Fine Sound.
- Chevrolet; "Camaro." The agency was Campbell & Ewald (Detroit), the producer was Bob Shannon, arranger and composer was J. J. Johnson. It is a radio dealership recorded at Mediasound.

(Continued on page 69)

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and
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Chicago — All-State	Houston — United	Philadelphia — A & L
Cincinnati — A & I	Los Angeles — T. D. C.	Phoenix — Arc
Cleveland — Midwest	Memphis — Hot Line	St. Louis — Roberts
Dallas — Jay & Kay	Miami — Tone	San Francisco — Eric
Denver — Davis	Milwaukee — O'Brien	Seattle — Fidelity NW
Detroit — Arc — Jay Kay	Minneapolis — Jather	Shreveport — Stan's

Announcing

a new Billboard Industry Service

PRODUCT POTENTIAL LISTING

Attention: All Record Manufacturers

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

Vox Jox

• Continued from page 52

manager and music director of WKLO, Louisville. . . . **Joe Anthony** has been appointed station manager of WCBG in Chambersburg, Pa.; he'd been program director. New program director is **Bob Huff**. **Rich Randall** has been added to the staff as production director, Huff's old position. Randall had been with WMAJ in State College, Pa. . . . **Lawrence E. Gordon**, who began his career as a child deejay back on WSAI in Cincinnati and was previously manager of KSDO-FM in San Diego, has become director of sales promotions for the station.

★ ★ ★
Station manager **Howard P. O'Neal**, WSLC, Clermont, Fla. 32711, needs more rock singles and albums. . . . **Ted W. Stillwell** reports in from KODE in Joplin, Mo. Says the station is uptempo easy listening in the day and rocks 7 p.m.-1 a.m. Lineup also includes **Lee George**, **Tom Alexander**, then Stillwell under the name of **Charlie Brown**. **Daryle Kingery** and **Rick Harmon** pull the weekend gigs. Stillwell had been with KSPR in Springdale, Ark., and says he hated to leave the guys

down there but he's not one bit sorry about going to Joplin.

★ ★ ★
Mickey Puleo is at WOTT in Watertown, N.Y., doing a 10:30 a.m.-1:30 p.m. show, plus an oldie FM show Friday night and a morning show Sunday. He's getting paid fairly good, considering his experience and the station has regular salary reviews, plus benefits like major medical, life insurance, paid vacations and sick pay. Seems like a decent little station. I wish I could say the same about most stations across the nation. . . . Music director **Steve Peterson**, KFIZ, 18 W. First St., Fon du Lac, Wis. 54935, needs uptempo MOR and soft rock singles and albums. City is about 40,000, coverage area holds 600,000. Steve will play the records and report to the record company on any happening record.

★ ★ ★
Bob Steinbrink, news director of KPRO, Riverside, Calif., has been promoted to program director. **Ralph Lawler**, vice president of station operations, has left the station to devote more time to American Racecasters. Former KPRO program director **Mitch Farrell** has left the station. . . . A

note from **Dan Tucker**, program manager of KOA, Denver: "Special thanks must go to **Sandy Siler** of Transcontinental Distributing, the area's only lady promotion man. **Nick Hunter** of Craig Corp. has been extremely kind to us; **Joe Caravana** of Boyd Distributing, **Phil Hoble** of Epic and **Robb Kunkel** of ABC/Dunhill have also been of great help to us in the area of supplying music for airplay and promotion. Nationally, several people stand out: **Jerry Sharrel**, A&M; **Joe Smith**, WB-7 Arts; **Jay Jensen**, Capitol, Kansas City; **Bill Gartland**, RCA, Los Angeles, and **Augie Blum**, RCA, New York." Lineup at KOA now includes **Jack Grost**, music director **Joe Douglas**, **Ron McArthur**, **Bob Martin**, **Bill Barker**, and **Bob Meyer** and **Chuck Muller**.

This brings up something. We are going to be presenting awards to radio stations and radio men during the annual Billboard Radio Programming Forum here June 18-21. Should the radio industry present awards to record men? I'm willing to survey the nation and Canada to determine the best promotion men. Then we could also give awards to labels, producers, artists. I'd be interested in hearing your comments, pro and con.

Albums Making Deeper Inroads In Top 40 Programming on Radio

• Continued from page 50

record companies are taking singles from the albums. Personal appearances are taking the place of the single for preview of an artist." Harper also said that a large portion of the audience is into things programmers aren't aware of. Albums are a way to compensate for this. WSAI also tries to milk the listener when he calls to make a request. "We ask him what his favorite songs are and why. We ask him who else he would like to hear and why. We ask him everything we can think of that might help us in our programming." The other reason for the station going to album cuts is to differentiate between WSAI and its competitors. The playlists are essentially the same on three stations in Cincinnati, he said. The difference is that WSAI is going to album cuts while the others aren't.

Wise in Asheville, N.C., also plans to jump on the bandwagon and play album cuts, according to program director **Bob Dale**.

"Albums put forth a hip image for the station, so we play them. One cut an hour after 7 p.m." said program director **Jim Dunlap** of WQAM, Miami. The albums are chosen by studying projected record sales and using common sense. "It's a way to differentiate between stations and its works," Dunlap said. After studying ratings for the station, it is decided who listens to the station and when. Then the album cuts are programmed for exact time. "We play Led Zeppelin when we think that type of person is listening, usually after dinner time." The commercial time on the station is 100 percent sold out, so the programming must be working.

WQAM plays the hits, which means that the album cuts the station plays are usually released as singles, as in the case of **Blood, Sweat & Tears**. There were three singles released from the **Blood, Sweat & Tears** album and WQAM played them all early from the LP. The station restricts the play of album cuts to the pos-

sible hit single which come from the album.

There are stations which still do not play album cuts. There are various reasons for this. **Pat Patterson**, program director, in WKIX, Raleigh, said the station works on a tight record list and is 90 percent sold out for commercial time. Most album cuts are too long to play and still keep a tight competitive edge in the market. He did mention the fact that there might be a place for progressive rock in the programming and there are thoughts of playing progressive rock at night. But these are only thoughts, there has been no action. At the moment Patterson feels that playing progressive rock cuts for any substantial length of time would probably run off some of the audience.

The problem of program acceptance has risen in several markets.

In Albany at WTRY, program director **Doug Cole** had been programming album cuts for the 10 p.m. to 2 a.m. time segment. There was acceptance. However, the acceptance came from people who were not being surveyed by the rating companies. Consequently, when **Jay Clark**, the personality who hosted the show, moved to mornings, the program was cancelled. At WHB in Kansas City, Mo., program director **Johnny Dolan** had the same type of problem. He tried playing album cuts for a year at the rate of about three albums a week. When he discontinued the show he got two calls of protest. That's twice as many calls as he had when the show was on the air. Dolan attributes the failure of the show to the fact that Kansas City is a big singles market.

It is obvious that not every market is ready for albums. Furthermore, some markets are ready only for the hit cuts from albums. But the trend to playing album cuts is growing and it probably will continue to grow as long as there is strong competition from progressive rock stations in their areas.

WCBM Brings Out The Best in MOR

BALTIMORE—It is difficult to define middle-of-the-road music these days, but using the same methods that a Top 40 station uses in programming, WCBM aims at the 25 to 49 year age bracket and is also making friends among the 18-24 year olds. **Dale Andrews**, WCBM program director, has weeded out the old MOR records by artists such as **Ella Fitzgerald**, **Johnny Rivers**, and even some of the **Supremes** hits. He has replaced them with contemporary sound records he calls "adult pop."

"Ten years ago," Andrews said, "it would have been called 'chicken rock' but that classification has had connotations today. Music and musical tastes are constantly changing."

The station's playlist consists of 35 to 40 singles plus MOR oldies that includes **Jose Feliciano**, **Glen Campbell**, and **Pet Clark**. There is also a format clock, a relatively new innova-

tion in the MOR field. WCBM is not breaking records before they happen, they rely on the industry's charts when deciding on a playlist. They also ask themselves what a 35-year-old person would think about a record before they play it—will he listen, or tune it out? "50 to 60 percent of our records come from the Hot 100 chart. We don't play hard rock or hard soul sounds. We do, however, play the soul sounds that reach a mass audience like the current **Supreme** single." **Robert Goulet** and **Eydie Gorme** are out.

"We would rather repeat a more contemporary sound than play this type of artist," said Andrews.

Promotions are an integral part of the station's format. Andrews said, "You can buy an audience, but you are not going to keep them if the sound is no good." So station relies on its "adult pop" sound and bright air personalities. "Bright with a few words," said Andrews.

Programming Aids

• Continued from page 54

Laramie, Wyo. (WUWR FM)
Tim La Hiff, Program Director
P: "Blowing Away," Fifth Dimension, Audition Records. H: "No Time," Guess Who, RCA. PLP: "Whole Lot of Love," Led Zeppelin II, Led Zeppelin, Atlantic.

Macomb, Ill. (WWKS FM)
Tim McCartney
P: "Venus," Shocking Blue. H: "No Time," Guess Who. PLP: "Living Loving Maid," Led Zeppelin II, Led Zeppelin, Atlantic.

Normal, Ill. (WGLT)
Wayne D. Weinberg, Music Director
P: "Celebrate," Three Dog Night, Dunhill. H: "Walking in the Rain," Jay and the Americans, United Artists.

Brookville, N. Y. (WCWP), **Steve Ellis**, Program Director, Personality
P: "I've Gotta Make You Love Me," Steam, Mercury. H: "No Time," Guess Who, RCA Victor. PLP: "Nubia" See. The Rascals, Atlantic.

Brooklyn, N. Y. (WBCR), **Lenny Bronstein**, Music Director, Personality
P: "Evil Ways," Santana, Columbia. H: "Walk a Mile in My Shoes," Joe South, Capitol. PLP: "The Rod Stewart Album," Rod Stewart, Mercury.

De Kalb, Ill. (WNIU)
Curt Stalheim, Music Director
P: "Hold On," Rascals, Atlantic. H: "Venus," Shocking Blue, Colossus.

Pittsburgh, Pa. (WPGH)
Rick Cohen, Music Director
P: "Blowing Away," Fifth Dimension, Soul City. H: "The Rapper," The Jaggerz, Kama Sutra. PLP: "Monster," Monster, Steppenwolf, Dunhill.

COUNTRY

Burbank-Los Angeles, Calif. (KBBQ)
Corky Mayberry, Music Director, Personality
P: "I'll Make Amends," Roy Drusky, Mercury. H: "Welfare Cadillac," Guy Drake, Royal American. PLP: "A Mann Named Lorene," Lorene Mann, RCA.

Cincinnati, Ohio (WUBE)
Bob Tiffin, Music Director, Personality
P: "I Heard Our Song," Dottie West, RCA. H: "That's When She Started to Stop Loving You," Conway Twitty.

Conroe, Tex. (KMCO)
Keath Heyn, Music Director
P: "I'll See Him Through," Tammy Wynette, Epic. H: "A Better Way to Live," Luke the Drifter, Jr., MGM.

Flint, Mich. (WKMF), **Jim Harper**, Program/Music Director, Personality
P: "I'll See Him Through," Tammy Wynette, Epic. H: "A Week in a Country Jail," Tom T. Hall, Mercury. PLP: "Three Tears," "Feelin' Good Is Easy," Ray Sanders, Imperial.

Kansas City, Kans./Mo. (KCKN)
Ted Cramer, Program Director
P: "Country Girl," Jeannie C. Riley, Plantation. H: "Tie Me to Your Apron

Strings Again," Michael Parks, MGM. PLP: "Where the Grass Won't Grow," Geo. Jones, Musicor.

Phoenix, Ariz. (KRDS), **Bob Pond**, Program/Music Director, Personality
P: "The Arms of My Weakness," Darrell McCall, Wayside. H: "One Minute Past Eternity," Jerry Lee Lewis, Smash. PLP: "Foggy Mt. Breakdown," Country Moog, Athena.

SOUL

Memphis, Tenn. (WDIA)
Bill Thomas, Program Director
P: "Psychedelic Shack," Temptations, Gordy. H: "I Want You Back," Jackson Five, Motown.

Letters To The Editor

Hip-Hip-Hooray. . . I agree to keep "HARD" hits on Top 40 radio. Only one question, Where do we get them? If record promotion men want their product played, then it's about time somebody started a campaign to obtain better record service!

Now I'm not on a personal vendetta, but if all stations were given the fine excellent service that I get, we'd be in a helluva mess. I can't play hits after they become oldies. When a record is hot I want it now not two months from now. If all promotion men were to sit down and request a list of all stations playing their product, then group them together, we small stations would play the HARD HITS. Impossible?? No, not really. I worked for an independent in Albany, N. Y., four years ago, and we serviced all stations in a three state area. So c'mon Local Record Pushers, give the small stations HARD HITS, and we'll play 'em.

I must state that WSJM receives excellent service from **Bill Porter** and the guys at **Liberty Records**; **Russ Yerge**, Columbia Records, and the two bubblegummers—**Neil Bogart** and **Marty Thau** of **Buddah**.
Tom O'Brien
Music director
WSJM

Top 40 Revitalized, Clayton Way

• Continued from page 56

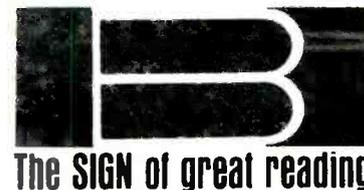
out of a song before it becomes a hit. In addition, the playlist includes about 30 album cuts which are taken from established LP's with proven popularity.

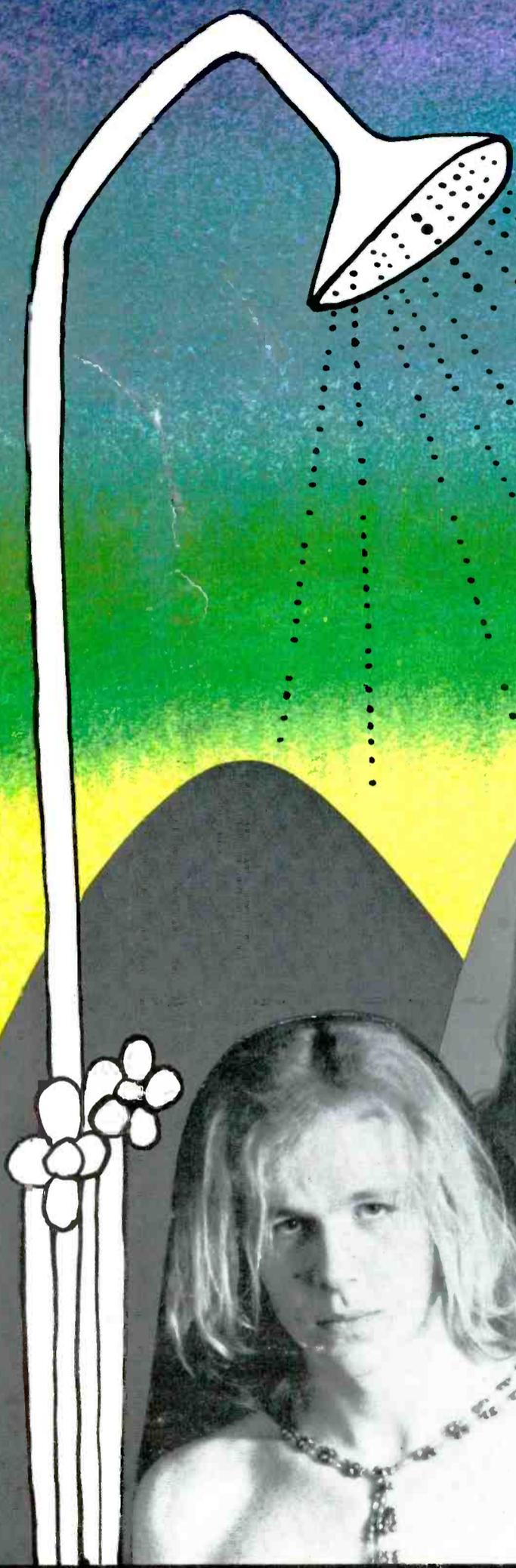
A Factor

One of the factors accounting for WPOP's rising popularity is the station's policy of mar-

ket research, according to Clayton. Each year a market research survey is conducted to determine the needs and preferences of the community. Recently the station discovered a dissatisfaction among the listeners with the traditional method of Top 40 news broadcasts employing screaming announcers and echo effects. Consequently, WPOP hired **Paul Lockwood** from WNEW in New York, as their news director to give news a more mature orientation.

Clayton feels that over the next few years the Top 40 stations will either have to adapt themselves to the changing demands and attitudes of their audience or die. Perhaps if program directors heed the warning signs, a cure can be discovered for the terminal illness.





ZEPHYR

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



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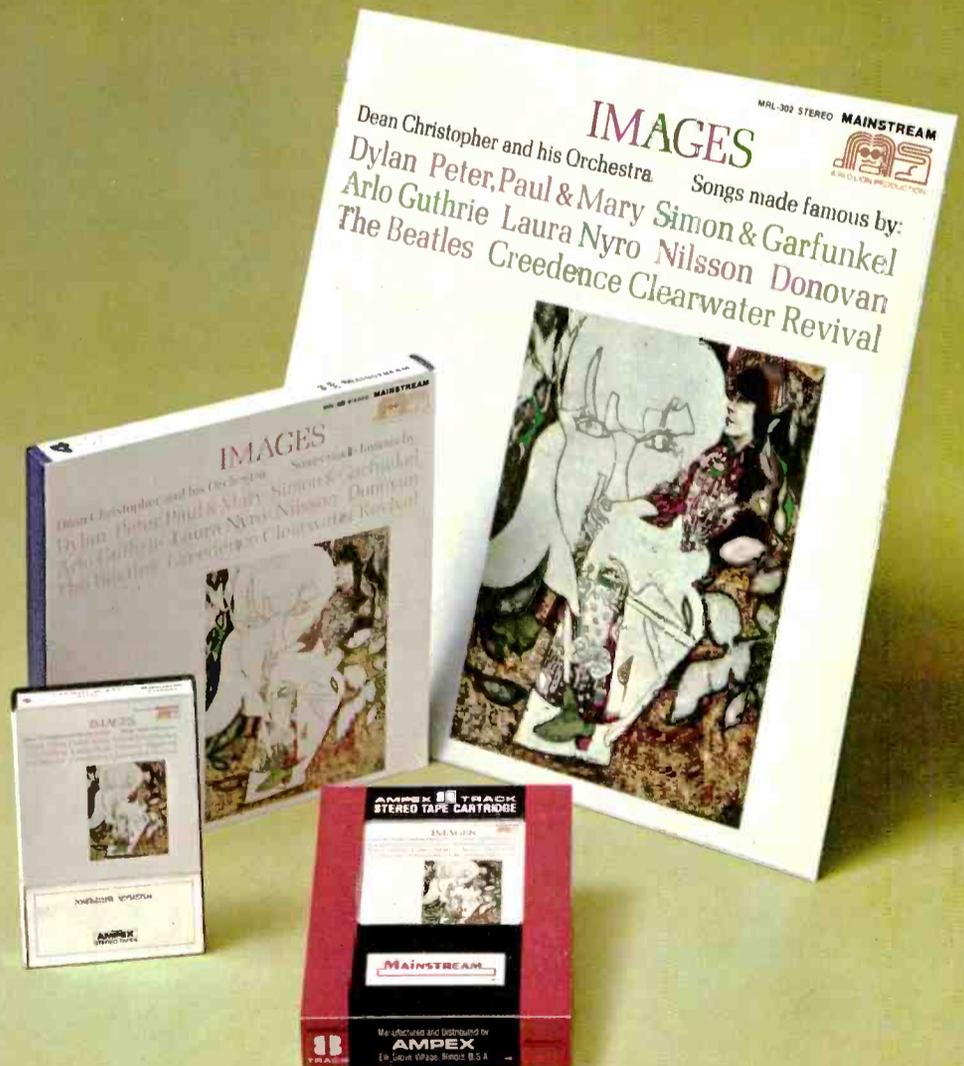
MOTION PICTURES/THE NOW GENERATION: Midnight Cowboy/Raindrops Keep Fallin' on My Head/Downhill Racer/Goodbye, Columbus/Mrs. Robinson... and more



BLOOD, SWEAT & BRASES: Come Together/Honky Tonk Women/Spinning Wheel/Sugar Sugar/Everyday People/Susie Q/One/Baby It's You...and more



RATED X FOR EXCITEMENT: Wedding Bell Blues/Smile a Little Smile for Me/Holly Holy/Is That All There Is/Jingle Jangle/Heaven Knows/Cherry Hill Park... and more



IMAGES: Lay, Lady, Lay/Leaving on a Jet Plane/Sounds of Silence/Alice's Restaurant/Eli's Coming/Jennifer Juniper/Lady Madonna/Proud Mary... and more

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A BREAKTHROUGH IN
SOUND REPRODUCTION AS
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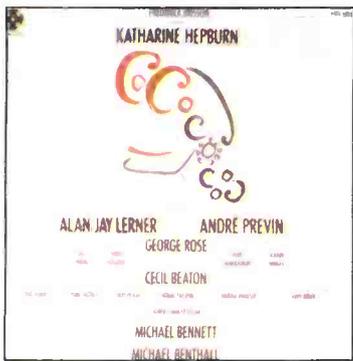
MAINSTREAM

A RED LION PRODUCTION

AMPEX
STEREO TAPES

Billboard Album Reviews

JANUARY 24, 1970



ORIGINAL CAST
ORIGINAL CAST—Coco.
 Paramount PMS 1002 (S)

The energy and electricity that Katharine Hepburn has brought to Broadway is captured in this package, destined to ring up hefty sales at the dealer level. With the exception of the stars' numbers, "Coco," "The Money Rings Out Like Freedom," and "Always Mademoiselle," the material comes through weak. However, the sell-out musical will prove an important chart item, thanks to the incomparable stars' performance.



POP
GLEN CAMPBELL—
 Try a Little Kindness.
 Capitol SW 389 (S)

The hot Campbell adds still another fine record to his list that'll hit the chart in quick fashion. This LP has some oldies, "All the Way" and "Once More With Feeling," and such newbies as "Honey Come Back" and the title song, offered in a bright musical bag. "Both Sides Now" is Campbell shining.



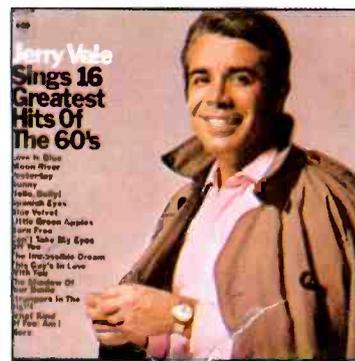
POP
TONY BENNETT—
 Tony Sings The Great
 Hits of Today!
 Columbia CS 9280 (S)

Tony Bennett moves right into today's commercial bag by adding his unique touch to some recent and current pop giants. In this his most potent sales package of late, Bennett offers a superb reading of "MacArthur Park." He brings a fresh jazz flavor to the Beatles "Something," and swings smoothly through their "Here There and Everywhere." "Eleanor Rigby" is a gem.



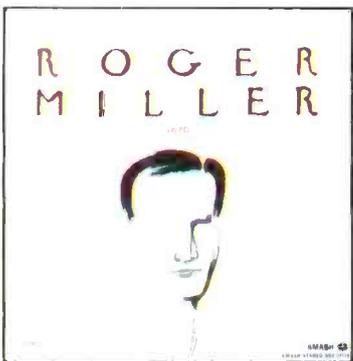
POP
GUESS WHO—
 American Women.
 RCA Victor LSP 4266 (S)

Canada's Guess Who, one of the past year's top AM attractions, let all their musical skills hang out and prove their FM power with their skyrocketing hit "No Time." A new batch of Bachman-Cummings tunes are set afire by the group's tight, driving rock arrangements, sure to establish the quartet—and Canada—as the source of big hit product for the new year.



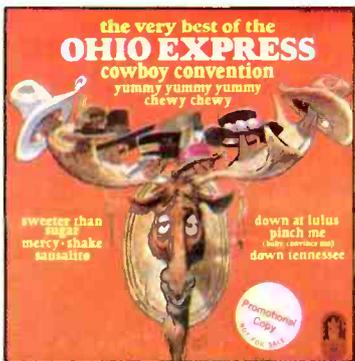
POP
JERRY VALE SINGS 16 GREATEST HITS OF THE 60'S—
 Columbia CS 9982 (S)

How can this miss being one of Vale's biggest sellers? The stylist is showcased in a collection of 16 "special" songs that are well on their way to becoming the standards of the 60's. The gems included are "Love Is Blue," "Hello, Dolly," "Strangers in the Night," and "More," plus another dozen. Here's really a bargain package of first rate quality... both in material and performance.



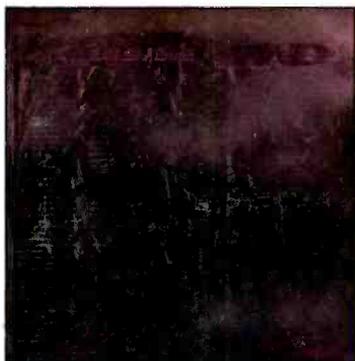
POP
ROGER MILLER—1970—
 Smash SRS 67129 (S)

Time and time again, Roger Miller puts his unique twist to a tune; the song becomes like a multi-faceted vine with many leaves of meanings. Most memorable tune here is "The Fool," but his version of the old rock hit "Mystery Train" builds a lot of steam. "Crystal Day" would be a fine tune for airplay in the morning on country stations.



POP
THE VERY BEST OF THE OHIO EXPRESS—
 Buddah BDS 5058 (S)

The Ohio Express rolled up a continuous string of single hits last year and this package wraps them all up in one LP. It's a natural for a big payoff because "Yummy Yummy Yummy," "Chewy Chewy," "Mercy" and similarly styled "bubblegum music" pieces still have a lot going for them.



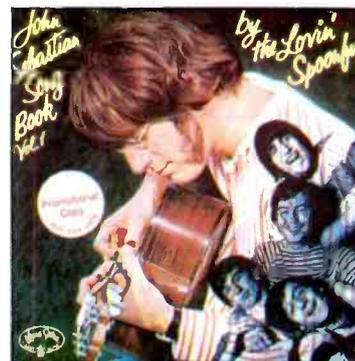
POP
WIND—Make Believe.
 Life LPS 2090 (S)

Producer Bo Gentry's discoveries proved hot chart winners in their initial entry, "Make Believe" which took them right up the Hot 100 chart. This debut LP should equally prove a hot item for the quintet. The driving rock-ballad material is heavy and commercial with top arrangements and vocal workouts. Standouts, loaded with appeal are "Ain't Like It Used to Be," "Tell Him No," and "Angel in the Morning."



POP
1910 FRUITGUM CO.—
 Juiciest Fruitgum.
 Buddah BDS 5057 (S)

Some of the juiciest-flavored hits of the group are wrapped up in this package of 10 tunes. Included are "When We Get Married," "1,2,3, Red Light," "Simon Says" and "Indian Giver." It's the group at its bubbling best.



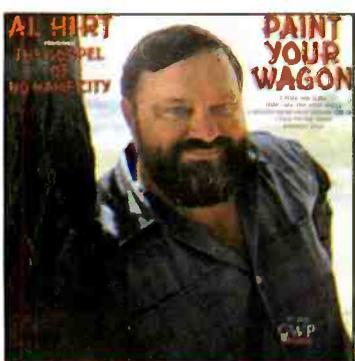
POP
LOVIN' SPOONFUL—
 John Sebastian Songbook, Vol. 1.
 Kama Sutra KSBS 2011 (S)

A collection of John Sebastian's work with the Lovin' Spoonful that includes the big hit "Do You Believe in Magic" and "Nashville Cats"—one of the first titles to pay tribute to the country influence in folk rock. Sebastian has recently reactivated his career as a solo artist—even showing up at Woodstock—which should help sales of the reissue. A work that sounds fresh and (more important) contemporary still.



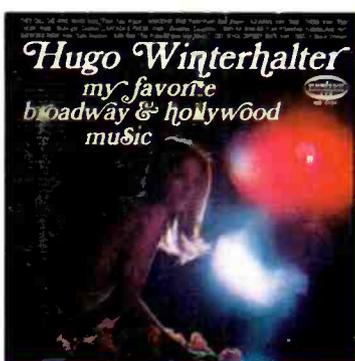
POP
JOHN & ANNE RYDER—
 I Still Believe in Tomorrow.
 Decca DL 75167 (S)

John & Anne Ryder made a slight dent on the singles charts with their initial single "I Still Believe in Tomorrow," and this album release proves a worthy followup. The vocal quality is soft and compelling, and they've wisely chosen the right material. Especially effective are Rod McKuen & Jacques Brel's "Seasons in the Sun," and "Early in the Morning," currently a hit for Vanity Fare.



POP
AL HIRT—
 Paint Your Wagon.
 GWP ST 2002 (S)

Trumpeter Al Hirt makes his album debut on the GWP label with some expert interpretations of the "Paint Your Wagon" songs. He's warm and sensitive in his treatments of "I Still See Elisa" and "I Talk to the Trees," and then adds just the right amount of bounce and energy to "There's a Coach Acomin' In" and "Hand Me Down that Can of Beans."



POP
HUGO WINTERHALTER—
 My Favorite Broadway &
 Hollywood Music.
 Musicor MS 3184 (S)

In his string of film and Broadway musical packages, Winterhalter comes up with one of his best in this highly listenable and commercial program. Among the strongest cuts are his treatments of "Midnight Cowboy," "Jean," and the "2001: A Space



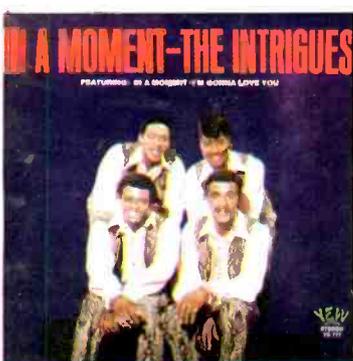
POP
SIR DOUGLAS QUINTET—Together
 After Five. Smash SRS 67130 (S)

The Sir Douglas Quintet has another winner here in this collection of blues and country-oriented rock. The material here moves musically and should also move in sales as this topnotch quintet springs through such excellence cuts as "Nuevo Laredo," "Revolutionary Ways," and "Back Wood's Girl."



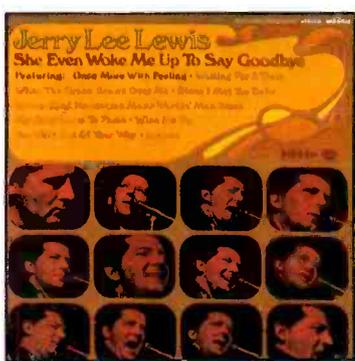
POP
ENOCH LIGHT—Spaced Out/The
 Music of Bach, Bacharach &
 the Beatles.
 Project 3 PR 5043SD (S)

Enoch Light is a master of sound display and he pulls out all stops to create new concepts for the likes of "Eleanor Rigby," "Walk On By" and several other songs by the Beatles and Burt Bacharach. In Light's bag of musical tricks are the Moog synthesizer, electric harpsichords and hipped-up flugelhorns. Light gets plenty of action out of them and out of the repertoire, too.



POP
INTRIGUES—
 In a Moment.
 Yew YS 777 (S)

Here is a very professionally done album by the Intrigues, a consistently good soul outfit which has produced chart riding singles like, "In a Moment," and "I'm Gonna Love You." The album is utrempro and fast-paced, and is ideal for partying. Songs featured here include, "In a Moment," "I'm Gonna Love You," and "I Wish It Would Rain."



COUNTRY
JERRY LEE LEWIS—
 She Even Woke Me Up
 To Say Goodbye.
 Smash SRS 67128 (S)

This is a monstrous album! Jerry Lee Lewis comes on strong. There's his hit "She Even Woke Me Up To Say Goodbye." But, even more, there's dynamic, aggressive honky tonky versions of "Workin' Man Blues," "Waiting for a Train," and "Brown-Eyed Handsome Man." Great, the "old" Lewis.



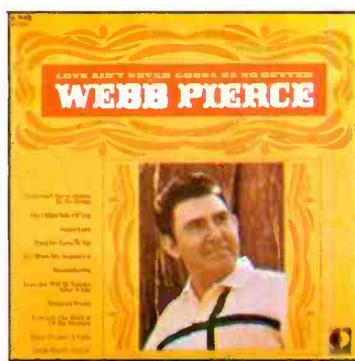
COUNTRY
LORETTA LYNN—Here's Loretta
 Singing "Wings Upon Your
 Horns."
 Decca DL 75163 (S)

Loretta Lynn socks it to you with "Wings Upon Your Horns" and "You Wouldn't Know an Angel (If You Saw One)." Toil and jilted love are the main themes of nearly all of the songs on this LP. She wrote or helped write seven of the tunes. Also good are "I'm Dynamite," "When I Reach the Bottom (You'd Better Be There)," and "The Big Ole Hurt."



COUNTRY
JACK GREENE/JEANNIE SEELY—
 Decca DL 75171 (S)

The pairing of Jack Greene and Jeannie Seely has proved a smash success as witnessed by their current chart topper, "Wish I Didn't Have to Miss You." This potent sales package of top performances will enjoy the same sales impact as the featured hit single. Standout cuts include Don Gibson's "Will Always," Hank Cochran's "Willingly," and Dallas Frazier's "Everybody Knows But You and Me."



COUNTRY
WEBB PIERCE—Love Ain't
 Never Gonna Be No Better.
 Decca DL 75168 (S)

The consistent chart winner, Pierce comes up with another strong package which features his hit single, the title tune. The program includes exceptional Pierce performances on the Bob Wills classic, "Faded Love," and the traditional "Maiden's Prayer." Two other standout items are "Everyday Will Be Sunday After While," and "Living in the Shadow of His Memory."

5 New Reasons To Rejoice In 1970

THE JACKSON 5

Smash Recording Of

I WANT YOU BACK

Produced By
THE CORPORATION

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

Our Sincere Thanks!
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Country Music

CMA, Fund Hold Meets In Hawaii; Reveal Plans

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

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

A new series of membership luncheons was initiated, with

the first to be at the Regency House in Atlanta, Ga., on April 13. Citing the growth of the membership this past year to nearly 2,500 members, committee chairman Ralph Emery revealed plans to recruit not only individual members but organizational memberships, with the emphasis on the new record merchandiser and international categories. He anticipated close cooperation with Jack Goldbart of the merchandiser category and Dick Broderick of the international.

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

Awards Program

The awards program came in for revision suggestions by committee chairman Bill Denny. Among the suggested changes was a separation of duets from groups of three or more performers through the possible establishment of an additional award. Final decision will be made at the April board meeting. At that time another suggestion for the establishment of recording awards will come up for approval.

Participation on a wide scale in the international field was disclosed by committee chairman Dick Broderick, with plans for CMA participation in the mid-January MIDEM conference in Cannes, France, the London International Country Music Festival, and the Billboard's IMIC 2 in Majorca, Spain.

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

Irving Waugh reported on the

success of the 1969 Pro-Celebrity Golf Tournament and detailed plans for this fall's tournament. He stated that the profits from the '69 meet will be tabulated shortly and an announcement made at a special dinner for the Tennessee Country Gentlemen, of the amounts of money to be allocated to the three charities specified by the three sponsoring organizations. The sponsors are the CMA, the Nashville Tennessean, and the Nashville Area Junior Chamber of Commerce.

Considerable time was spent setting out plans for creating a special record sales brochure, a new radio station sales kit, special Country Music sales promotion and an increased number of seminars to meet the demands of the members for professional updating within the fields of Country Music Business activity. Incidental to the plans was a tentative scheduling for a video tape show and presentation with appeal not only to radio and TV sales prospects but to potential organizational members as well.

The Country Music Foundation Board Meeting, attended by nearly the full Board of Trustees, approved plans for improvement of an increasing number of exhibits in the Hall of Fame and the rearrangement of the present central hall for more adequate use of the available space. Frank Jones, chairman of the board, cited a 40 percent increase in visitors and outstanding success of the Country Store at the Hall of Fame.

A report was rendered by Bill Denny on the status of construction on the new library and Media Center which stated that Dr. Thomas Warren, librarian, anticipated contractual fulfillment on schedule despite heavy excavation of solid granite. The new facility is expected to be completed by June.

In attendance at the CMA meeting were the following directors, some accompanied by family members: Mr. and Mrs. Richard L. Broderick, Mr. and Mrs. Danny Davis, Mr. and Mrs. J. William Denny, Ralph Emery, Bill Farr, Jack Goldbart, Jim Halsey, Hubert Long, Wade Pepper, Mr. and Mrs. E. J. Preston (Mrs. Frances), Ben Rosner, Mr. and Mrs. Shelby Singleton, Bill Williams and Mr. and Mrs. Lee Zhitto; Officers: Stanley Adams, Bob Austin, Al Bennett, Mrs. Janet Gavin, Mr. and Mrs. Harold Hitt, Mr. and Mrs. Chris Lane, Jack Loetz, Jack Stapp, Cliffie Stone and Mr. and Mrs. Joe Talbot.

The following members and wives of the Foundation Board of Trustees were in attendance: Mr. and Mrs. J. William Denny, Mr. and Mrs. Harold Hitt, Frank Jones, Jack Loetz, Hubert Long, Ken Nelson, Mr. and Mrs. E. J. Preston (Mrs. Frances) and Ben Rosner.

Atkins to Sponsor Guitar & Song Fest

NASHVILLE—Chet Atkins, famous guitarist and recording industry executive, will sponsor an international Guitar and Song Festival featuring presentation of scholarships totaling \$11,000 to individuals competing on a regional basis. The competition will be held annually under the direction of a board of directors from the educational institutions, recording and publishing houses and recognized performers. The festival will hold final open competition in Nashville Municipal Auditorium Aug. 7 and 8, following several months of preliminary events throughout the nation to bring the winners to the two day event. X. Cosse, Atkins' producer and manager, will direct the program.

Details on eligibility, the division of competition and the

cities where competition will be held, will be announced at a later date. Atkins said, "This festival is designed to give anyone who aspires to be a guitar player or songwriter the opportunity to obtain advanced training and develop their natural talents. It has always been an ambition of mine to sponsor an event that would give amateur talent recognition as well as the financial opportunity to continue their education. The undertaking of a national program such as this will require the assistance of people associated in all phases of the music industry as well as communications, educators, and civic groups. With the help of many who have this mutual interest, we hope to give promise for a future career in the music world."

Stonemans' New Area Bid Scores in San Francisco

SAN FRANCISCO — Seeking to expand into the college and underground markets, the Stonemans played a series of West Coast dates that brought them rave reviews and a new set of bookings.

The traditional country group, admittedly after new marketing areas, agreed to accept second billing in a coffee-house type club in Marin County near here in order to reach the young people.

The results were overwhelming. Described by critics and club owners as "totally professional," the Stonemans made a strong impact on the area as well as on the audience.

"We purposely selected the San Francisco area because of its effect on music generally," a spokesman for the group said. "We have no intention of forsaking our country audience; we

merely want to broaden."

Because of the reception at The Lion's Share, the Stonemans were booked at once into the Los Angeles area, then brought back to San Francisco. From there they are booked on a major tour through Canada, and then starts a major drive on the college campuses. They also plan to attend the National Entertainment Conference in Memphis in February.

The Stonemans also were invited to take part in a newly begun series of country music concerts in the San Francisco area which, according to Paul Sohlberg, co-manager of the group, is being conducted primarily by rock groups who are returning to their "country leanings."

In conjunction with the move of the Stonemans, RCA is mounting a major promotion drive to aid them in the expansion move. The group had switched to that label late last year, and undertook their own management and booking complex.

Four Guys to Join Dean Date

NASHVILLE — The Four Guys will join the "Jimmy Dean Show" for a month-long engagement at the Landmark Hotel in Las Vegas, beginning Thursday (29). The group, who usually appear with the "Hank Williams Jr. Show," will be absent for the duration of the Las Vegas show, but will rejoin Williams in March.

The Four Guys have also made their way into television, and on Feb. 5 can be heard, along with Faron Young, singing the title song to an NBC "High Chapparral" episode entitled "Johnny Rondo."

Glaser at Home After Film Trick

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

Also to be included in the soundtrack will be the Glaser hit "California Girl," written by Jack Clement, who produced the music for the film. An MGM album of the soundtrack will be released simultaneously with the film.

Nashboro Tie With Triangle

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

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

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

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It's ALL in Billboard

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Jack & Misty

"THE ARMS OF MY WEAKNESS"
Darrell McCall

"CHICAGO STORY"
Jimmy Snyder

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

Brite Star's Pick Hits
Old Oak Tree—Jim Bunch (Midnight Records)
The Whole World's Holding Hands—Freddie Hart (Capitol)
Welfare Cadillac—Tommy Dee (K-Ark)
What I Really Want for Christmas—Joyce Street (Reena)
David—Sunlight Seven (Entra)
Where Are You Now—Lon Ritchie (Riparia-D Oro)
Sandy Castle's—The Clouds (Northland)
Whistle for Happiness—Peggy Lee (Capitol)
She's Still With Me—Dale Robertson (Liberty)
In the Land of Make Believe—Dusty Springfield (Atlantic)
More Than My Share—Barbara Ray (Cherryline)
For the Love of a Lady—Jay & the Americans (United Artists)

For Promotion, Distribution, Deejay Coverage, Press Release Service, Major Label Contacts, 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 . . .

From The Music Capitals of the World

(DOMESTIC)

• Continued from page 49

Harry James will be in Memphis for a show at the Vapors, one of Memphis' biggest night clubs with more than 700 seating capacity April 5.

Larry Rogers, manager of the Lyn-Lou Studios, will work with Happy Tiger's Steve Bogard for another single. Smash's Jerry Lee Lewis will move into the International Hotel's Casino Lounge May 6 for four weeks.

the Atlantic sales convention, and

NASHVILLE

Arlo Guthrie, Jose Feliciano, Bobbie Gentry and Glenn Campbell have recently finished taping their segments for the "Johnny Cash Show." Josh White Jr. has been working the Tennessee and Alabama colleges on a regular basis. Before Christmas, he presented one of his finest concerts at Memphis State University where he received three standing ovations during the show. Last week he played the University of Tennessee, Martin Branch, and is also a frequent visitor to St. Bernard's College in Cullman, Ala. Buddy Killen produced Joe Tex' new LP which was released during is planning a release on the Looking Glass and a new rock group

Nashville Scene

Burbank's KBBQ has made its third annual "Country Music Awards," listing "Okie From Muskogee," by Merle Haggard, as song of the year. It was produced by Ken Nelson. Male vocalist of the year is Charley Pride while Tammy Wynette is the female vocalist. More than 10,000 took part in the voting. Ray Sanders into Nashville for recording sessions for Liberty-Imperial under the direction of Scotty Turner. Ron Lowry has his initial release for Republic Records. He previously recorded on Dot under the name of Butch Lowry. Peso Dollar has a current release on Ranch Records, out of Globe, Ariz. Jan Hurley has signed a contract with Opossum Records, and will be produced by Pete Drake. Bill Clossley will cut a record with The Four Kingsmen in the near future. Maxine Brown has concluded her first session for Plantation, and does her own three-part harmony on one of the sides. The single is scheduled for a quick release.

(Continued on page 66)

FOR SALE—COUNTRY WESTERN NIGHT CLUB

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RITTER TO RUN FOR SENATOR

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

The singing cowboy read a formal statement to the press, saying that he considers himself a part of the "dynamic Republican mainstream."

Ritter also added that he intends to campaign on issues and not with a guitar, but then added, "It'll be in the car if people want to hear something."

from Detroit. . . . Dupree & the Messengers, a new addition to HLI Productions, have been picked up by Polydor Records and are scheduled for their first release in late January. . . . Steppenwolf will appear at the Municipal Auditorium Saturday (31). The show is again another top production sponsored by WMAK. . . . Area Code 615 will make a rare personal appearance at Bill Graham's Fillmore West in San Francisco from Feb. 12-15. . . . Starday/King hosted a party in honor of Arthur Prysock on Jan. 7. While in town, Prysock made several local television appearances and was featured on a number of radio programs.

JIMMY BUFFETT

Yesteryear's Country Hits

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

COUNTRY SINGLES—5 Years Ago

1. Dang Me—Roger Miller (Smash)
2. My Heart Skips a Beat—Buck Owens (Capitol)
3. The Cowboy in the Continental Suit—Marty Robbins (Columbia)
4. Memory #1—Webb Pierce (Decca)
5. Wine, Women and Song—Loretta Lynn (Decca)
6. Together Again—Buck Owens (Capitol)
7. Burning Memories—Ray Price (Columbia)
8. I Don't Love You Anymore—Charlie Louvin (Capitol)
9. Looking for More in '64—Jim Nesbitt (Chart)
10. Circumstances—Billy Walker (Columbia)

COUNTRY SINGLES—10 Years Ago

1. Waterloo—Stonewall Jackson (Columbia)
2. The Battle of New Orleans—Johnny Horton (Columbia)
3. Heartaches by the Number—Ray Price (Columbia)
4. Big Midnight Special—Wilma Lee & Stony Cooper (Hickory)
5. Tennessee Stud—Eddy Arnold (RCA Victor)
6. Somebody's Back in Town—Wilburn Brothers (Decca)
7. Chasin' a Rainbow—Hank Snow (RCA Victor)
8. Black Land Farmer—Frankie Miller (Starday)
9. Long Black Veil—Lefty Frizzell (Columbia)
10. Who Shot Sam?—George Jones (Mercury)

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—5 Years Ago

1. Rag Doll—4 Seasons (Philips)
2. A Hard Day's Night—Beatles (Capitol)
3. I Get Around—Beach Boys (Capitol)
4. Memphis—Johnny Rivers (Imperial)
5. The Girl From Ipanema—Getz/Gilberto (Verve)
6. The Little Old Lady (From Pasadena)—Jan & Dean (Liberty)
7. Can't You See That She's Mine—Dave Clark Five (Epic)
8. Dang Me—Roger Miller (Smash)
9. Wishin' and Hopin'—Dusty Springfield (Philips)
10. Keep on Pushing—Impressions (ABC-Paramount)

POP SINGLES—10 Years Ago

1. Lonely Boy—Paul Anka (ABC-Paramount)
2. The Battle of New Orleans—Johnny Horton (Columbia)
3. Tiger—Fabian (Chancellor)
4. Waterloo—Stonewall Jackson (Columbia)
5. A Big Hunk of Love—Elvis Presley (RCA Victor)
6. My Heart Is an Open Book—Carl Dobkins Jr. (Decca)
7. There Goes My Baby—Drifters (Atlantic)
8. Lipstick on Your Collar—Connie Francis (M-G-M)
9. Forty Miles of Bad Road—Duane Eddy (Jamie)
10. Personality—Lloyd Price (ABC-Paramount)



OLIVER, CREWE RECORDS artist, talks with Frank Darrow, left, of WLIR-FM of Garden City, N.Y., during his recent engagement at the Copacabana.

Singleton Realigns Depts.

NASHVILLE—Due to rapid expansion, the Shelby Singleton Corp. has taken steps to realign its sales and record promotion departments on a regional basis. The move is designed to allow a more concentrated effort with no overlapping into other territories, and includes the naming of Tom Aman as promotion director, northern division; Bob Alou as promotion director, southern division; Warren Lanier handling promotion for the western division and Jerry Seabolt as national country promotion director.

Buddy Blake, vice president of SSS Inc., said that all labels falling under the corporation's logo will be included in the new program. The promotion directors will coordinate all activities within their respective

divisions, then feed the information through Dick Bruce, sales manager, allotting him the opportunity to better govern sales activities by staying personally keyed in on the national happenings.

The next time postal service breaks down, it's your fault.

In 1966, the Chicago Post Office ground to a halt. For three weeks, the mail was almost at a standstill.

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Right now, there's a bill before a committee of Congress called HR 11750. HR 11750 is, in brief, the recommendations of a bipartisan committee for the reorganization of the U.S. Post Office on a business like basis (along the lines of TVA). HR 11750 is designed to take the Post Office out of politics, to apply modern business methods to its operation and, in the process, to save taxpayers the \$1,200,000,000 annual deficit that today's horse-and-buggy Post Office incurs.

You can help get HR 11750 out of committee and enacted into law by letting your congressman know how you feel. Tear out this column, pin it to your letterhead and mail it to your congressman today. Let your voice be heard.

If the Post Office in your city breaks down next, you can't say you haven't been warned.

Citizens Committee for Postal Reform

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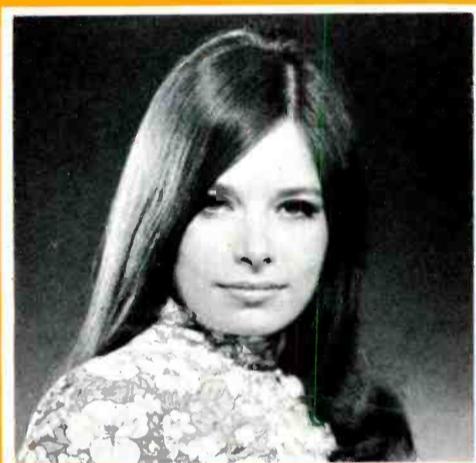
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WITH HITS

'ANGEL of the MORNING'

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Chart #5048



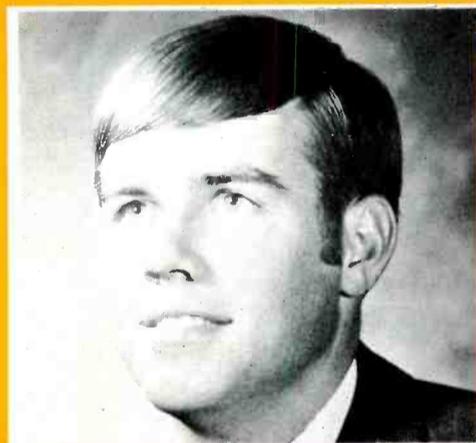
CONNIE EATON

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

HITTIN' BIG WITH HIS
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'HELLO JOSEPHINE'

b/w "LEARNING HOW TO LOSE"
Chart #5046



ERNIE ROWELL

Exclusively on Chart Records

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Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 1/24/70

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	BABY BABY (I Know You're a Lady) David Houston, Epic 5-10539 (Gallico, BMI)	12	40	48	GINGER IS GENTLE AND WAITING FOR ME/DRINK BOYS DRINK Jim Ed Brown, RCA 74-0279 (Gil, BMI)/ (Glaser, BMI)	7
2	2	WISH I DIDN'T HAVE TO MISS YOU Jack Greene & Jeannie Seely, Decca 32580 (Tree, BMI)	11	41	58	SOMETHING TO THINK ABOUT Luke the Drifter, Jr., MGM 14095 (Hank Williams, BMI)	4
3	3	IF IT'S ALL THE SAME TO YOU Bill Anderson & Jan Howard, Decca 32511 (Moss-Rose, BMI)	11	42	45	DADDY I LOVE YOU Billie Jo Spears, Capitol 2690 (Hall-Clement, BMI)	6
4	4	(I'm So) AFRAID OF LOSING YOU Charley Pride, RCA 74-0265 (Hill & Range/Blue Crest, BMI)	12	43	72	I'LL MAKE AMENDS Roy Drusky, Mercury 73007 (Lowery, BMI)	2
5	5	SIX WHITE HORSES Tommy Cash, Epic 5-10540 (Prodigal Son, BMI)	10	44	44	BEFORE THE NEXT TEARDROP FALLS Linda Martell, Plantation 35 (Singleton, BMI)	7
6	11	A WEEK IN A COUNTY JAIL Tom T. Hall, Mercury 72998 (Newkeys, BMI)	6	45	46	SITTIN' IN ATLANTA STATION Nat Stuckey, RCA 47-9786 (Atlantic, ASCAP)	3
7	9	BROWN EYED HANDSOME MAN Waylon Jennings, RCA 74-0281 (Arc, BMI)	9	46	29	DOWN IN THE BOO DOCKS Freddy Weller, Columbia 4-45026 (Lowery, BMI)	10
8	8	BLISTERED/SEE RUBY FALL Johnny Cash, Columbia 4-45020 (Quartet/ Bexhill, ASCAP/House of Cash, BMI)	10	47	38	JOHNNY'S CASH AND CHARLEY'S PRIDE Mac Wiseman, RCA 74-0283 (Jando, ASCAP)	8
9	7	BIG IN VEGAS Buck Owens & the Buckaroos, Capitol 2646 (Blue Book/Exbrook/Mike Curb, BMI)	11	48	49	PARTLY BILL Lawanda Lindsey, Chart 5042 (Sue-Mirl, ASCAP)	6
10	10	THERE'S A STORY (Goin' Round) Don Gibson & Dottie West, RCA 74-0291 (Acuff-Rose, BMI)	7	49	50	HELLO I'M A JUKEBOX George Kent, Mercury 72985 (Newkeys, BMI)	7
11	18	NOBODY'S FOOL/WHY DO I LOVE YOU Jim Reeves, RCA 74-0286 (Tuckahoe, BMI/ Shapiro-Bernstein, ASCAP)	8	50	47	LOVE AIN'T NEVER GONNA BE NO BETTER Webb Pierce, Decca 32577 (Cedarwood, BMI)	9
12	6	SHE'S MINE/NO BLUES IS GOOD NEWS George Jones, Musicor 1381 (Glad, BMI/Raydee, SESAC)	11	51	43	WILLIE AND THE HAND JIVE Johnny Carver, Imperial 66423 (Eldorado, BMI)	7
13	13	ONE MINUTE PAST ETERNITY Jerry Lee Lewis, Sun 1107 (Hi Lo/Gold Dust, BMI)	9	52	—	HONEY COME BACK Glen Campbell, Capitol 2718 (Jobete, BMI)	1
14	14	YOU AND YOUR SWEET LOVE Connie Smith, RCA 74-0258 (Stallion, BMI)	12	53	63	WELFARE CADILLAC Guy Drake, Royal American 1 (Bull Fighter, BMI)	3
15	15	WINGS UPON YOUR HORN Loretta Lynn, Decca 32586 (Sure-Fire, BMI)	9	54	53	TWO SEPARATE BAR STOOLS Wanda Jackson, Capitol 2693 (Party Time, BMI)	4
16	12	CAMELIA Marty Robbins, Columbia 4-45024 (Weed Ville-Noma, BMI)	10	55	55	SHE CHEATS ON ME Glenn Barber, Hickory 1557 (Acuff-Rose, BMI)	3
17	17	APRIL'S FOOL Ray Price, Columbia 4-45005 (Tree, BMI)	10	56	59	SHE'LL BE HANGING AROUND SOMEWHERE Mel Tillis, Kapp 2072 (Saw Grass, BMI)	2
18	19	THINKING ABOUT YOU BABY Billy Walker, Monument 1174 (Wilderness, BMI)	8	57	54	SUN'S GOTTA SHINE Wilma Burgess, Decca 32593 (Contention/SESAC)	5
19	20	I'M A LOVER (Not a Fighter) Skeeter Davis, RCA 74-0292 (Crestmoor, BMI)	7	58	—	YOUR HUSBAND, MY WIFE Bobby Bare & Skeeter Davis RCA 47-9789 (Pocket full of Tunes/Jillberg, BMI)	1
20	22	THAT'S WHEN SHE STARTED TO STOP LOVING YOU Conway Twitty, Decca 32599 (Tree, BMI)	4	59	64	JIM, JACK & ROSE/I'LL GO TO A STRANGER Johnny Bush, Stop 354 (Window, BMI/ Tree, BMI)	4
21	25	DON'T CRY DADDY Elvis Presley, RCA 47-9468 (Gladys/BnB, ASCAP)	6	60	70	THE GOLDEN ROCKET Jim & Jesse, Epic 5-10563 (Hill & Range, BMI)	3
22	16	HE'D STILL LOVE ME Lynn Anderson, Chart 5040 (Gallico, BMI)	10	61	66	GET TOGETHER Gwen & Jerry Collins, Capitol 2710 (Irving, BMI)	2
23	51	IT'S JUST A MATTER OF TIME Sonny James, Capitol 2700 (Eden, BMI)	2	62	57	WEAKEST KIND OF MAN John Wesley Ryles I, Columbia 4-45018 (Rose, BMI)	7
24	23	RIGHT OR LEFT AT OAK STREET Roy Clark, Dot 17324 (Attache, BMI)	8	63	60	THE GUN Bob Luman, Epic 5-10535 (Gallico, BMI)	9
25	37	THEN HE TOUCHED ME Jean Shepard, Capitol 2694 (Gallico, BMI)	4	64	61	DREAM BABY Bob Regan & Lucille Starr, Dot 17327 (Combine, BMI)	4
26	24	JUST SOMEONE I USED TO KNOW Dolly Parton & Porter Wagoner, RCA 74-0247 (Raydee, SESAC)	14	65	56	MORNIN' MORNIN' Bobby Goldsboro, United Artists 50614 (Combine, BMI)	6
27	26	A WORLD CALLED YOU David Rogers, Columbia 4-45007 (Caramart, BMI)	10	66	—	THEN SHE'S A LOVER Roy Clark, Dot 17335 (Russell-Cason, ASCAP)	1
28	21	YOUR TIME'S COMING Faron Young, Mercury 72983 (Combine, BMI)	13	67	67	HERE'S A TOAST TO MAMA Charlie Louvin, Capitol 2703 (Blue Book, BMI)	2
29	28	RAINBOW GIRL Bobby Lord, Decca 32578 (Contention, SESAC)	10	68	74	I'M GOING HOME Bobby Lewis, United Artists 50620 (Tuff, BMI)	2
30	31	WALK UNASHAMED Tompall & the Glaser Bros., MGM 14096 (Glaser, BMI)	5	69	69	RUBY, ARE YOU MAD? Osborne Brothers, Decca 32598 (Sure-Fire, BMI)	2
31	39	TAKE A LETTER MARIA Anthony Armstrong Jones, Chart 5045 (Four Star Television, BMI)	3	70	—	IF I WERE A CARPENTER Johnny Cash & June Carter, Columbia 4-45064 (Faithful-Virtue, BMI)	1
32	30	GOD BLESS AMERICA AGAIN Bobby Bare, RCA 74-0264 (Return, BMI)	11	71	65	WINDOW NUMBER FIVE Johnny Duncan, Columbia 4-45006 (Cedarwood, BMI)	6
33	42	FANCY Bobbie Gentry, Capitol 2674 (Shayne, ASCAP)	7	72	73	PUT A LITTLE LOVE IN YOUR HEART Susan Raye, Capitol 2701 (Unart, BMI)	3
34	36	THE WHOLE WORLD HOLDING HANDS 4 Freddie Hart, Capitol 2692 (Blue Book, BMI)	4	73	—	CHARLIE BROWN The Compton Brothers, Dot 17336 (Tiger, BMI)	1
35	32	EVERY STEP OF THE WAY Ferlin Husky, Capitol 2666 (Green Grass, BMI)	10	74	—	HOMEWARD BOUND Brenda Byers, MTA 177 (Charing Cross, BMI)	1
36	41	I HOPE SO Willie Nelson, Liberty 56143 (Tree, BMI)	7	75	75	EVERYTHING I LOVE Hugh X. Lewis, Columbia 4-45047 (Gallico, BMI)	2
37	33	OKIE FROM MUSKOGEE Merle Haggard & the Strangers, Capitol 2626 (Blue Book, BMI)	16				
38	35	HEARTBREAK AVENUE Carl Smith, Columbia 4-45021 (Acuff-Rose, BMI)	8				
39	34	WHEN YOU'RE HOT YOU'RE HOT Porter Wagoner, RCA 74-0267 (Green Grass, BMI)	11				

BIG COUNTRY



HARLOW WILCOX
"GOLDEN GUITAR FLOWER"
PLANTATION #45



RAY PILLOW
"IT TAKES ALL KINDS
OF PEOPLE"
PLANTATION #36



LINDA MARTELL
"BEFORE THE NEXT
TEARDROP FALLS"
PLANTATION #35



JERRY LEE LEWIS
"ONE MINUTE
PAST ETERNITY"
SUN #1107



JEANNIE C. RILEY
"COUNTRY GIRL"
PLANTATION #44



THE SHELBY SINGLETON
CORPORATION
NASHVILLE — U.S.A.

Country Music

Nashville Scene

• Continued from page 63

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

David Canary, who is seen as "Candy" in the weekly television series "Bonanza," will appear at the Ft. Worth Stock Show Rodeo, which runs from Friday (30) to Feb. 8 at the Will Rogers Coliseum. . . . **Billy Deaton** and **Faron Young** have concluded a formal agreement that makes Deaton exclusive manager and booking agent for Young. . . . **Connie Eaton** just returned from New York where she spent the week taping the Arthur Godfrey Show. . . . **Dennis Linde** was in town last week to pick up a new tape recorder and found that his song "Tom Green County Fair" will be **Roger Miller's** next release. . . . Dennis, a native of St. Louis, also wrote Miller's recent hit "Where Have All the Average People Gone?" and **Bobby Goldsboro's** "Mornin' Mornin'." . . . **Chill Wills** was in town for a few days before leaving for Peru, where he will start shooting the new Dennis Hopper movie, "The Last Movie." . . . **Dave Peel** is in Aspen, Colo., this week working at one of the ski resorts. . . . **Maff Nutter** was in town last week promoting his latest single "Hey There Johnny." He is recording for **Frank Zappa's** Straight Records. Maff lives in Hollywood, where he is also involved in acting and has been seen on "Gunsmoke" and numerous television commercials.

The charts tell the story —
Billboard has THE CHARTS

headed up to #1

(Over 100,000 Sales)

SMASH HIT by... Guy Drake



ROYAL AMERICAN #RA-1

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DON HOSEA

Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 1/24/70

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	THE BEST OF CHARLEY PRIDE RCA Victor LSP 4223	13
2	2	TALL DARK STRANGER Buck Owens, Capitol ST 212	12
3	3	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	30
4	4	A PORTRAIT OF MERLE HAGGARD Capitol ST 319	17
5	6	HANK WILLIAMS JR. LIVE AT COBO HALL, DETROIT MGM SE 4644	16
6	8	STORY SONGS OF TRAINS & RIVERS Johnny Cash & the Tennessee Two, Sun SUN 104	7
7	7	GLEN CAMPBELL "LIVE" Capitol STBO 268	19
8	5	THE ASTRODOME PRESENTS SONNY JAMES IN PERSON Capitol ST 320	16
9	9	TAMMY WYNETTE'S GREATEST HITS Epic BN 26486	21
10	10	MY BLUE RIDGE MOUNTAIN BOY Dolly Parton, RCA Victor LSP 4188	16
11	11	SONGS THAT MADE COUNTRY GIRLS FAMOUS Lynn Anderson, Chart CHS 1022	8
12	12	JOHNNY CASH'S GOLDEN HITS, VOL. I Sun SUN 100	18
13	17	TOGETHER Jerry Lee Lewis/Linda Gail Lewis, Smash SRS 67126	17
14	13	THE SENSATIONAL CHARLEY PRIDE RCA Victor LSP 4153	33
15	15	JOHNNY CASH'S GOLDEN HITS, VOL. II Sun SUN 101	18
16	14	WINE ME UP Faron Young, Mercury SR 61241	7
17	16	JERRY LEE LEWIS' GOLDEN HITS, VOL. I Sun SUN 102	17
18	21	FLOYD CRAMER PLAYS MORE COUNTRY CLASSICS RCA Victor LSP 4220	11
19	19	MOVING ON Danny Davis & the Nashville Brass, RCA Victor LSP 4232	7
20	22	JIM REEVES' GREATEST HITS, VOL. 3 RCA Victor LSP 4187	26
21	24	THE EVERLOVIN' SOUL OF ROY CLARK Dot DLP 25972	5
22	20	JERRY LEE LEWIS' GOLDEN HITS, VOL. II Sun SUN 103	7
23	23	BACK IN BABY'S ARMS Connie Smith, RCA Victor LSP 4229	3
24	27	FROM MEMPHIS TO VEGAS/FROM VEGAS TO MEMPHIS Elvis Presley, RCA Victor LSP 6020	8
25	25	SHOWTIME Johnny Cash & the Tennessee Two, Sun SUN 106	9
26	18	THE WARMTH OF EDDY Eddy Arnold, RCA Victor LSP 4231	12
27	—	OKIE FROM MUSKOGEE Merle Haggard, Capitol ST 384	1
28	34	WHERE GRASS WON'T GROW George Jones, Musicor 3181	4
29	26	BEST OF NORMA JEAN RCA Victor LSP 4227	6
30	30	SWITCHED ON NASHVILLE: COUNTRY MOOG Gil Trythall, Athena 6003	5
31	32	I'LL STILL BE MISSING YOU Warner Mack, Decca DL 75165	3
32	35	THE ESSENTIAL HANK WILLIAMS MGM SE 4651	12
33	31	ALWAYS, ALWAYS Porter Wagoner & Dolly Parton, RCA Victor LSP 4186	26
34	28	WOMAN OF THE WORLD/TO MAKE A MAN Loretta Lynn, Decca DL 75113	26
35	37	FROM ELVIS IN MEMPHIS Elvis Presley, RCA Victor LSP 4155	32
36	36	JOHNNY CASH AT FOLSOM PRISON Columbia CS 9639	85
37	39	GOLDEN CREAM OF THE COUNTRY Jerry Lee Lewis, Sun SUN 108	2
38	38	HANK THOMPSON SALUTES OKLAHOMA Dot DLP 25971	4
39	33	SOLD GOLD '69 Chet Atkins, RCA Victor LSP 4244	6
40	40	DYNAMITE Peggy Sue, Decca DL 75153	8
41	29	DAVID D. HOUSTON Epic BN 26482	21
42	44	COUNTRY SPECIAL Various Artists, Capitol STBB 402	2
43	43	IT'S A SIN Marty Robbins, Columbia CS 9811	29
44	41	MISS SINCERITY Billie Jo Spears, Capitol ST 397	3
45	—	BIG IN VEGAS Buck Owens, Capitol ST 413	1

Soul Sauce

**BEST NEW RECORD
OF THE WEEK:**

**"Stay
With Me"**
LORRAINE ELLISON
(Warner Bros.)



By ED OCHS

SOUL EXCLUSIVE: The soul backlash now sweeping soul from top 40 general market stations is no figment of black imagination. Said Atlanta's brainy **Jerry Wexler** at the recent radio conference in Atlanta, "There is a very big backlash going on right now, and it's in the communication industry, not the record companies. Rhythm and blues is on the decline because we can't get the air play. The radio stations think they're reflecting the middle-class WASP audience, who don't want to hear the noise of the ghetto or be reminded of the breaking of windows in Watts." **Del Shields**, who condemns what he calls "cultural genocide" of black and white radio listeners by the "systematic exclusions of soul music from top 40 broadcasts despite the relevant positions that these records and performing artists may have on the charts." Shields told **Soul Sauce** last week that NATRA, through Los Angeles lawyer **Benjamin N. Wyatt**, was checking with the Federal Communications Commission (FCC) and the Justice Department to see if any violations or criminal conspiracy were effecting an economic boycott against black music.

Serious Implications

Initial response on these complaints from the Justice Department indicates, according to Shields, that the soul backlash will be thoroughly investigated and could have "serious and far reaching implications" comparable to the 1954 landmark decision on segregation. NATRA's most intense examination will be of the Sherman Antitrust Act, for violations dealing with restraint of trade. Also under scrutiny are FCC's regulations, and Shields' contention that "general broadcasters may have failed to broadcast to the general 'needs and conveniences' of the community," which the FCC considers in awarding and maintaining licenses. Shields told **Soul Sauce** that "the refusal to play black music on the air . . . would exclude a substantial part of American culture from the air." Shields' argument is that "the kind of music that is being played may be an aspect of the 'needs and conveniences' and not merely can be viewed as entertainment. This has not been tested yet," said NATRA's executive director, "but we intend to prepare a petition for an order to show cause and a temporary restraining order to the general radio stations to force them to come before the FCC and show cause why they should not be reprimanded, or whatever disciplinary action the FCC deems fit and proper to correct these abuses."

Black Is American

When asked about the possibility of proving conspiracy to keep the black experience from the radio community, Shields remarked that the precedential *Brown vs. the Topeka Board of Education* case in 1954 "determined that segregation in schools was unconstitutional not only because it prevents a black child from having access to the best facilities that are available, but in addition it prevents white children who are entitled to have a broad social experience of all aspects of the American culture. The courts have within the last 10 to 15 years indicated that where these kinds of exclusion occur they are to be condemned" and the current soul backlash has all the "sociological and psychological" aspects of the *Brown vs. the Board of Education* case. Shields also admitted that the burden of proof lies with NATRA and its lawyers. "You must be able to show with some degree of certainty the damages that have been suffered. This," he said, "is a handicap."

★ ★ ★

FILLETS OF SOUL: Gold soul, rare as peace these days, has been won by **Gene Chandler's** Bamboo team of **Mel & Tim** for their "Backfield in Motion" disk. . . . **Jad Records** is featuring label president **Johnny Nash** on his "Hold Me Tight" LP. His flip hit, "Cupid," also stars. Turntable Records, a joint venture of Nash and pop veteran **Lloyd Price**, is already spinning with Price's "Lloyd Price Now" album and **Howard Tate's** "Reaction" LP, soon to yield a new single, "My Soul's Got a Hole in It." Due on Turntable is a newly recorded double-LP of Price's greatest hits, which at least will have a lot of "Personality." . . . BMI's Rhythm & Blues Citations of Achievement will be awarded here on March 18. . . . **Little Richard** has signed for three four-week runs at the International Hotel's Casino Theatre during May, September and December. **Ike & Tina Turner** and **Redd Foxx** are stomping the Las Vegas stage till the end of the month. . . . **Sonny Charles**, a

JANUARY 24, 1970, BILLBOARD

Billboard SPECIAL SURVEY For Week Ending 1/24/70

BEST SELLING Soul LP's

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	PUZZLE PEOPLE Temptations, Gordy GS 949	16	26	26	BABY I'M FOR REAL Originals, Soul SS 716	2
2	2	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	7	27	21	MY CHERIE AMOUR Stevie Wonder, Tamla TS 296	16
3	3	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	29	28	28	POPCORN James Brown, King KSD 1055	23
4	4	CREAM OF THE CROP Diana Ross & the Supremes & the Motown MS 694	9	29	35	SANTANA Columbia CS 9781	6
5	5	COMPLETELY WELL B. B. King, BluesWay BLS 6037	5	30	34	TOGETHER Diana Ross & the Supremes with the Temptations, Motown MS 692	14
6	18	I WANT YOU BACK Jackson 5, Motown 1156	2	31	31	R. B. GREAVES Arco SD 33-311	3
7	10	DELPHONICS' SUPER HITS Philly Groove PG 1152	10	32	29	CLOUD NINE Temptations, Gordy GLPS 939	46
8	8	ICE ON ICE Jerry Butler, Mercury SRS 61234	18	33	33	LOVE, PEACE & HAPPINESS Chambers Brothers, Columbia KGP 20	2
9	12	TOM JONES LIVE IN LAS VEGAS Parrot PAS 71031	10	34	38	LED ZEPPELIN II Atlantic SD 8236	4
10	27	DIANA ROSS & THE SUPREMES' GREATEST HITS, VOL. III Motown MS 702	2	35	48	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 8397	2
11	7	STAND Sly & the Family Stone, Epic BN 26456	39	36	32	GRAZIN' IN THE GRASS Friends of Distinction, RCA Victor LSP 4149	38
12	6	WALKING IN SPACE Quincy Jones, A&M SP 2023	7	37	—	LET IT BLEED Rolling Stones, London NPS 4	1
13	13	AT HOME WITH O. C. SMITH Columbia CS 9908	15	38	36	YOUR GOOD THING Lou Rawls, Capitol ST 325	9
14	9	FOUR IN BLUE Smokey Robinson & the Miracles, Tamla TS 297	8	39	30	SOUL SPIN Four Tops, Motown MS 695	7
15	11	NITTY GRITTY Gladys Knight & the Pips, Soul SS 713	14	40	—	GET READY Rare Earth, Rare Earth RS 507	1
16	16	LOVE IS BLUE Dells, Cadet LPS 829	23	41	37	HIGHLY DISTINCT Friends of Distinction, RCA Victor LSP 4212	14
17	14	ON BROADWAY Diana Ross & the Supremes & the Temptations, Motown MS 699	7	42	40	HERBIE MANN LIVE AT THE WHISKEY A GO GO Atlantic SD 1536	10
18	15	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	36	43	43	THE WAY IT WAS/THE WAY IT IS Lou Rawls, Capitol ST 215	34
19	19	HURT SO BAD Nancy Wilson, Capitol ST 353	7	44	44	LIGHTSIDE/DARKSIDE Dick Gregory, Poppy PYS 60-001	2
20	20	FEELIN' GOOD David Ruffin, Motown MS 696 (S)	4	45	42	TIME OUT FOR SMOKEY ROBINSON & THE MIRACLES Tamla TS 295	26
21	25	DOWN HOME STYLE Brother Jack McDuff, Blue Note BST 84322	7	46	41	GREEN RIVER Creedence Clearwater Revival, Fantasy 8393	18
22	17	IT'S A MOTHER James Brown, King 1063	16	47	—	ABBEY ROAD Beatles, Apple SO 383	1
23	23	ARETHA'S GOLD Aretha Franklin, Atlantic SD B227	28	48	39	SOUL CHILDREN Stax STS 2018	16
24	24	WHAT DOES IT TAKE TO WIN YOUR LOVE Jr. Walker & the All Stars, Soul SS 721	5	49	46	KOOL & THE GANG De-Lite DE 2003	3
25	22	GREATEST HITS, VOL. II Dionne Warwick, Scepter SPS 577	13	50	—	WHO'S MAKING LOVE Johnny Taylor, Stax STS 2005	30

Checkmate, Ltd., since 1951, has left the A&M group for a solo career. The group's Jan. 3 appearance in Miami was his last. . . . **Nat Tarnopol**, executive vice president of Brunswick, is negotiating to buy out Decca's share of the label and to set it up as an independent enterprise. The Brunswick label was reactivated by Decca about six years ago when **Jackie Wilson** was re-signed and 50 per cent of the label was turned over to Tarnopol, who is also Wilson's manager. . . . **Ruth Davis**, lead singer of the **Davis Singers** gospel group, died last week in Philadelphia. The group has been immortalized through their influence on soul greats **Aretha Franklin** and **Ray Charles**. . . . Chess will package two more prime vintage rock 'n' blues sets, "Souled Out" and "Pop Origins." The powerful platters will feature the label's best contributions to early rock, especially **Chuck Berry**, who recently re-signed with Chess. The Crewe label will issue a collection of **Mitch Ryders** top hits. . . . **P. S. Soul:** **Diana Ross** and the **Supremes** officially called it quits as a team last week at the Frontier in Las Vegas. A press release called it a "two-for-one stock split," as Motown starts the decade not by losing a supergroup, but by gaining two. Soon it will be possible—even probable—for both Diana Ross and the Supremes to be listed one-two on the charts.

The
charts
tell the story —
Billboard
has
THE CHARTS

THE MANHATTANS



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SMASH SINGLE

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A Lot To Bring
Me Back Baby"

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"WITH THESE HANDS"



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BEST SELLING Soul Singles

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

This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title Artist, Label, No. & Pub.	Weeks on Chart
1	1	I WANT YOU BACK Jackson 5, Motown 1157 (Jobete, BMI)	10	26	28	I'M JUST A PRISONER Candi Staton, Fame 1460 (Fame, BMI)	4
2	2	SOMEDAY WE'LL BE TOGETHER Diana Ross & the Supremes, Motown 1156 (Jobete, BMI)	11	27	27	(Gotta Find) A BRAND NEW LOVER, Part 1 Sweet Inspirations, Atlantic 2686 (Assorted, BMI)	5
3	3	AIN'T IT FUNKY NOW James Brown, King 6280 (Golo, BMI)	9	28	36	HOW CAN I FORGET YOU Marvin Gaye, Tamla 5419C (Jobete, BMI)	2
4	7	POINT IT OUT Smokey Robinson & the Miracles, Tamla 54189 (Jobete, BMI)	6	29	33	HOW CAN I TELL MY MOM & DAD Lovellites, UNI 55181 (Mrb-Lah, BMI)	12
5	4	LOVE BONES Johnny Taylor, Stax 0050 (East/Memphis, BMI)	7	30	—	PSYCHEDELIC SHACK Temptations, Gordy 7096 (Jobete, BMI)	12
6	6	LET A MAN COME IN AND DO THE POPCORN, Pt. 2 James Brown, King 6275 (Dynatone, BMI)	5	31	24	MY HONEY AND ME Luther Ingram, Koko 2104 (Klondike, BMI)	8
7	9	HEY THERE LONELY GIRL Eddie Holman, ABC 11240 (Famous, ASCAP)	8	32	—	GIVE ME JUST A LITTLE MORE TIME Chairman of the Board, Invictus 9074 (Gold Forever, BMI)	1
8	15	THANK YOU Sly & the Family Stone, Epic 5-10555 (Stone Flower, BMI)	3	33	—	YOU ARE MY SUNSHINE Dyke & The Blazers, Original Sound 90 (Peer Int'l, BMI)	1
9	8	WHAT YOU GAVE ME Marvin Gaye & Tammi Terrell, Tamla 54187 (Jobete, BMI)	7	34	43	DIDN'T I (Blow Your Mind This Time) Deftones, Philly Groove 161 (Nickel Shoe, BMI)	2
10	5	THESE EYES Jr. Walker & the All Stars, Soul 35067 (Dunbar, BMI)	12	35	35	DIG THE WAY I FEEL Mary Wells, Jubilee 5684 (Welwom, BMI)	5
11	13	LOOK-KA PY PY Meters, Josie 1105 (Marsaint, BMI)	8	36	—	IF YOU'VE GOT A HEART Bobby Bland, Duke 458 (Don, BMI)	1
12	12	THE TOUCH OF YOU Brenda & the Tabulations, Top & Bottom 401 (One-Eyed Soul, BMI)	6	37	37	THE GHETTO Denny Hathaway, Atco 6719 (Don-Pow, Peer, BMI)	3
13	10	I LOVE YOU Oris Leavill, Dakar 614 (Dakar, BMI)	10	38	—	GOTTA SEE IF I CAN'T GET MOMMA TO COME BACK HOME Jerry Butler, Mercury 73015 (Chevis/McCoy, BMI)	1
14	16	LOVELY WAY SHE LOVES Moments, Stang 5009 (Gambi, BMI)	6	39	39	THE GANG'S BACK AGAIN Kool and the Gang, De-Lite 523 (Stephanye/Delight, BMI)	2
15	14	FRIENDSHIP TRAIN Gladys Knight & the Pips, Soul 35068 (Jobete, BMI)	12	40	—	WHEREVER SHE LEADETH ME Impressions, Curtom 1948 (Camad, BMI)	1
16	17	IF WALLS COULD TALK Little Milton, Checker 1226 (Jalynne, BMI)	5	41	41	IT'S GONNA TAKE A LOT TO BRING ME BACK Manhattans, Deluxe 115 (Zira, BMI)	3
17	19	THE THRILL IS GONE B. B. King, BluesWay 61032 (Grosvenor House, ASCAP)	4	42	42	DON'T THINK THAT I'M A VIOLENT GUY Garland Greene, UNI 55188 (Colfam, BMI)	2
18	11	IS IT BECAUSE I'M BLACK Syl Johnson, Twinnight 125 (Nuddato/Syl/Zel/Highton, BMI)	12	43	—	IF I LOSE YOUR LOVE Detroit Embers, Westbound 156 (Bridge Port, BMI)	1
19	21	GUESS WHO Ruby Winters, Diamond 269 (Ruler, BMI)	7	44	50	BREAKING UP IS HARD TO DO Lenny Welch, Commonwealth United 3004 (Screen Gems-Columbia, BMI)	2
20	31	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	2	45	45	I CAN'T TAKE IT LIKE A MAN Ben E. King, Maxwell 800 (Saturday, BMI)	2
21	18	I'M SO GLAD I FELL FOR YOU David Ruffin, Motown 1158 (Jobete, BMI)	6	46	49	COUNTRY PREACHER Cannonball Adderley Quintet, Capitol 2698 (Zawinul, BMI)	3
22	26	BOLD SOUL SISTER Ike & Tina Turner, Blue Thumb 104 (Placid/Rococco, BMI)	5	47	48	DO THE FUNKY CHICKEN Rufus Thomas, Stax 0058 (East/Memphis, BMI)	2
23	30	I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter 2273 (Blue Seas/Jac/Morris, ASCAP)	3	48	—	STEALING LOVE/WHEN TOMORROW COMES Emotions Volt 4031 (Birdies, ASCAP/East/Memphis, BMI)	1
24	32	MOON WALK, Part 1 Joe Simon, Sound Stage Seven 2651 (Cape Ann, BMI)	4	49	—	DANGER—HEARTBREAK AHEAD Kim Weston, People 1001 (Jobete, BMI)	1
25	25	BABY BOY Fred Hughes, Brunswick 755419 (Dakar/BRC, BMI)	7	50	—	OH WHAT A DAY Dells, Cadet 5663 (Last Go Round, BMI)	1

Peer Southern, Popular 5 Deal

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

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



BARBARA McNAIR TALKS with William B. Williams on a recent visit to WNEW, New York, radio during a break in the taping of the Barbara McNair show seen on WNEW-TV.

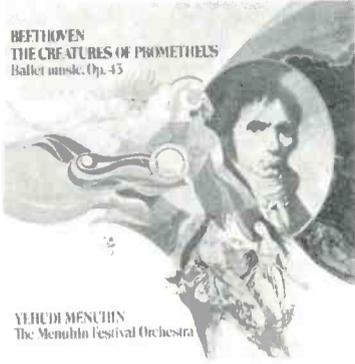
Album Reviews Continued



COUNTRY

JAN HOWARD—
For God and Country.
Decca DL 75166 (S)

Striking deep at the very fibers of the soul of the country music fan, Jan Howard presents a bevy of patriotic themes, combined with religious messages. On one side, there's "God Bless America." On the other side, "The Lord's Prayer," "I Believe," and "The Night Watch." This LP will reap big rewards.



CLASSICAL

BEETHOVEN: THE CREATURES OF PROMETHEUS BALLET—
Menuhin Festival Orch. (Menuhin).
Angel S 36641 (S)

Here is something off the beaten path for the classical devotee. Beethoven's one ballet score, "The Creatures of Prometheus," receives a brilliant interpretation by the Menuhin Festival Orchestra. Production values are superb.



CLASSICAL

BEETHOVEN: SYMPHONY No. 9—
Various Artists/L'Orch. de la Suisse Romande (Ansermet).
London Stereo Treasury
STS 15089 (S)

It is good to have Beethoven's Ninth available in low price form by such high price artists as soprano Joan Sutherland and Ernest Ansermet conducting the orchestra De la Suisse Romande. All excel in the entire work—aided considerably by Anton Dermota, Norma Procter and Arnold Van Mill, bass.



BLUES

BIG MAMA THORNTON—
The Way It Is.
Mercury SR 61249 (S)

The earlier Thornton album, "Stronger Than Dirt" sold stronger than most and this one should follow it. It is a live recording, backed by a harmonica-saxophone based small group, and gives a pretty clear indication of what Big Mama (the real Janis Joplin) is about. Some hard blues classics ("Rock Me Mama," "Little Red Rooster," "Mojo Working") are included along with Thornton original.



GOSPEL

NORRIS TURNER—
Stop and Get Religion.
H.S.H. HSLP 360 (S)

This debut album by Norris Turner heralds the arrival, on the gospel scene of a truly exciting new talent. Turner is dramatic and distinctive. His songs convey a freshness and originality which auger well for his future. There is some very good material on this disk, material that is hot enough to burn up the sales racks on which it is placed.



INTERNATIONAL

YVES MONTAND—
Extraordinaire!
Philips PCC 633 (S)

Perfectly timed with the release of the award winning film "Z," starring Montand, this latest release, part of Philips' "Connoisseur Collection," displays Montand's mellow and masculine singing voice in such outstanding selections as "Rengaine Ta Rengaine," the familiar "Ma Mie," and "La Chanson De Bilbao."

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★

- DAVID BOWIE**—Man of Words/Man of Music. Mercury SR 61246 (S)
- FREEDOM EXPRESS**—Easy Ridin'. Mercury SR 61250 (S)
- JOEY WELZ BLUES REVIVAL**—Rock Revival. Palmer PLP 13402 (S)
- BOBBY MERRITT**—Out of the Crowd. Musicor MS 3180 (S)
- TONGUE & GROOVE PRESENTS LYNNE HUGHES—FREEWAY GYPSY**—Fontana SRF 67611 (S)
- ALLAN SCOTT**—When I Needed a Woman. Tower ST 5164
- ROXY**—Elektra EKS 74063 (S)
- VAN DER GRAAF GENERATOR**—The Aerosol Grey Machine. Mercury SR 61238 (S)
- CINNAMON ANGELS & SATANS FOUR**—Mixed Soul. B.T. Puppy BTPS 1010 (S)
- NICK LUCAS**—Rose Colored Glasses. Accent ACS 5043 (S)
- BRAD SWANSON**—Love Makes the World Go 'Round. Thunderbird THS 9005 (S)

COUNTRY ★★★★★

MARTY MARTIN SINGS COUNTRY MUSIC—
American Heritage Music AA 118 (S)

JAZZ ★★★★★

- HAROLD JOHNSON**—Wide Open. Revue RS 7212 (S)
- SUN RA & HIS ASTRO INFINITY ARKESTRA**—
Sound Sun Pleasure! El Saturn SR 512 (S)
- SUN RA & HIS ASTRO INFINITY ARKESTRA**—
Atlantis. El Saturn ESR 507 (S)
- SUN RA & HIS MYTH SCIENCE ARKESTRA**—
Angels and Demons at Play. El Saturn SR 9956-2-P (S)
- SUN RA & HIS MYTH SCIENCE ARKESTRA**—
The Nubians of Plutonia. El Saturn SR 406 (S)
- SUN RA & HIS ASTRO INFINITY ARKESTRA**—
Continuation. El Saturn ESR 520 (S)

CLASSICAL ★★★★★

- STRAVINSKY: LE SACRE DU PRINTEMPS**—
Eden & Tamir. London CS 6626 (S)
- BEETHOVEN: SYMPHONIES Nos. 5, 8**—
Vienna Philharmonic (Schmidt-Isserstedt).
London CS 6619 (S)

LOW PRICE CLASSICAL ★★★★★

- BEETHOVEN: SYMPHONY No. 3**—L'Orch. de la Suisse Romande (Ansermet). London Stereo Treasury STS 15069 (S)
- HAYDN: SYMPHONIES Nos. 94, 99**—Vienna Philharmonic (Krips). London Stereo Treasury STS 15085 (S)
- SAINT-SAENS / MOUSSORGSKY / BERLIOZ**—
Concergebouw Orch., Amsterdam (Haitnik). Philips World Series PHC 9139 (S)
- PIANO MUSIC OF BACH**—Wilhelm Backhaus.
London Stereo Treasury STS 15065 (S)

GOSPEL ★★★★★

McGLOTHLIN FAMILY—King of the Jews.
NRS NRS 518 (S)

RELIGIOUS ★★★★★

LORIN WHITNEY—Songs That Touch the Heart. Sacred LPS 74047 (S)

INTERNATIONAL ★★★★★

AROUND THE WORLD WITH THE TRADE WINDS—B. T. Puppy BTPS 1008 (S)

SPECIAL MERIT PICKS

POP

SIR DOUGLAS QUINTET—Together After Five. Smash SRS 67130 (S)
The Sir Douglas Quintet has another winner here in this collection of blues and country-oriented rock. The material here moves musically and should also move in sales as this topnotch quintet springs through such excellent cuts as "Nuevo Laredo," "Revolutionary Ways," and "Backwood's Girl." "Got to Sing a Happy Song" is another winner.

LEE HAZLEWOOD—Forty. LHI S 12009 (S)
Lee Hazlewood celebrated his fortieth birthday recently but he's far from "over the hill." In fact, this album, which is a tribute to that fortieth year, shows that he's still with it as far as getting a song message across. The songs are mellow and reflective and Hazlewood gives them a proper mellow touch. Among them are "It Was a Very Good Year," "Wait Till Next Year" and "September Song."

GOGI GRANT—The Way a Woman Feels. Pete S 1111 (S)
Gogi Grant has a sensitive and emotional voice, and this album is a perfect showcase as she offers such tender treatments of "Yesterday When I Was Young," "Padre" and the album's title song "The Way a Woman Feels." Her many fans will want this album in a hurry, which should insure good sales.

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.

RENAISSANCE—Elektra EKS 74068 (S)
This inventive British group adroitly combines classical and rock elements for an album that should score in underground markets, where musicianship is appreciated. This set is out in time for the quintet's U.S. tour, which should further boost it. "Bullet" is a sharp rocker, while "Kings and Queens," the other extended number, fuses rock and classics well. The other three cuts, including the classically oriented "Wanderer," also are first rate.

CLASSICAL

KOUSSEVITZKY: DOUBLE BASS CONCERTO/ BLOCH: SINFONIA BREVE—Karr/Oslo Philharmonic (Antonini/Minneapolis Symphony (Dorati). CRI CRI SD 248 (S)
This coupling has exceptional interest. Included is a restoration to the catalog of Ernest Bloch's beautiful "Sinfonia Breve" splendidly performed by Antal Dorati and the Minneapolis Symphony. This performance previously was on Mercury. The other remarkable performance features Gary Karr in a first recording of Koussevitzky's "Concerto for Double Bass," a rare solo instrument. Alfredo Antonini expertly conducts the Oslo Philharmonic.

RELIGIOUS

SALVATION ARMY 1000 VOICE CHORUS—
Word WST 8466-LP (S)
Here is a skillful blend of voices that is relaxing and very listenable. Recorded live at the Royal Albert Hall, London, the 1,000 voice chorus of the Salvation Army turns in a very commendable performance. Included here are old religious standards like, "Oh For a Thousand Tongues to Sing," "Praise God from Whom all Blessings Flow" and "Homeward Bound."

SEBASTIAN TEMPLE—The Universe Is Singing. Gia M/S 118 (S)
An ambitious work by singer Sebastian Temple and an effort to put into song the thoughts of P. Teilhard de Chardin's

COMEDY

PAT PAULSEN—Live at the Ice House. Mercury SR 61251 (S)
Paulsen puts on a hot comedy show as he takes the role of a gay blade in satirizing country music, generation gap and the presidency in his subtle manner. All in all, a very funny album that glides easily from one subject to the other.

Action Records

Singles

★ NATIONAL BREAKOUTS
THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

HOUSE OF THE RISING SUN . . .
Frijid Pink, Parrot 341 (Gallico, BMI)
(Detroit)

"Phenomenon of Men." It comes complete with a large booklet explaining the religious thoughts behind the work—but the album is also excellent for more relaxed listening. The tunes Temple has selected to go with the words are also simple and folksy and on another level the farout folk fans could also appreciate it.

Albums

★ NATIONAL BREAKOUTS
There are no National Breakouts this week.

★ NEW ACTION LP'S

ROXY . . .
Elektra EKS 74063

MIDNIGHT STRINGS . . .
Rhapsodies for Lovers, Vol. 3, Viva V 36022

HERBIE MANN . . .
Concerto Grosso in D Blues, Atlantic SD 1540

There's a World of Country Music!

It's ALL in Billboard

More Album Reviews on Page 60

UNUSUAL? Yes...aren't all SMASHES!

Over 100,000 SALES Already...
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KJR, WTAC, WLCY, WSGN,
WPOP, WALG, WISM, WPAG, WCDS,
and... BUBBLING UNDER - BILLBOARD!

Guy Drake's Welfare CADILAC

ROYAL AMERICAN #RA-1

I'm
exclusively on
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Published by:
BULL FIGHTER
MUSIC - BMI

Personal Mgmt.:
DON HOSEA

Selling Sounds

• Continued from page 69

- December 20, 1969—Recording BROTHER JACK McDUFF. Producer—Lou Fudderman. Engineer—Bob Gallo.
- December 21, 1969—Recording MUD IN YOUR EYE. Production company—Louis Lofredo Associates. Produced by Bob Gallo.
- December 22, 1969—Recording THE SMUBBS. Producer and engineer—Bob Gallo.
- December 23, 1969—Recording BROTHER JACK McDUFF. Producer—Lou Fudderman.
- December 26, 1969—Recording BROTHER JACK McDUFF. Producer—Lou Fudderman. Engineer—Bob Gallo.
- December 27, 1969—Recording MUD IN YOUR EYE. Production company—Louis Lofredo Associates, Inc. Produced by Bob Gallo.
- December 28, 1969—Recording THE SMUBBS. Label: Monument Records. Producer and engineer—Bob Gallo.
- December 29, 30, 1969—Recording THE SMUBBS. Completing second album.
- January 2, 1970—Recording SNOW BALL. Production company Louis Lofredo Associates, Inc. Produced by Bob Gallo.
- January 3, 1970—Recording BROTHER JACK McDUFF. Producer—Lou Fudderman. Engineer—Bob Gallo.
- January 5, 1970—Recording BROTHER JACK McDUFF. Producer—Lou Fudderman. Engineer—Bob Gallo.
- January 6, 1970—Recording THE SMUBBS. Label Monument Records. Producer and engineer—Bob Gallo.
- January 7, 1970—Recording JAC TRAPP. Production company—Louis Lofredo Associates, Inc. Produced by Bob Gallo.
- January 8, 1970—Recording THE SMUBBS. Completing second album.
- January 9, 1970—Recording THE MUSIC BACHS. Produced by Bob Gallo for Louis Lofredo Associates, Inc.
- January 10, 11, 1970—Recording AESOP'S FABLES. Producer and engineer—Bob Gallo. Louis Lofredo Associates, Inc., production company.

MEDIASOUND, New York—765-4700

WEEK OF DEC. 21

- Bob Chang of Top Flight Entertainment continued his series of programs for commercial air lines. This week it was Henry Mancini.
- M.B.A. recorded radio spots for M & M menthol cigarettes. Murray Valenstein of Leber, Katz & Paccione was the producer. J. J. Johnson and Andy Marsala wrote the music.
- R.P.M. Associates was in recording "Soft & Dry" for Gillette. Joseph Rein of BBDO was the producer. Don Sebesky wrote the music.
- Buddy Weed did the music for Ford TV spot, "Four Doors to Performance." Stan Turner was the audio producer. Howard Epstein was the video producer. Both of J. Walter Thompson.
- Beverly Ross wrote the music for a Dr Pepper radio spot. Sue Smitman of Y & R was the producer.

WEEK OF JAN. 5

- Bob Chang of Top Flight Entertainment continues his series of programs for commercial air lines. This week it is "Broadway Encores."
- Scott-Textor recorded for Krueger Pilsner. Needham, Harper & Steers was the agency. Dana Seymour was the producer.
- Sasha Burland of C-Hear Services was in recording "Impala—The King Car" for Chevrolet. Bob Shannon of Campbell-Ewald in Detroit was the producer.
- Music Makers recorded for Pontiac. Adams, Dana, Silverstein was the agency. Michael O'Connell was the producer.
- Chuck Goldstein was in recording for Outlet Barn. Phil Beckman of Beckman Associates was the producer.
- Buddy Weed recorded spots for Eastern Air Lines and Johnson & Johnson Baby Powder. Buck Warnick of Y & R produced both sessions.
- Jose Greco recorded Medieval and Spanish Moorish music of the 13th Century for his all-new 1970 show.

CHARLES H. STERN AGENCY, INC., L.A., Calif.—

(213) 273-6890 (Charles H. Stern Reporting: Representing Musical Arranger-Composers for TV & Radio Commercials)

- Perry Botkins Jr.—4 commercials for Schlitz Malt Liquor, Leo Burnett Advertising Agency, recorded at TTG Studios.
- Perry Botkin Jr.—Contemporary musical theme for Santa Fe Railroad, Post-Keyes-Gardner, recorded at Sunset Sound.
- Artie Butler—Radio commercials for the Yellow Pages, recorded at the Record Plant, BBD&O Advertising Agency.
- Alan Copeland—Mattel "Hot Wheels," a Carson/Roberts Agency, recorded at Bell Sound.
- Alan Copeland—Continental Air Lines—Needham, Harper & Steers, recorded at TTG Studios.
- Mark Lindsay—Tanfastic for Foote, Cone & Belding, recorded at Columbia Records Studio.

GAVIN & WOLOSHIN, INC., New York—212-PL 1-6020

(Sid Woloshin reporting)

- Pepsi-International: Did four radio spots: :60, :30, :20 and :10. Done for the Mexican market. New music was written by Kevin Gavin and Sid Woloshin. Creative director was Jack Mangan; writer was Ted Thompson; and producer for the J. Walter Thompson Advertising Agency was Jim Money.
- A.H. Pond Co. (Keepsake Diamond Rings): Did :60 radio spot. Music was written by Ellen Starr, lyrics by Jerome. Advertising agency was Conklin Labs & Bebee, Inc., of Syracuse, N.Y.

NATIONAL RECORDING STUDIOS, INC., New York—

PL 7-6440

- At Edison Hall: Ferrante and Teicher producing two new singles. Steve Karmen in with Noxzema, Chrysler and Chevrolet. Lou Garisto producing musical spots for Arco and Ford. At 730 Fifth Avenue: Kenyon & Eckhardt doing music for Magnovox. BBDO and Marc Fredericks producing Yellow Pages jingles. Biever & Stein in again for "Shell's Wonderful World of Golf." These spots are San Francisco and Canada. J. Walter Thompson recording music for Chase and Sanborn. Ted Bates and Arnold Eidus doing music for Viceroy and Marx Toys. KL Music in for Bounty Foods. Chico Hamilton and his group waiting for Canada Dry. Lou Garisto conducting for American Gas. Lois Holland & Callaways' Ed Murphy producing musical spots for Therabline. Spots Alive and Linc Diamond doing commercials for "Hello Dolly." At the Film Center: SSC&B mixing Cover Girl and Vestpre spots. Lennen & Newell in with Florida Citrus. Applebush mixing Ammens and Rattle Bottle. Audio Productions working on Western Electric. Stu Gellman mixing Noxzema and Lipton Tea. William B. Williams doing Aziza commercials for Jerry Ansel.

MR. BONES PRODUCTIONS, INC., Calif.—(213) 657-8330

JAN. 11-17

- Studio A—Producer Sandy Zevon of Mr. Bones Productions recorded two 60-sec. spots for Young & Rubicam. One "Boones Farm's Apple Wine" and the other for Gallo Pink Chablis called "A Man and a Woman."

M-E, Halcyon Merchandising, Production Tie

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

This is the second distribution agreement for M-E in the past three months. The first being Arlington House's two-record and book set, "Benny Goodman: On the Record."

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

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

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Col Keeps Classical Chart Lead; Strauss Top Composer

• Continued from page 4

thustra," which is featured in the film. Beethoven and Mahler, who previously had vied for leading honors, fell to ninth and 21st respectively, with totals of 56 and 19.

Following Tchaikovsky were Bach, 131 citations; Chouin, 114; Mozart, 97; Donizetti, 66; Gabrielli, 65; Bellini, 65; Beethoven; previously mentioned; Verdi, 50; Vaughan Williams, 45; Wagner, 39; Gounod, 34; Berlioz, 31; Grieg, 30; Liszt, 30; Johann Strauss, 29 and Satie, 29.

An important part of Columbia's success involves repackaging such as the composers "Greatest Hits" series, which has contributed to the overall totals of Bach, Tchaikovsky, Beethoven, Johann

Strauss, Chopin, Wagner and Mozart.

Eugene Ormandy had the conducting lead with 258 mentions of 11 titles, including material on his new label with his Philadelphia Orchestra, RCA, and their former label, Columbia. Leonard Bernstein, who's on Columbia with the New York Philharmonic, follows with 199 listings for 12 albums.

Two conductors enjoyed the full 52 weeks on the chart with a single album each: Geza Anda, also the soloist in DGG's pairing of Mozart's "Piano Concertos Nos. 17 and 21" with the Accademia of the Salzburg Mozarteum; and Jussi Jalas on soprano Beverly Sills' album of Bellini and Donizetti for Westminster. Anda's performance of "Concerto No. 21" is featured in the film "Elvira Madigan."

Herbert von Karajan completes the top five in conducting honors with 43 listings for

five albums, mostly on DGG. His version of "Also Sprach Zarathustra" on London stereo Treasury also hit. Following were Alain Lombard with 34 weeks for an Angel set; Sir Adrian Boult, 32 mentions of three Angel titles; Richard Bonynge, 31 citations of three London sets; Karl Boehm, 30 listings for two DGG and one Richmond package; Zubin Mehta, 28 weeks for a London pressing with his Los Angeles Philharmonic; Sir John Barbirolli, 26 mentions of three Angel titles, and George Szell, 19 weeks for four packages, mostly on Columbia.

While this year has already indicated sharp competition ahead, one surefire prediction is that Beethoven's overall position will improve since most companies are celebrating the 200th anniversary or the composer's birth with heavy releases.

3 Quality LP's Launch Superscope Piano Series

NEW YORK — Superscope Records, affiliated with Sony, has launched a remarkable Keyboard Immortal Series with three albums of material ingeniously recorded from Welte piano rolls. This system uses Welte's vorsetzer to reproduce the performances of Sergei Rachmaninoff, Claude Debussy and Josef Hofmann in stereo.

While the Debussy set contains only material by that composer, the Rachmaninoff pressing has that composer playing his own material on one side and Chopin on the other. The marvelous Chopin selections are the "Waltz No. 1 (Grande Valse) Brillante," "Nocturne, No. 4" and "Scherzo, Op. 31."

The Rachmaninoff pieces are "Preludes, Op. 3, No. 2 and Op. 23, No. 5," "Etude Tableaux, Op. 39 Nos. 4 and 6," and "Elegie, Op. 3, No. 1." Debussy's fine program includes selections from "Children's Corner Suite" and "Preludes, Book 1" as well as the "Notebook of Exquisite Things."

Hoffman's brilliance is captured in a breathtaking LP that includes Beethoven's "Sonata No. 18" and another gem, Chopin's "Polonaise-Fantasia, Op. 61." The exceptional shorter works are Chopin's "Nocturne No. 8" and Mendelssohn's "Rondo Capriccioso, Op. 14."

Performers at Phil Hall Tops

NEW YORK — Abraham Kaplan and the Camorata Singers gave a spirited Philharmonic Hall concert Jan. 11, which included a stellar quartet doing Rossini's "Stabat Mater." The soloists in the Rossini work included soprano Martina Arroyo, whose brilliant voice is featured on Columbia Deutsche Grammophon, Westminster, Desto and Angel. Her solo was stunningly performed.

Tenor Enrico Di Giuseppe, who made his Metropolitan Opera debut last month; mezzo-soprano Carol Smith, and bass Ara Berberian also were in good form. But, it was the chorus, who have recorded with Kaplan on Columbia, and the Camorata Symphony who excelled in this and the serene "Cantique de Jean Racine" of Faure. The creditable orchestra also gave a vibrant reading to Beethoven's "Symphony No. 1."

FRED KIRBY

BOOK REVIEW

'Singer and His Art' a Valuable, Detailed Work

(The Singer and His Art. By Aksel Schiotz. Published by Harper & Row. 214 pages. \$6.95.)

NEW YORK — A distinguished singer and music teacher, Aksel Schiotz has a straightforward personal "master class" for singers here, which includes a laudatory preface by Gerald Moore, acknowledged as the finest piano accompanist. Moore appropriately notes, "Many books have been written on this highly formidable and controversial subject, but I know of none that carry the authority and intimate knowledge of this one. It will be regarded for years to come as a standard work."

In addition to a description of "The Functioning of the Voice," this book treats in detail (with music references) the art song, oratorio and opera. Also included are recommended disk listening in all three areas plus a full list of Schiotz's recordings. This is a valuable book for singers.

BEST SELLING Classical LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED-ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194	61
2	2	TRANS-ELECTRONIC MUSIC PRODUCTIONS INC. PRESENTS THE WELL-TEMPERED SYNTHESIZER Walter Carlos, Columbia MS 7286	10
3	3	TEBALDI FESTIVAL (2 LP's) Renata Tebaldi, London OSA 1282	8
4	6	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575 (M); LSC 2575 (S)	199
5	7	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST 13	76
6	5	SCENES & ARIAS FROM FRENCH OPERA Beverly Sills, Westminster WST 17163	16
7	4	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camerata of the Salzburg Mozarteum Academica (Anda), DGG 138783	103
8	8	R. STRAUSS: SALOME (2 LP's) Caballe/Various Artists/London Symphony (Leinsdorf), RCA LSC 7053	12
9	10	E. POWER BIGGS' GREATEST HITS Columbia MS 7269	31
10	9	SONART PRODUCTIONS PRESENTS MOOG STRIKES BACH Hans Wurman, RCA LSC 3125	12
11	11	A KARAJAN FESTIVAL Berlin Philharmonic (Karajan), DGG 643212	12
12	13	STRAUSS: ALSO SPRACH ZARATHUSTRA Berlin Philharmonic (Boehm), DGG 136001	27
13	12	BACH'S GREATEST HITS Various Artists, Columbia MS 7501	33
14	14	MASSENET: WERTHER (3 LP's) De los Angeles/Gedda/Various Artists/Orchestre De Paris (Pretre), Angel SCL 3736	8
15	15	MISSA LUBA Troubadours du Roi Bafouin, Philips PCC 606	24
16	17	BELLINI & DONIZETTI HEROINES Beverly Sills/Vienna Volksoper (Jalas), Westminster WST 17143	59
17	21	BERIO: SINFONIA Swingle Singers/New York Philharmonic (Berio), Columbia MS 7268	13
18	16	VAUGHAN WILLIAMS: SEA SYMPHONY Sheila Armstrong/John Carol Case/London Philharmonic Choir/London Philharmonic Orch. (Boult), Angel SB 3739	23
19	22	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA LM 2609 (M); LSC 2609 (S)	69
20	25	STRAUSS: DER ROSENKAVALIER (4 LP's) Crespin/Various Artists/Vienna Philharmonic (Solti), London OSA 1435	3
21	23	DONIZETTI: ROBERTO DEVEREUX (3 LP's) Beverly Sills/Various Artists/Royal Philharmonic (MacKerras), Westminster WST 323 (S)	3
22	19	MOONDOG Columbia MS 7335	14
23	20	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176	76
24	26	LEONTYNE PRICE SINGS MOZART ARIAS RCA LSC 3113	14
25	18	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506	32
26	24	ORGAN IN SIGHT AND SOUND E. Power Biggs, Columbia KS 7263	8
27	27	STRAUSS' GREATEST HITS Philadelphia Orch. (Ormandy), Columbia MS 7502	30
28	29	TCHAIKOVSKY: PIANO CONCERTO NO. 1 Van Cliburn, Symphony Orch. (Kondrashin), RCA LSC 2252	34
29	28	DEBUT Henry Mancini/Philadelphia Orchestra Pops, RCA LSC 3106	13
30	37	TCHAIKOVSKY: 1812 OVERTURE New Philharmonic Orch. (Buketoff), RCA Red Seal LSC 3051	56
31	30	BEETHOVEN: THE NINE SYMPHONIES (8 LP's) New York Philharmonic (Bernstein), Columbia D85 815	4
32	32	BEETHOVEN: THE NINE SYMPHONIES (8 LP's) Berlin Philharmonic (Karajan), DGG SKL 101/8	24
33	35	J. S. BACH: BRANDENBURG CONCERTI (2 LP's) Munich Bach Orch. (Richter), DGG ARC 198438/9	3
34	34	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	78
35	33	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	136
36	36	WAGNER: GREAT ORCHESTRAL HIGHLIGHTS FROM THE RING OF THE NIBELUNGS Cleveland Orch. (Szell), Columbia MS 7291	9
37	31	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CSA 6609	31
38	40	BERLIOZ: TE DEUM London Symphony Orch. & Chorus (Davis), Philips 3724	8
39	38	BEETHOVEN: SYMPHONY NO. 9 (2 LP's) Berlin Philharmonic (Karajan), DGG 138807/08	3
40	—	IVAN REBROFF Troika Balalaika Ensemble, Columbia MS 7373	1

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TOP 40 Easy Listening

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THIS WEEK	Wks. Ago			TITLE, Artist, Label & Number	Weeks On Chart
	1	2	3		
1	1	1	1	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter 12265 (Blue Seas/Jac/Twentieth Century, ASCAP)	13
2	2	6	24	WITHOUT LOVE (There Is Nothing) Tom Jones, Parrot 40045 (Tro-Sufit/k, BMI)	4
3	4	7	8	TRACES/MEMORIES MEDLEY Lettermen, Capitol 2697 (Low-Sal BMI/Gladys, ASCAP)	6
4	5	14	34	I'LL NEVER FALL IN LOVE AGAIN Dionne Warwick, Scepter 12273 (Blue Seas/Jac/Morris, ASCAP)	4
5	8	10	5	WINTER WOOD OF LOVE Engelbert Humperdinck, Parrot 40044 (Donna, ASCAP)	7
6	3	4	6	DON'T CRY DADDY Elvis Presley, RCA 47-9768 (Gladys/8nB, ASCAP)	8
7	30	-	-	HONEY COME BACK Glen Campbell, Capitol 2718 (Jobete, BMI)	2
8	7	2	3	MIDNIGHT COWBOY Ferrante & Teicher, United Artists 50554 (Unart, BMI)	12
9	10	12	13	WALKIN' IN THE RAIN Jay & the Americans, United Artists 50605 (Screen Gems-Columbia, BMI)	10
10	9	5	7	EARLY IN THE MORNING Vanity Fare, Page One 21-027 (Duchess, BMI)	11
11	11	8	9	TONIGHT I'LL SAY A PRAYER Eddie Gorme, RCA 74-0250 (Sunbury, ASCAP)	15
12	6	3	4	A BRAND NEW ME Dusty Springfield, Atlantic 2685 (Assorted/Parabul, BMI)	12
13	18	31	-	WALK A MILE IN MY SHOES Joe South, Capitol 2704 (Lowery, BMI)	3
14	12	11	2	LEAVING ON A JET PLANE Peter, Paul & Mary, Warner Bros.-Seven Arts 7340 (Cherry Lane, ASCAP)	14
15	37	38	-	RAINY NIGHT IN GEORGIA Brook Benton, Cotillion 44057 (Combine, BMI)	3
16	15	15	15	LA LA LA (If I Had You) Bobby Sherman, Metromedia 150 (Green Apple, BMI)	9
17	36	36	-	BREAKING UP IS HARD TO DO Lenny Welch, Commonwealth United 3004 (Screen Gems-Columbia, BMI)	3
18	19	25	31	ARIZONA Mark Lindsay, Columbia 4-45037 (Kangaroo, BMI)	5
19	13	9	10	COME SATURDAY MORNING Sandpipers, A&M 1134 (Famous, ASCAP)	11
20	29	-	-	BLOWING AWAY Fifth Dimension, Soul City 780 (Tuna Fish, BMI)	2
21	24	24	26	TICKET TO RIDE Carpenters, A&M 1142 (Maclen, BMI)	5
22	22	19	11	FANCY Bobbie Gentry, Capitol 2675 (Shayne, ASCAP)	9
23	14	16	16	SUNDAY MORNING Oliver, Crewe 337 (Blackwood, BMI)	8
24	27	26	32	MORNIN' MORNIN' Bobby Goldsboro, United Artists 50614 (Combine, BMI)	5
25	20	18	18	SOMEDAY WE'LL BE TOGETHER Diana Ross & the Supremes, Motown 1156 (Jobete, BMI)	9
26	16	13	19	WHISTLE FOR HAPPINESS Peggy Lee, Capitol 2695 (Yellow Dog, ASCAP)	6
27	17	17	12	HOLLY HOLY Neil Diamond, Uni 55175 (Stonebridge, BMI)	10
28	28	29	29	TURN TURN TURN Judy Collins, Elektra 45680 (Melody Trails, BMI)	7
29	21	20	14	YESTER-ME, YESTER-YOU, YESTERDAY Stevie Wonder, Tamla 54188 (Stein & Van Stock, ASCAP)	9
30	32	32	38	WHEN JULIE COMES AROUND Cuff Links, Decca 732592 (Emily/Vanlee, ASCAP)	4
31	31	30	-	ONE TIN SOLDIER Original Caste, TA 186 (Cents & Pence, BMI)	3
32	33	33	-	MY CHERIE AMOUR Ramsey Lewis, Cadet 5662 (Jobete, BMI)	3
33	23	21	23	A THING CALLED LOVE Ed Ames, RCA 74-0296 (Vector, BMI)	6
34	-	-	-	MALTESE MELODY Herb Alpert & the Tijuana Brass, A&M 1159 (Roosevelt, BMI)	1
35	-	-	-	A SIGN FOR LOVE John & Anne Ryder, Decca 732596 (Leeds, ASCAP)	1
36	-	-	-	FREIGHT TRAIN Duane Eddy, Congress 6010 (Pepamar, ASCAP)	1
37	38	-	-	JINGLE JANGLE Archies, Kirshner 63-5002 (Don Kirshner, BMI)	2
38	-	-	-	BABY TAKE ME IN YOUR ARMS Jefferson, Janus 106 (January/Welbeck, BMI)	1
39	-	-	-	THEN SHE'S A LOVER Roy Clark, Dot 17335 (Russell-Cason, ASCAP)	1
40	-	-	-	IF I WERE A CARPENTER Johnny Cash & June Carter, Columbia 4-45064 (Faithful Virtue, BMI)	1

*In litigation

Billboard SPECIAL SURVEY For Week Ending 1/24/70

Coin Machine World

Operators Fighting Royalty Proposal

By EARL PAIGE

CHICAGO — The nation's jukebox operators are being urged to write or contact in person their respective U.S. Senators to voice objection to proposals incorporated in Copyright Revision Bill S.543 now before the Senate judiciary committee. Music Operators of America (MOA) executive vice-president Fred Granger said: "I'm afraid operators do not realize how serious this matter is. The 'let George do it' attitude won't work. We wouldn't ask our members to mount a letter-writing campaign if the situation was not serious."

The letter-writing campaign

marks the first such effort by MOA since a similar campaign was launched three years ago to oppose a House bill operators considered too cumbersome. The result was a simplified compromise bill which involves an \$8 annual fee per jukebox which will go to performing rights societies. Describing the compromise bill, MOA president A. L. (Lou) Ptacek said: "It is the consensus of knowledgeable people in the (jukebox) industry that this was a fair and realistic amount, something operators can live with. The \$8 (when it becomes law) would be distrib-

(Continued on page 78)

S. C. Assn. in Charity Drive

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

In a letter mailed to every coin operator in South Carolina, (Continued on page 78)

Brunswick Expert Shows How Operators Can Promote Pool

CHICAGO — Experienced jukebox operators here were understandably awed by billiards expert Jimmy Caras' demonstration of trick shots and tips on promoting coin-operated pool tables during a promotion tour which opened here (13). Operator Paul Brown watched Caras a few moments and then said: "I operate a lot of pool tables and

Push Pool in Jukebox Spots

CHICAGO—Jukebox operators in many cities around the country will be able to promote coin-operated billiard tables through personal appearances by five-time world champion Jimmy Caras and other pool experts who work for Brunswick Corp. Caras appeared here (13) and will visit jukebox distributors in 40 markets. In each city Caras and Brunswick's other experts will be available for appearances in taverns or other pool table locations.

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

Jukebox Programming Builds Oldies Demand

AUSTIN, Minn.—The job of getting reorders on oldies has been no problem for Judy Hateli, who programs jukeboxes for Star Music and Vending Co. here. "The majority of oldies that we have we can still reorder, although some are difficult to get," she said.

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

She usually keeps a supply of records that have been hits in (Continued on page 78)



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

Pierce Recovering

BROADHEAD, Wis.—Clint Pierce, former Music Operators of America president and popular jukebox industry businessman, is recovering from surgery at his home here. The convalescence period is expected to be six weeks.

thought I knew something about pool, but I see there is a lot to be learned." Caras, who will ap-

(Continued on page 78)

Urge Operators Plug National Tavern Month

RACINE, Wis. — Jukebox operators can help increase their profits by promoting National Tavern Month in May. Operators interested can contact the National Licensed Beverage Association (NLBA), 420 Seventh Street, here. /

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

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

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

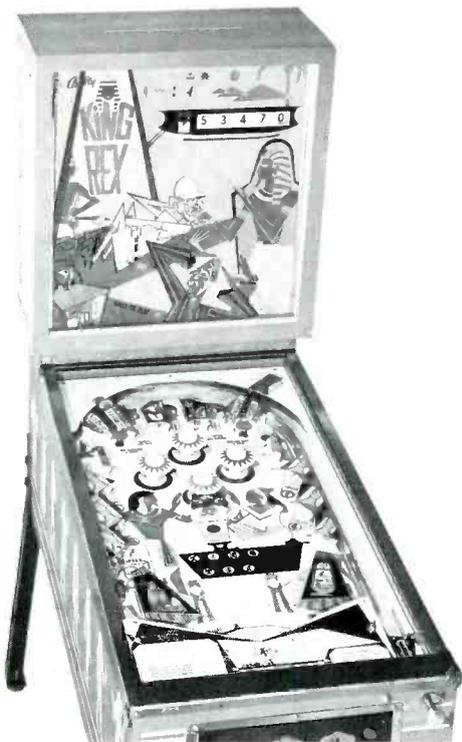
Advertising can help also. Urge the taverns to take out newspaper ads, put signs up in their windows, give out plastic hats, advertise on matchbox covers, bumper stickers and buttons,

Name Nicastro CUC Chief

(See story on page 8)

and hand out lists of "specials" available at the tavern during the month.

New Equipment



Bally—Single Player Flipper Game

Bally's new King Rex is actually a game that jukebox operators can merchandise as a "three-way" game: add-a-ball, extended play or novelty. Sales manager Paul Calemari described the differences: "The shifting 'special' light shifts between the left side roll-over, the right side roll-over and the center target as soon as the letters spelling 'R-E-X' are lighted by crossing the corresponding lettered top roll-overs." For the duration of the game, these targets will then score a special if hit while lighted. In add-a-ball play, the special indicates one additional ball delivered to the shooter tip. In extended play, an additional ball is shot directly onto the playfield from the out hole. In novelty play, the special score is 5,000 points added to the totalizer. The special can be scored also by lighting 'King-Rex' by crossing the top roll-overs and hitting the side targets marked 'K-I-N-G.' Still more scoring variety can be achieved through the game's 'kick-back' left out lane. When the kicker is lighted (by hitting either of two mushroom bumpers) a ball entering the lane is kicked back to the playfield for more action. Actually, the game incorporates thirty different ways to build up a score. There are a dozen 1,000-point hits for the player to aim at.

New Equipment



Williams—Four Player Flipper

Williams Electronics' new four-player called Gay '90s offers jukebox operators several merchandising possibilities. The game is adjustable for either 3- or 5-ball play and a kit is available for adapting the unit to add-a-ball play. Williams recommends two plays for a quarter. The game offers optional single, double or triple coin chutes. The versatility offered operators is matched by the variety of playing challenges offered players. One feature, hitting a moving target or a top roll-over button, opens the left lane gate if it is lighted, the right lane gate if it is lighted, increases the eject hole value if it is lighted and scores 100 points. A player hitting either of two "A" or "B" targets activates the following: raises center post (trapping the ball for more play); scores 200 points; increases eject hole value; resets the "A" and "B" targets. Eject holes scores varies from 50-500 points and scores a special when lighted. Other features include: individual lift-out coin trays, stainless steel moulding on trim, door and frame and an instruction manual.

Our New Baby Hardly Requires Any Care



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WURLITZER STATESMAN



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

What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

Gallion, O., Location: Kid

Maynard Hopkins operator, Hopkins Music and Vending Service.



Current Releases:
 "Jam Up Jelly Tight," Tommy Roe, ABC 11247;
 "Fortunate Son," Creedence Clearwater Revival, Fantasy 634;
 "Na Na Hey Hey Kiss Him Goodbye," Steam, Fontana 1667.
Oldies:
 "Dizzy," Tommy Roe;
 "Yummy Yummy Yummy," Ohio Express.

New London, Conn., Kid Lounge

Paul Messore, programmer, Frank Marks Music Co.

Current Releases:
 "Without Love," Tom Jones, Parrot 40045;
 "Early in the Morning," Vanity Fare, Page One 21-027;
 "La La La," Bobby Sherman, Metro-media 150;
 "Na Na Hey Hey Kiss Him Goodbye," Steam, Fontana 1667.

Ames, Iowa, Location: Kid Restaurant

Elena Danylchuk, programmer, K. D. Music



Current releases:
 "Up on Cripple Creek," The Band, Capitol 2635;
 "Don't Cry Daddy," Elvis Presley, RCA 47-9768;
 "Arizona," Mark Lindsey, Columbia 4-45037.
Oldies:
 "Sock It to Me," Mitch Ryder;
 "Peter Rabbit," Dee Jay.

Lee's Summit, Mo., Location: Kid

Bonnie L. Humphrey, programmer, Missouri Valley Amusement Co.



Current releases:
 "Leaving on a Jet Plane," Peter, Paul & Mary, Warner Bros. 7340;
 "Venus," Shocking Blue, Colossus C 108;
 "Jam Up Jelly Tight," Tommy Roe, ABC 45-11247.
Oldies:
 "Wipe Out," Surfaris;
 "Hey Jude," Beatles.

Peoria, Ill., Location: Young Adult Lounge

Bill Bush, programmer, Montooth Phonograph Service



Current releases:
 "Raindrops Keep Falling on My Head," B. J. Thomas, Scepter 12265;
 "Without Love," Tom Jones, Parrot 40045;
 "I'll Never Fall in Love," Dionne Warwick, Scepter 12273;
 "Don't Cry Daddy," Elvis Presley, RCA 47-9768.
Oldies:
 "Oh," Pee Wee Hunt;
 "Release Me," Engelbert Humperdinck

Austin, Minn., Location: Adult Restaurant

Judy Hateli, programmer, Star Music & Vending Co.



Current releases:
 "Without Love," Tom Jones, Parrot 40045;
 "Traces/Memories Medley," Lettermen, Capitol 2697;
 "Truck Stop," Ray Anthony, Ranwood 861.
Oldies:
 "Scotch and Soda," Kingston Trio;
 "Midnight Cowboy," Ferrante and Teicher.

Buchanan, Mich., Location: C&W Tavern

Frank R. Fabiano, Fabiano Amusement Co.



Current releases:
 "Baby Baby," David Houston, Epic 5-10539;
 "Afraid of Losing You," Charley Pride, RCA 74-0265;
 "Wings Upon Your Horns," Loretta Lynn, Decca 32586.
Oldies:
 "Try a Little Kindness," Glen Campbell;
 "Okie From Muskogee," Merle Haggard.

Fertile, Minn., Location: Kid Lounge

Duane Knutson, Automatic Sales Co.

Current releases:
 "Raindrops Keep Fallin' on My Head," B. J. Thomas, Scepter 12265;
 "Eli's Coming," Three Dog Night, Dunhill 4215;
 "Land of 1,000 Dances," Electric Indian, United Artists 50613.
Oldies:
 "To Sir, With Love," Lulu;
 "Harper Valley P.T.A.," Jeannie C. Riley.

Fertile, Minn., Location: C&W Tavern

Duane Knutson, Automatic Sales Co.



Current releases:
 "Baby, Baby," David Houston, Epic 5-10539;
 "Honey Come Back," Glen Campbell, Capitol 2718;
 "If I Were a Carpenter," Johnny Cash & June Carter, Columbia 4-45064.
Oldies:
 "Harper Valley P.T.A.," Jeannie C. Riley;
 "Wayward Wind," Patsy Cline.

Manhattan, Kan., Location: C&W Tavern

Floyd Evers, Bird Music Co. Inc., Manhattan, Kan.



Current releases:
 "Welfare Cadillac," Guy Drake, Royal American 1;
 "Six White Horses," Tommy Cash, Epic 5-10540;
 "Walk a Mile in My Shoes," Joe South, Capitol 2704.
Oldies:
 "Folsom Prison Blues," Johnny Cash;
 "Galveston," Glen Campbell.



WATCH PRESENTATION. Roy F. Waltemade, vice-president and general manager of the Wurlitzer Co., Phonograph division, is shown presenting a gold wrist watch to Harold G. Maerten (center) upon retiring after serving the company for 50 years. Also present was Frank Litwinski, director of industrial relations.

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Vending Aluminum IDENTIFICATION DISC

WHY!

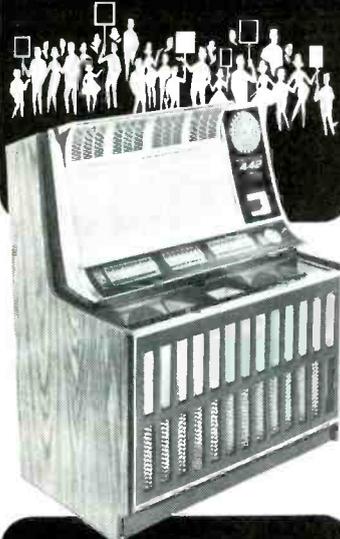
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- Integrated Circuits
- Swing-out, Lift-out Components
- Snap-out Grill

Rock-Ola Manufacturing Corporation
 800 North Kedzie Avenue
 Chicago, Illinois 60651

Push Pool in Jukebox Spots

Continued from page 73

today. "We're certain the coin-operated field is the logical area of growth. Whether this promotion takes the form of appearances by experts as we are trying, whether it becomes tournaments, or whatever promotion is required we still aren't sure. We're into a new promotion with Caras, Joe Balis and our other experts. We're looking at tournaments."

Caras, perhaps as great a salesman as he is a pool player, mentioned the growth of the billiard table industry to the audience at

World Wide Dist., the Seeburg jukebox wholesaler here. "In just a few years, the number of homes with a pool table has grown from 5 to 23 million. We now have 125 colleges with a intercollegiate billiards program involving 10,000 college students. We have over 20,000 boys involved in boys' club pool tournament activity.

Caras views this huge grassroots growth of enthusiasm for billiards as a natural area for jukebox operators to exploit at the location level.

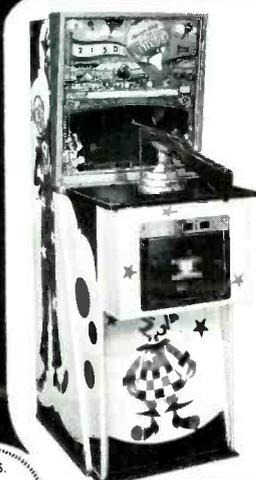
Caras, an intense individual, (Continued on page 78)

Proven Profit Maker!

CHICAGO COIN'S Sensational SUPER CIRCUS RIFLE GALLERY

- UNIQUE SOUND SYSTEM
- DOUBLE DEPTH ILLUSION
- 10¢ or 25¢ PLAY

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HULA-HULA, 2-PI	195	CAMPUS QUEEN, 4-PI	335
KICKER	185	WORLD CUP	385
TRIUMPH S.A.	250	DIXIELAND	320
GOLD STAR S.A.	265		
BELAIR S.A.	285	UNITED	
MEDALIST	310	ULTRA S.A.	\$175
TEXAS RANGER	205	TIGER	195
		CORRAL	310
GOTTlieb		MAMBO	220
SHIPMATES, 4-PI	\$175	PYRAMID	285
KINGS & QUEENS	165		
ICE REVUE	180		
CENTRAL PARK	195		

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KING'S One Stop service for all BULK VENDING MACHINE OPERATORS

MERCHANDISE—Leaf ball gum, wrapped gum, charms, filled capsules, panned candies, bulk & vacuum packed nuts, ball point pens, combs, 1c tab, 5c package gum, 5c & 10c vending pack candy bars.

SUPPLIES—Empty capsules V-V1-V2, coin weighing scales, counters & wrappers, stamp folders, decals, route cards, padlocks, spray paints, machine cleaners & lubricants, paper cups for hot nut venders & hot beverages.

EQUIPMENT—All Northwestern bulk venders, cast iron stands, wall brackets, sanitary & stamp venders, new & reconditioned bulk venders of all kinds, parts for all bulk venders.

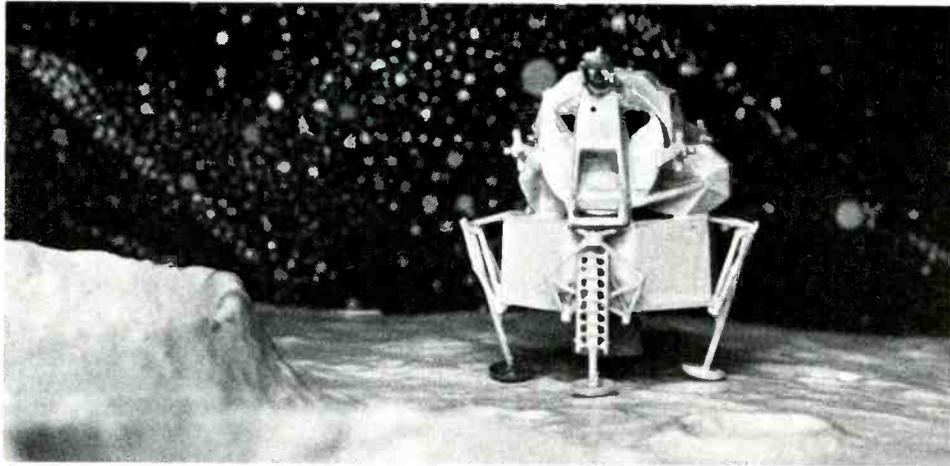
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For 25¢ the player is given five chances (or ten on 2/25¢ option) to land his Lunar Module in any of five flashing craters on a simulated moon surface. Each attempt is accompanied by flashing lights and actual Apollo communications, including the historic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

IT'S HERE NOW

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

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

Coinmen In The News

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

Attending the Portland school were **Charles Barker** of Interstate Music in Vancouver, Wash.; **Chuck Metheny** of Deschutes Music in Bend, Ore.; **Dwain Currey** of A&A

Amusement Co. of Portland, Ore.; **Jim Olsen** of Olsen Amusement Co., of Hillsboro, Ore.; **Don Lewis** of Ferguson-Palus Enterprises of Salem, Ore.; **Roy R. Robinson** of Crater Enterprises of Klamath Falls, Ore.; **Harold Manny** of Vend Music Service, Inc., of Her-

miston, Ore.; **Dick Inglis** of Jerry Inglis Coin Machine Co. of Boise, Idaho; **Bob Hasson** of Canteen Co. in Milwaukee, Ore., and **J. M. (Buck) Williams** of Sunset Music Co. in Coos Bay, Ore.

Attending the Oklahoma City school were: **Charles Larve** of Patterson Vending Co. of Oklahoma City; **Brook B. Hamilton** of City Vending & Music Co. of Bartlesville; **Norman M. Leeds** of R&M Music Co. of Tulsa,

John G. Miles of Enid Vending Co. in Enid, **Lee Whipple** and **Lynn Luddington** of Northeast Amusement Co. of Woodward, **Lyle Stone** of Larry's Amusement Co. of Enid, **Frank Wansick** of Western Novelty, Inc., of McAlester, **Ronnie J. Anderson** of Merchant Music Co. of Miami, and **Thomas Decker** of Lawton Novelty Co. of Lawton.

Attending the all-Chicago school were: **Frank Woods** of Eastern

Music, **John W. Strong** of South Central Music, **Terry Higgins** and **Charles Miller** of Ashen Amusement, **John Stasi** of Melody Music, **Paul Folk** of Western Automatic, **Otis Hammonds** and **Milo Marks** of National Coin Machine Exchange, **John Bailey** of General Music, **Chatman C. Wailles Jr** of McGee Music Co., **Frank Ortiz** of Velasquez Automatic Music Co., and **Salvator Marrono** of A. A. Swingtime.

Coming Events

January 20-22 — Amusement Trades Exhibition, Alexandra Palace, London.

February 3—New York Bulk Vendors Association, Sheraton Tanney Inn, New York City.

February 5—Winter meeting of Illinois Coin Machine Operators Association, Holiday Inn East, Springfield, Ill.

February 6-7—California Automatic Vendors Council Installation meeting, Vacation Village, Mission Bay, San Diego.

February 21-22 — South Carolina Coin Operators Association, Inc., convention, Sheridan Inn, Columbia, S.C.

March 4-7—National Vendors Association Convention, Sheraton Hotel, Chicago.

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

April 3-5—National Automatic Merchandising Association Conference, Anaheim Convention Center, Anaheim, Calif.

April 10-11—Wisconsin Automatic Merchandising Council annual meeting, Quality Court Motel, Madison, Wis.

April 17-18—Tennessee Automatic Merchandising Council annual meeting, River Terrace Motel, Gatlinburg, Tenn.

April 17-18—Georgia Automatic Merchandising Council meeting, Callaway Gardens, Pine Mountain, Ga.

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

April 30, May 1-4 — Illinois Automatic Merchandising Council meeting, Lake Lawn Lodge, Delavan, Wis.

May 8-9—Automatic Merchandising Council of New Jersey meeting, Holiday Inn, Atlantic City, N.J.

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

May 23-26—National Industrial Recreation Association national conference and exhibit, Denver Hilton, Denver.

May 24-27 — National Restaurant-Hotel-Motel Convention, International Amphitheatre, Chicago.

June 12-14—North Carolina Vending Association and South Carolina Vending Association, Charleston, S.C.

June 12-14—New York State Automatic Vending Association meeting, Grossinger's, Grossinger, N. Y.

Executive Turntable

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

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

Bally King Rex

5-Ball Play

5-DIGIT EGO-BUILDING SCORES

3 WAY SPECIAL
Depending on optional * style of play, **SPECIAL** scores **ADDED BALL** delivered to shooter tip or **EXTRA BALL** shot on playfield or **5000 POINTS**
* Quick easy change-over

Popular SPELL-NAME BONUS
Lighting **KING REX** by crossing Top Rollovers and hitting Side Targets scores **SPECIAL***
* See **3 WAY SPECIAL**

ONE DOZEN 1000-POINT HITS

New SHIFTING SPECIAL LIGHT
When **REX** is lit, * **SPECIAL** light travels between Left Side Rollover, Right Side Rollover and Center Target, each scoring **SPECIAL**** if hit when lit
* Lit by hitting lettered Top Rollovers ** See **3 WAY SPECIAL**

New KICK-BACK FEATURE
When **KICKER** light is lit, * ball shot into Left Out Lane is **KICKED BACK** onto playfield for continued scoring action
* Lit by hitting Left or Right Mushroom Bumper

Hefty Flipper-Arms, clad in flat springy rubber, add distance and power to every Flipper maneuver.

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

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Jukebox Programming Builds Oldies Demand

• Continued from page 73

the Star Music building. This backlog of oldies can come in handy for a variety of reasons.

"A few months back a song by Johnny Nash called 'Hold Me Tight' was a big hit, so we kept several copies on hand after we took them off the machines. Well it turned out that about six months later the flip side of the record, 'Cupid,' became another hit so we already had the record and didn't have to go and buy extra copies. Oldies are also a tremendous help when we add a jukebox to our route. We just put on the oldies that would seem appropriate for that stop."

Star Music believes in personal programming for a location. "Knowing your locations and what type of music is most often played there is a big help," she said. What is being played on the radio also helps determine what to put on a jukebox. "I listen to the radio in my car when I drive around. It also helps to get samples from the record companies. I go by what I like and also check the Billboard charts."

Sometimes, though, what she likes isn't always a good indication. "When 'Winchester Cathedral' by the New Vaudeville Band came out in 1966, I didn't like the song at all so I didn't order any copies. Eventually I began

getting requests from the locations so I put it on."

Despite the New Vaudeville Band's big hit, Star Music didn't automatically program the group's next release. "I'll always listen to a song and determine if it should be put on. Sometimes a successful jukebox artist will suddenly begin recording songs that won't make it on jukebox play. Herb Alpert and the Tijuana Brass used to be big jukebox favorites in our area, but now they haven't been doing too well. It's probably because they changed their style a little too fast and too radically. Successful groups should stick to the same style or change gradually or they may lose their jukebox following."

Star Music also programs songs by local groups. "If the song is good, we try to cover all the jukeboxes with the record. I feel the record promotion people should make the effort to see that local operators are programming songs by groups of local interest," she said.

Push Pool Spots

• Continued from page 73

talks about the industry and encourages jukebox operators as he moves around the table performing fantastic trick shots. Suddenly, he is apt to exclaim: "If people want a cheap table, that's fine. They can go to any department store. But you can't enjoy the game on a poor quality table. Sure, you can shoot pool. But you break your arm trying to get some action out of the ball. This is a game that requires a gentle touch."

Caras appeared at a location here and MaKenny said this will be the format of Brunswick's promotion approach. "Jimmy and our other experts can make three location appearances in each market in addition to their appearance at a distributor's showroom. The distributor organizes these location appearances. I would advise a jukebox operator to promote an appearance at a location and pack it with people. We take a break midway through the hour so

Brunswick Expert

• Continued from page 73

appear at distributors' showrooms and at operators' locations, showed some of his 150 trick shots and probably offered over 100 tips on improving billiard play.

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

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

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

S. C. Charity Drive

• Continued from page 73

Hal J. Shinn, chairman of the program, asked that all operators cooperate with the local March of Dimes chairman and coordinate efforts with the local drive and provide operators with streamers to display on the machines.

The local chairmen of the March of Dimes will be asked by the state representative of the campaign to arrange for a picture of the operators presenting the money to him. The local newspaper will be asked to use the picture.

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

New Equipment



United—Six-Player Shuffle Alley

This new shuffle alley features five ways in which to play: Flash, Dual Flash, Regulation, Bonus and Triple Strike 100. Entitled the Epsilon, the game is recommended for two for 25-cent play. The alley is two and one-half feet wide and eight and one-half feet long. There are optional single, double or triple coin chutes. An instruction book comes with the alley.

Operators Fighting Royalty Proposal

• Continued from page 73

uted to songwriters and publishers for use of copyrighted music."

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

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

A suggested petition from operators states, in part: "The Wil-

liams amendment would violate the (House) compromise agreement because it would subject play of records on jukeboxes to an additional statutory performance right. . . . is wrong in principle because there should not be more than one such copyright on one performance of one recording. . . . is wrong for the further reason that it would increase to \$9 the \$8 royalty to which the operators' representatives have already agreed. . . . It would be unfair, also, to open the door to increased jukebox royalties by adding a provision for periodic review of statutory royalty rates. . . . A 50-cent-per-machine-per-year registration fee is objectionable because such a registration fee has always been opposed by the operators and should come out of the royalty they are required to pay."

Granger said: The letter campaign is not a one-shot deal. We are urging members to continually contact their congressmen. This is part of our public relations efforts. We have a large education task aimed at showing that jukebox operators are small businessmen that cannot sustain exorbitant taxes and fees."

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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 Big Dice Mix 8.00
- 10c Assortment Mix 7.00
- 10c Western Mix 8.00
- 25c V2 Jewelry, 100 per box 10.00
- 25c V2 Oogies, 100 per box 10.00
- Empty V—V1—V2 CAPSULES
- Wrapped Gum—Fleets 1500 pcs. \$5.55
- Rain-Bo Ball Gum, 2200 per ctn. 7.80
- Rain-Bo Ball Gum, 2100 printed per carton 7.85
- Rain-Bo Ball Gum, 5550 per ctn. 9.40
- Rain-Bo Ball Gum, 4300 per ctn. 9.50
- Rain-Bo Ball Gum, 3550 per ctn. 9.50
- Malteses, 2400 per carton 8.65
- 20 Carbons minimum prepaid on all Leaf Brand Rain-Bo Ball Gum.
- Adams Gum, all flavors, 100 ct. 45
- Beech-Nut, All Flavors, 100 ct. 45
- Minimum order, 25 Boxes, assorted.

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It's possible with the Rowe Trimount. (Even if it's not entirely practical.)

You see, the Trimount can be fitted with five different front panels. And three different top grills. So, all in all, this jukebox from Rowe can look like fifteen different machines.

Looks are only one reason to buy the Rowe Trimount. Some of the others include exciting features like our

new SST amplifying system. The automatic switch that always makes sure your Trimount machine is ready to play after servicing.

And then there's our award winning dry lubricant system—guaranteed for five years. Plus sintered gold points that don't pit, corrode, or tarnish.

Ask your Rowe man about the Trimount, soon. It's the jukebox that's fifteen machines in one.

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Musical Instruments

NAMM Seminars Will Illuminate Rock Music

CHICAGO—So you think you're in tune with the rock music currently exploding across the country? If you are, you should be able to identify the instrumentation of the following groups, discounting the rhythm section; Santana, Blood Sweat & Tears, Lighthouse, Chicago, Mothers of Invention, the Who and Young-Holt Unlimited.

These and many other questions will be answered at the regional seminar of the National Association of Music Merchants in Dallas Sunday and Monday (18, 19). The questions will be

related to the retailers in an attempt to try and show him what the youth market for musical instruments is, what the young people want, and what they want to play.

In addition to the rhythm section of drums, guitar, bass, and organ, these group use the following instrument: Santana uses congas and trumpet; Blood Sweat & Tears uses trumpets, saxophones and trombones; Lighthouse uses brass, plus vibes and a string quartet; Chicago uses brass; the Mothers (before

(Continued on page 81)

B&J Bows A New Line

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

Sales manager Austin Lempit, besides showing new models of Kent and Espana guitars, also debuted a new quality line from Spain ranging from Jose Ramirez models priced up to \$575 to guitars retailing for \$1,200. A line of electric organs manufactured in Italy have also been added to the B&J equipment. This is all part of a move to establish B&J as a full range firm, said Lempit.

14,000 Items In Wexler Catalog

CHICAGO—The 50th anniversary catalog of David Wexler & Co. featuring 14,000 items is now available. Included is a rapid index on the front cover, which enables instantaneous location of any item in the catalog.

The catalog features over 500 pages of accessories, musical instruments, educational features and a large selection of miscellaneous supplies. There are many new selling ideas and merchandising programs. The book contains complete and detailed descriptions of all items and lavish illustrations. Dealers not already on the company's mailing list may obtain copies of the catalog from Dept. SA-108, 823 S. Wabash Ave., Chicago.

Music In Print

• Continued from page 10

the Shondells" song book. . . . Hansen also has a book called "The Best of Popular Music" containing some of the hit songs of Jim Webb, Bacharach and David, Lennon and McCartney and many others.

Progressive Rock

Big 3 has printed the "Led Zeppelin II" folio containing all of the songs from the group's new LP (2), several color pictures and a biography of each of the group's members. . . . Hansen's book "Cream Completed" contains all but three or four of the songs recorded by the now defunct group. . . . Hansen also has "Steppenwolf" and "B.B. King—Why I Sing the Blues" in folio form. In addition they have a book of Biff Rose material called "The Thorn in Mrs. Rose's Side." . . . When are we going to see the Blind Faith folio? Hansen had printed one and then recalled it to do over. That was a few months ago and the revised edition is still not available.

Simon and Garfunkel Bibliography

Plymouth has three songbooks of Simon and Garfunkel songs in print with another on the way. The three are "The Paul Simon Songbook," "Songs by Paul Simon" and "Bookends." A single sheet of the song "Flowers Never Bend With the Rainfall" is in preparation and the folio corresponding to the new LP "Bridge Over Troubled Water" is also in the works. Also distributed through Plymouth is the TRO book "The Very Best of Popular Folk Music" containing "You Can Tell the World," "Last Night I Had the Strangest Dream" and "The Sun Is Burning" all recorded by the duo. MCA has a sheet for the song "Sparrow" and E.B. Marks has a folio called "Ballad of Ira Hayes and Other New Folk Songs" containing "Bleecker Street" and "He Was My Brother" written under the pen name of Paul Kane and recorded on their first LP. "He Was My Brother" is also available in single sheet form from E.B. Marks. Also in the Marks folio are two songs written by Simon (as Paul Kane) but not recorded by Simon and Garfunkel. One, "Carlos Dominguez," was recorded by Simon under the name of Paul Kane on a single released on his own label, Tribute, some years ago. Warner Bros. has a sheet for "The Times They Are a Changing," and the songs "Go Tell It on the Mountain" and "Peggy-O" are in Music Sales' "Hootenanny Song Book." "Angie," "Benedictus" and "A Simple Desultory Phillipic" were never printed.

Rock and Roll Revival

Hill & Range has an excellent series of four folios called "The History of Rhythm and Blues" which corresponds to the first four LP's in the Atlantic series by the same name. The years 1947 to 1960 are covered in the series and the books include songs like "Shake, Rattle and Roll," "Sh-Boom," "Tweedle Dee," "Devil or Angel," "Ruby Baby," "Charlie Brown," "Poison Ivy," "There Goes My Baby," "This Magic Moment," "Yakety Yak" and "Spanish Harlem." . . . Big Seven has a folio called "62 Most Popular Standards" which includes such songs as "Easier Said Than Done," "Gee," "Maybe" (the Chantels' version), "Peppermint Twist," "Shout" and many others. The folio is not available in large quantities, however.

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

BEST SELLING Billboard Folios

VOCAL COLLECTIONS

Title—Publisher

- BEATLES—ABBEY ROAD (Hansen)
- JOHNNY CASH AT FOLSOM PRISON (Hill & Range)
- JUDY COLLINS SONG BOOK (Music Sales)
- CREEDENCE CLEARWATER REVIVAL (Hansen)
- HAIR VOCAL COLLECTION (Big 3)
- OLIVER (Plymouth)
- PAINT YOUR WAGON (Chappell)
- 70 SUPER BLOCK BUSTER (Hansen)
- 71 GIANT HITS OF TODAY (Big 3)
- SINATRA SINGS McKUEEN (Warner Brothers—Seven Arts)
- SOUND OF MUSIC (Chappell)
- THIS IS THE ARLO GUTHRIE BOOK (Music Sales)

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Coming Events

January 25-28—National Association of School Music Dealers, Galt Ocean Mile Hotel, Ft. Lauderdale, Fla.

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

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

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

March 22-23—NAMM regional seminar, Marriott Motor Inn, Chicago.

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

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

June 6-9—NAMM annual convention and exhibit, Miami Beach Convention center, Miami Beach.

June 28-July 1—Consumer Electronics Show, Americana and New York Hilton Hotels, New York.



NAMM Seminars Will Illuminate Rock Music

• Continued from page 80

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

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

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

What do you know about musical kindergartens? What is a Suzuki system? What is the Carl Orff system? What is a sound modifier? What is a music synthesizer? Is it available for music dealer distribution? At what age can youngsters learn guitar? How many pounds of pressure

is generally required to depress strings? Are youth music and serious music incompatible?

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

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



THE CORDOVA Concert classic guitar is made from superb air and kiln dried blond curly maple and spruce. The neck is made of three-piece mahogany with rosewood fingerboard. Other features include: 19 nickel-silver frets, wood inlay with celluloid outlining the top edge binding, white drum rollers and white color oval buttons. The guitar is available from David Wexler & Co. of Chicago.

Cassette Tapes 25% of Billings

• Continued from page 18

of programming, the mixed program, featuring various artists.

"This type of tape sells ten times the average of a tape devoted to a single performer, and runs around 1,500 copies," Paradiso said. "This is explained by the special automobile environment. Car travelers demand a tape which offers the same variety as a radio program.

"Classical music cassettes," continued Paradiso, "constitute a

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

Phonogram cassettes are sold not only in record shops but also in Esso service stations, by a three-way agreement which includes Autovox for the players. As opposed to RCA's arrangement with Agip service stations, the cassette bought from Esso stations cannot be traded in for a new one.

"Esso stations," said Paradiso, "are sales, not promotional outlets. As of now, our tapes are sold in 250 stations, but we hope to extend them to 300.

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

Auto Cassettes Sales

• Continued from page 16

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

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

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

Motorola Riding High

• Continued from page 19

sold by retailers in the estimated price range of \$19 to \$24.95.

There is also the TM570 which features a solid-state chassis, a separate 5 x 7-inch external speaker and push button selector controls. Estimated price range is \$34 to \$39.95.

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



BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001	28
2	2	SWISS MOVEMENT Les McCann & Eddie Harris, Atlantic SD 1537	7
3	4	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522	38
4	3	WALKING IN SPACE Quincy Jones, A&M SP 3023	10
5	8	IN A SILENT WAY Miles Davis, Columbia CS 9857	20
6	7	CRYSTAL ILLUSIONS Sergio Mendes & Brasil '66, A&M SP 4197	23
7	5	HERBIE MANN LIVE AT THE WHISKEY A GO GO Atlantic SD 1536	8
8	9	HOT DOG Lou Donaldson, Blue Note BST 84318	19
9	6	YE ME LE Sergio Mendes & Brasil '66, A&M SP 4236	4
10	12	MOOG: THE ELECTRIC ECLECTICS OF Dick Hyman, Command 938	27
11	16	FANCY FREE Donald Byrd, Blue Note BST 84319	4
12	14	HIGH VOLTAGE Eddie Harris, Atlantic SD 1529	24
13	15	INSIDE Paul Horn, Epic BNX 26466	3
14	13	BUDDY & SOUL Buddy Rich Big Band, World Pacific BST 20168	21
15	17	DIDN'T WE Stan Getz, Verve V6-8780	5
16	10	CONCERTO GROSSO IN D BLUES Herbie Mann, Atlantic SD 1540	3
17	11	LIGHTHOUSE '69 Jazz Crusaders, World Pacific, BST 20165	8
18	18	AQUARIUS Charlie Byrd, Columbia CS 9841	29
19	19	SPRING FEVER Soulful Strings, Cadet LPS 834	2
20	—	FROM THE HOT AFTERNOON Paul Desmond, A&M SP 3024	1

Billboard SPECIAL SURVEY For Week Ending 1/24/70

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Richard & Willie DTL-848

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Willie & Rising Dick — DTL-843

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Canadian News Report

Cap Drive on Apple Singles

TORONTO—Capitol Records plans to launch a sales drive on all Apple singles beginning Feb. 7. The "Basket of Apples" campaign will be a permanent catalog item with the company and be unique in Canada.

The 13 disks involved in the push represent the entire 45-r.p.m. Apple catalog to date and includes product by the Beatles, Mary Hopkin, James Taylor, Plastic Ono Band and Billy Preston.

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

LENNON BOOK INTO PLAY

TORONTO—John Lennon's "In His Own Write" will have its North American premiere at Theatre Eleven, Thursday (22). The adaptation of Lennon's best selling book was first given a performance by Britain's National Theatre in 1967, then later revised, expanded and added to the National's repertory. Play is being presented here by the Theatre Passe Muraille, in association with the Church of the Holy Trinity.

CHUM's Planned Disk Move Draws Alarm and Attack

By RITCHIE YORKE

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

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

The decision to go into both record and music publishing production was announced by Allan Waters, president of CHUM Ltd., who said that the station had acquired the Montreal-based Winterlea and Summerlea music publishing business from Bob Hahn and Brain Chater.

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

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

Although a few record companies had heard rumors of CHUM's expansion into the record production field, most were taken by surprise with some

hesitating to comment on the development until CHUM revealed more details of their new operation.

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

CHUM's involvement in rec-

ord production is believed to be unprecedented in this country although some stations in the past have been known to put together albums of old hits for sale either for profit or charity.

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

From The Music Capitals of the World

TORONTO

Capitol set to release a pop sampler, "New Spirit of Capitol," Monday (26), backed by 60-second spot announcements on 15 radio stations across the country. The LP includes selections by Joe South, Pink Floyd, Grand Funk Railroad, John Stewart, Steve Miller Band and the Sons (Of Champlin). Album's suggested list price is \$1.25.

Ray Hutchinson, busy filling nightclub and concert dates in Ontario since he signed with Ico last fall, now set to cut product for the company this month. U.K. Kapp recording artist John Rowles, whose best record sales are chalked up in Montreal, was in that city Jan. 9 and 10 on a promotional tour. A press reception at Dorval's Eastern Airlines VIP lounge preceded taping the Donald Lautree and "Like Young" TV shows plus interviews on five radio stations.

London releasing product by Vancouver's Collectors. Group is touring the country to promote their new single, "I Must Have Been Blind." Motherlode's "What Does It Take" the chart topper at CJKL and CJTJ. Kirkland Lake. Guess Who's "No Time" in the top spot at CFOX, Montreal. CBC's "On the Bus" TV special headlines Revolution's Moe Koffman and Capitol's Edward Bear, Monday (19). Musical arrangements in the show are by Doug Riley and Rick Wilkins. Same network features Lighthouse in a variety show, "Today Makes Me Nervous," Feb. 8. Alan Small, former CFRB disk jockey and now a radio-TV instructor at Ryerson, taking over as narrator of CTV's "Untamed World."

Massey Hall bringing in the Byrds, Feb. 1; Carl Smith country package starring Loretta Lynn, Feb. 7; Johnny Winter for a return concert Feb. 15; Irish Rovers, Mar. 15. Wayne Thomas, a singer from England who settled here about a year ago, signed by Ico. Columbia in the U.S. interested in Canadian folksinger Alan J. Ryan who is presently cutting a single for Columbia here.

"Everybody Is a Star" getting the most airplay for Sly & the Family Stone although the flip side, "Thank You," is the hit side in the U.S. Evolution's Gloria Loring appearing at the Royal York's Imperial Room Jan. 12-Saturday (24). Gene Williams, a Montreal singer who has composed many French-speaking hits for a number of Quebec artists, scheduled for a promotional stop-over here Monday (19).

Neil Diamond and the Flying Machine inked to appear at the University of Waterloo, Feb. 6. Concert is the only Canadian appearance for the Machine group on this tour although they have a few dates open for bookings in a few other cities.

Compo readying a big sales drive on their London and New York original cast LP's for "Man of La Mancha" which returns to O'Keefe Centre, Monday (26).

Temple Rock Shows Ended

TORONTO—The revival of rock shows at the Masonic Temple, site of the Rock Pile Club in 1969, has come to a stormy end after only one shot at rejuvenation.

After assessing damage incurred at the reopening Jan. 3 under the final name Stoned Temple, controllers of the building announced that they would never again hire their location to rock concert promoters.

Paul Johnson, rental agent for the building, said: "The kids didn't take too much care of the place. We won't be renting the temple to anyone for rock concerts because they all attract the same audience."

John Gibb, a Toronto boutique owner representing the Detroit promoters who reopened the site, said he thought that another location for their upcoming concerts would probably be sought.

station, back in the country as special advisor to Pierre Juneau, chairman of the Canadian Radio-Television Commission. Tiny Tim and Miss Vicki inked into the Hook and Ladder Club Feb. 23-28. Close to 2,000 jammed the Electric Circus, Jan. 7, and raised \$10,000 for the Parkinson (Continued on page 85)

Billboard Canada's Top Singles

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	WHOLE LOTTA LOVE Led Zeppelin, Atlantic 2690	5
2	1	DON'T CRY DADDY/RUBBERNECKIN' Elvis Presley, RCA 9768	6
3	6	VENUS Shocking Blue, Colossus 108	3
4	4	RAINDROPS KEEP FALLIN' ON MY HEAD B. J. Thomas, Scepter 13365	6
5	7	NO TIME Guess Who, Nimbus 9-74-0300	3
6	5	JAM UP JELLY TIGHT Tommy Roe, ABC 11247	7
7	11	JINGLE JANGLE Archies, Kirshner 5002-N	4
8	3	HOLLY HOLY Neil Diamond, UNI 55175	9
9	10	THAT'S WHERE I WENT WRONG Poppy Family, London M17375	3
10	8	SOMEDAY WE'LL BE TOGETHER Diana Ross & the Supremes, Tamia Motown 1156	8
11	12	MIDNIGHT COWBOY Ferrante & Teicher, United Artists 50554-J	4
12	14	WONDERFUL WORLD BEAUTIFUL PEOPLE Jimmy Cliff, A&M 1146	2
13	20	I WANT YOU BACK Jackson 5, Tamia Motown 1157	2
14	15	ARIZONA Mark Lindsay, Columbia 45037	2
15	13	LEAVING ON A JET PLANE Peter, Paul & Mary, Warner Bros. 7340	9
16	—	FANCY Bobbie Gentry, Capitol 2675	1
17	17	SHE Tommy James & Shondells, Roulette 7066	2
18	—	EARLY IN THE MORNING Vanity Fare, Page 21-027	1
19	—	WITHOUT LOVE Tom Jones, Parrot 40045	1
20	—	WHEN JULIE COMES AROUND Cuff Links, Decca 32592	1

Billboard SPECIAL SURVEY For Week Ending 1/24/70

Billboard Canada's Top Albums

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	ABBEY ROAD Beatles, Apple 50 383	14
2	2	LED ZEPPELIN II Atlantic SD-8236	9
3	4	LET IT BLEED Rolling Stones, London NPS 4	5
4	5	WILLIE & THE POOR BOYS Creedence Clearwater Revival, Fantasy 8397	4
5	3	THE BAND Capitol STAO 132	13
6	7	EASY RIDER Soundtrack, Reprise 2026	8
7	6	TOM JONES LIVE IN LAS VEGAS Parrot PAS-71031	9
8	15	ENGELBERT HUMPERDINCK Parrot PAS-71030	2
9	10	MONSTER Steppenwolf, Dunhill DS 50066	7
10	14	WAS CAPTURED LIVE AT THE FORUM Three Dog Night, Dunhill DS 50068-N	4
11	—	ALBUM 1700 Peter, Paul & Mary, Warner Bros.-Seven Arts WS 1700	1
12	13	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827	27
13	—	TO OUR CHILDREN'S CHILDREN'S CHILDREN Moody Blues, Threshold THS-1	1
14	16	SANTANA Columbia CS 9781	10
15	8	FROM MEMPHIS TO VEGAS/FROM VEGAS TO MEMPHIS Elvis Presley, RCA LSP 6020	6
16	12	TOUCHING YOU, TOUCHING ME Neil Diamond, Uni 73071	3
17	—	POPPY FAMILY London M-17375	1
18	18	MASKED MARAUDERS Deity RS 6378	2
19	9	GREEN RIVER Creedence Clearwater Revival, Fantasy 8393	18
20	11	LITTLE WOMAN Bobby Sherman, Metromedia MD-1014	7

Billboard SPECIAL SURVEY For Week Ending 1/24/70

International News Reports

2nd Reading Due of U.K. Copyright Section

LONDON—Second reading of a bill to amend section eight of the Copyright Act, with reference to gramophone record

Latin Boost

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

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

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

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

royalties for composers, will take place in the House of Lords on or about Jan. 27.

The bill, introduced by Lord Willis Dec. 11, calls for abolition of the present 6¼ percent royalty in favor of a minimum royalty of one and one half d. per minute of playing time.

The bill also provides for a review of the royalty rate every five years for adjustment in accordance with the rise or fall in purchasing power of the pound.

Willis' concern arose from the June issue of the Songwriters' Guild newsletter, and the December issue appeals to Guild members to lobby both houses of Parliament through private letters to Lords and MPs.

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

Ertegun in U.K. to Talk on Expansion

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

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

"A major factor behind the expansion," Ertegun said, "is the strong impact British talent has made on the U.S. music scene and on the fortunes of Atlantic Records." Of the five number one selling albums Atlantic released in the U.S. last year, three were contributed by Led

3 Hotels to Pay Rights

MANILA—The three biggest hotels in the Philippines—Manila Hilton, Savoy Philippines (formerly Sheraton) and Inter-Continental Manila—have said they will pay performance fees to the Filipino Society of Authors, Composers and Publishers (FILSCAP) covering Filipino and foreign works. However, they have not stipulated whether they are adhering to blanket licenses or to payment according to number of performances.

Simplicio U. Suarez, executive secretary of FILSCAP, also reported that negotiations with the Philippines' biggest legitimate theaters—the Cultural Center of the Philippines and the Meralco Theater—to comply with performance fees are underway.

So far, complying with the FILSCAP are the nightclubs and restaurants, Bayside, Nile, Alta Vista, Jimmy's, Patio Flamenco, El Bodegon, Luisa & Son, Aroma Cafe and Diamond Tower. The blanket license for night clubs varies from \$75 to \$150 annually while for restaurants from \$20 to \$75 annually depending on seating capacity and prices of alcoholic drinks.

Latin Songfest in Mexico March 10-14

CARACAS—The second International Festival of the Latin Song will take place in Mexico City March 10-14, said Piero Bonino, organizer of the event, during his recent trip to Venezuela.

Participating countries will be the same as last year: five Latin-European countries (Belgium, France, Italy, Spain and Portugal) and all Latin American countries (except Cuba).

Again, each country will be represented by two artists who will perform two songs each spread over the first four nights, from which the highest scoring song from each country will be picked for the final competition on the fifth night. Venezuela will compete with Mirla Castellanos and Luis D'Ubaldo, who are sponsored by Radio Caracas TV.

The 46-piece orchestra will be conducted by Venezuela's Aldemaro Romero, France's Caravelli, Argentina's Lucio Milena, Brazil's Pocho Perez

and Mexico's Jose Sabre Marroquin, who will form part of the 120 industry people entourage invited to attend.

The festival is officially backed by Mexico's Tourist Office and will be televised in North, Central and South America and Europe through special arrangements made by Bonino with Telesistema Mejicano, Mexico's largest television network.

Rey to Encore Hotel Date

NEW YORK—Spanish singer guitarist Luisito Rey will return to the St. Regis Hotel as a result of his successful cabaret debut this month. Planned for his second visit is a television promotion campaign.

Popular in Latin America, Rey now bases himself in Puerto Rico. He recorded for Columbia for two years, using mainly his own compositions, and had two LP's released.

He is now having English lyrics prepared from his own material. "They will be close to the original ideas and thoughts of the Spanish version. This does not happen too often when songs get translated but we feel in Luisito's case it is important," said his manager Alfred D'Herger.

Zeppelin and Blind Faith. And also in 1969, Cream earned two gold records for million dollar sales on "Goodbye" and "Best of Cream."

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

Ahmet Ertegun also con-
(Continued on page 86)

(Continued on page 86)

U.K. ISSUES WHITE PAPER ON PIRATE RADIO NORDSEE

LONDON—Government investigators have compiled a report on the proposal to launch a new offshore commercial radio station, Radio Nordsee International.

Any British person or company which becomes financially involved with Radio Nordsee International faces prosecution under the Marine Offences Act, which sank other U.K. pirate radio ships, Caroline and London.

And, technically, any English person who listens to the station—which will broadcast to Britain on 102 megacycles FM—will be liable to a fine.

But the GPO admits that it is virtually impossible to catch listeners. And privately some officials believe that the station has a 90 percent chance of staying on the air. "Until the station actually starts broadcasting, there is nothing we can do about it," said a spokesman for the Ministry of Posts and Telecommunications.

Nevertheless, the station's directors, Swiss businessmen Edwin Bollier and Erwin Meister, may meet opposition from the Dutch Government, as the station's land base is to be in Amsterdam.

It will beam daily programs of pop music interspersed with advertisements and comments in English from Mebo II, which will be anchored off the Dutch coast, 25 miles west of Radio Veronica. For years, the Dutch Government has turned a blind eye to Radio Veronica, which is a Dutch pirate ship with a large following in Britain.

Organizers of the Nordsee project have already produced a full-color leaflet with details of the station's future plans, and this is currently being circulated in Europe.

Another offshore pirate, Radio 266, intends to begin test broadcasts on Feb. 14. Programs from that station will be broadcast entirely in English.

ADRIANO CELENTANO



no. 1 of the Italian Song

CLAN CELENTANO

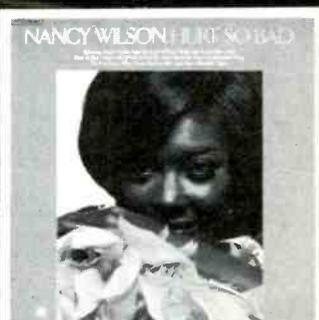
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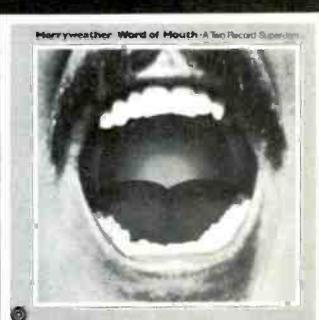
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the 2nd Annual International Music Industry Conference

Sponsored by Billboard and Record Retailer

April 26-May 2, 1970
Palma de Mallorca, Spain

CONFERENCE PROGRAM

MONDAY, APRIL 27
9:00 a.m.—9:30 a.m. CONFERENCE OPENING
PROGRESS REPORT ON UNIVERSAL
NUMBERING SYSTEM

9:30 a.m.—10:45 a.m. OPENING PLENARY
SESSION

- Talk A. Changing Consumer Tastes and Uses of Music and Their Effects on Future Sales
- Talk B. What Impact Will Growth In Company Size and Diversification Have on Future of Music Industry
- Talk C. Establishing A Climate For Trade Between East and West

10:45 a.m.—11:00 a.m. COFFEE BREAK

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

Session 1 THE RECORD RETAILER IN A CHANGING INDUSTRY

- Talk A. A French Retailer
- Talk B. A German Retailer
- Talk C. An English Retailer

Session 2 TAKING A FRESH LOOK AT METHODS OF DEVELOPING ARTISTS

- Talk A. How and Where to Find New Talent
- Talk B. The Role of the Personal Manager in the Development of An Artist
- Talk C. Expanded Responsibility of Record Companies For Promotion of the Artist

Session 3 CHANGING METHODS OF MARKETING RECORDS IN EUROPE

- Talk A. The Future of Rack Jobbing — The Viewpoint of A French Independent Merchandiser
- Talk B. The Future of Rack Jobbing — The Viewpoint of A Cooperative of Manufacturers
- Talk C. New Methods of Selling Directly To the Consumer: Direct to Home, Newsstands, Vending

Session 4 JAPAN — THE WORLD'S FASTEST GROWING MARKET

- Talk A. Understanding the Special Problems for The Music Industry of Operating in Japan
- Talk B. Programming Repertoire To the Musical Tastes of the Japanese Market
- Talk C. Methods of Marketing Music In Japan

Session 5 INTERNATIONAL DEVELOPMENTS IN COPYRIGHTS

- Talk A. Implications of the Proposed Revisions To The International Copyright Conventions
- Talk B. Proposed Revisions In The U.S. Copyright Law and Prospects For Their Enactment

TUESDAY, APRIL 28
9:00 a.m.—1:00 p.m. CONCURRENT SESSIONS
— Each registrant will select two of the following five sessions to attend.

10:45 a.m.—11:15 a.m. COFFEE BREAK

Session 6 HOW TO MAKE SERIOUS MUSIC PROFITABLE

- Talk A. Reevaluating Industry Practices For Recording Classical Music
- Talk B. Applying Pop Promotion Techniques To Serious Music
- Talk C. New Styles In Modern Compositions and Their Sales Potential

Session 7 POTENTIAL OF SPECIALTY MUSIC IN WORLD MARKETS

- Talk A. Opportunities For Country Music
- Talk B. Growth Potential of Soul Music
- Talk C. Market For Selling Regional Music In Other Areas of the World

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

- Talk A. The Marketing Approaches To Be Taken By Companies Whose System Permits The Consumer To Have Programs Recorded on Blank Cartridges
- Talk B. Viewpoint

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

- Talk A. What Is The Impact of Key Provisions In New Contract Between Copyright Owners and Record Companies in Europe

Talk B. How and When To Pursue International Lawsuits on Plagiarism

Talk C. Collecting On Unclaimed Copyright Fees In Other Territories

Session 10 THE IMPACT OF THE YOUTH REVOLUTION ON ENTERTAINMENT

- Talk A. The Significance of the New Mass Festivals — Woodstock, Isle of Wight
- Talk B. What Does Youth Respond To In Films
- Talk C. Creating A Controlled Environment For Listening To Contemporary Music Concerts

WEDNESDAY, APRIL 29
9:00 a.m.—1:00 p.m. CONCURRENT SESSIONS
— Each registrant will select two of the following five sessions to attend.

10:45 a.m.—11:15 a.m. COFFEE BREAK

Session 11 TRENDS OF GROWING CONCERN TO THE MUSIC INDUSTRY

- Talk A. What Can Be Done About Commercial Piracy, Bootlegging, and Counterfeiting of Recordings
- Talk B. How To Deal With The Problem of Home Dubbing
- Talk C. What Should The Industry Do About Obscenity In Lyrics, Packaging, or Advertising

Session 12 HOW TO GET BETTER RESULTS IN WORKING WITH EUROPEAN RADIO AND TV PROGRAMMING — PART I

- Talk A. As Viewed By RAI
- Talk B. As Viewed By ORTF
- Talk C. As Viewed By Spanish Radio

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

- Talk A. The Marketing Approaches To Be Taken By Companies Whose System Will Project Pre-recorded Programs

Session 14 RECENT COURT DECISIONS AND LEGISLATION AFFECTING THE MUSIC BUSINESS — Part I (for Part II see Session 20)

- Talk A. In United Kingdom, Australia, and New Zealand
- Talk B. In Continental Europe
- Talk C. What Are the Worldwide Trends In the Establishment of Performers and Neighboring Rights

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

- Talk A. Implications of the Change To Multiple Distribution
- Talk B. Effect On the Industry of Record Companies Owning Retail and Wholesale Firms

THURSDAY, APRIL 30
9:00 a.m.—1:00 p.m. CONCURRENT SESSIONS
— Each registrant will select two of the following five sessions to attend.

10:45 a.m.—11:15 a.m. COFFEE BREAK

Session 16 SELLING TAPE SYSTEMS IN EUROPE

- Talk A. Sales of Home and Portable Equipment — A Forecast of the Future
- Talk B. Sales of Car Equipment — A Forecast of the Future
- Talk C. Developing Consumer Excitement and Sales Through A Cooperative Merchandising Program

Session 17 THE GROWTH AND IMPORTANCE OF THE INDEPENDENT PRODUCER

- Talk A. The Changing Function of the Independent Producer — A European Viewpoint
- Talk B. The Changing Function of the Independent Producer — An American

Talk C. Key Factors To Consider In Negotiating A Deal With A Producer

Session 18 HOW TO GET BETTER RESULTS IN WORKING WITH EUROPEAN RADIO AND TV PROGRAMMING — PART II

- Talk A. As Viewed By BBC
- Talk B. As Viewed By German Radio and TV
- Talk C. As Viewed By Europe #1

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

- Talk A. Mechanical Rights Income

Talk B. Performance Rights Income From Musical Compositions and Sound Recordings

Talk C. Income From Printed Publications

Session 20 RECENT COURT DECISIONS AND LEGISLATION AFFECTING THE MUSIC BUSINESS — PART II

- Talk A. In U.S. and Canada
- Talk B. In Japan, Philippines and Far East

FRIDAY, MAY 1
9:00 a.m.—11:45 a.m. CONCURRENT SESSIONS
— Each registrant will select two of the following five sessions to attend.

10:15 a.m.—10:30 a.m. COFFEE BREAK

Session 21 OPERATING WITHIN THE COMMON MARKET

- Talk A. What Does the Common Market Mean For the Music Industry
- Talk B. A Cost Saving Approach To Pressing and Distributing Releases In The Common Market

Session 22 PROMOTION TECHNIQUES FOR EXPANDING MUSIC SALES

- Talk A. The Effectiveness At the Consumer Level of An All-Industry Promotional Program
- Talk B. The Growth of Music Festivals and Their Impact on Sales

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

- Talk A. The Changes That The Established Firm Must Make
- Talk B. The Services Needed By A Smaller Firm To Survive

Session 24 THE MODERN RECORDING STUDIO — ITS GROWING IMPORTANCE

- Talk A. The Investment, Equipment, and Personnel Required For the Modern Studio
- Talk B. Using the Recording Studio As A Training Ground For New Producers and For Development of New Sounds
- Talk C. Using Engineering Creativity In Recording of Music

Session 25 THE DIRECTION OF TAPE GROWTH IN OTHER KEY AREAS OF THE WORLD

- Talk A. What Can Be Learned From the Pattern of Tape Growth In the United States and Canada
- Talk B. A Forecast of Future Growth in the Far East
- Talk C. A Forecast of Future Growth in Latin America

12:00 noon—1:00 p.m. CLOSING PLENARY
SESSION

- Talk A. Will Company Growth Destroy Individual Creativity
- Talk B. Building The Future By Overcoming The Mistakes Of The Past — A European Viewpoint
- Talk C. The Conference Closes — An Ending Or A Beginning

Optional Afternoon Programs — Market Information Seminars

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

REGISTRATION FORM

The 2nd Annual International Music Industry Conference Sponsored by BILLBOARD and RECORD RETAILER

Registration Fee: \$200 (U.S.) per person or £83—6s. in sterling

Fee includes attendance at all sessions, work materials. It does not include hotel accommodations. Please make your check payable to the International Music Industry Conference. Check must accompany your registration.

Please register the following people to attend the International Music Industry Conference. Check is enclosed for all registrants. PLEASE PRINT THE FOLLOWING INFORMATION:

Name of Each Registrant Title Address

Your Name and Title _____

Full Address _____ Company _____

Additional names can be sent in a separate letter. Acknowledgements and information on hotels and transportation will be sent to each individual who is registered.

From The Music Capitals of the World

• Continued from page 82

Disease Association. . . . **Kenny Harris** recently moved to Vancouver from Bermuda to set up a record production and music publishing house. Harris represents several nightclub acts including **Gene & Pinky Steede** who headlined Ottawa's Skyline Hotel, Dec. 31-Jan. 15. He recently produced the singer's second LP, "Good Things Are Happening." . . . **Cannonball Adderley** into the Colonial Tavern, Jan. 12-17. He guested on **Elwood Glover's** TV show, CKFH's "Open Lid" and **Phil McKellar's** CFRB show during his engagement here. . . . Capitol kicked off a campaign with six country stations to launch **Buck Owens's** "Big in Vegas" LP. Owens prepared a special tape for use on all stations involved in the drive. . . . Motown Revue headlining **Stevie Wonder, Martha Reeves & the Vandellas** subbing for **Blood, Sweat & Tears** at the University

European Executive Turntable

Oskar Drechsler, formerly head of production for Polydor, West Germany, appointed program director of Deutsche Grammophon. After eight years as head of EMI operations in Ireland, **Harry Christmas** has been transferred to South Africa to become managing director of EMI Industries there, the firm's manufacturing subsidiary in that country. As of Feb. 1 **Roy Featherstone** will leave his London post as manager of pop repertoire and marketing to fill in the vacancy in Ireland until late summer. During his absence, Featherstone's responsibilities are to be assumed by **Colin Burn**, at present the promotion manager at Manchester Square. At the same time, **John Howson** will fill Burn's promotion chair. **Don Dive** joins Liberty-UA, U.K., to work with Ronnie Ball in promotion. Australian-born Dive has previously worked on Australian radio, television and public relations. For the past three years Dive has worked for one of Australia's largest commercial radio stations, Macquarie Broadcasting network. Dive replaces **Tim Knight** who left the company. **Jurg Grand** has resigned as artistic director of the classical music section of EMI Italiana to join Phonogram Italy in **Guido Ardizzone**, press officer for RI-FI Italy, has taken over management of publicity and advertising for Ariston. Press for RI-FI are now being handled by **Laura Panarari** and **Anna Maria Biancardo**. . . . **Carlo Sampietro** has been appointed general manager of Miura Italy. **Iller Pattacini** has left the management of this company. . . . **Giampiero Todini**, formerly director of the Rome headquarters of Sugar Music, CGD and CBS Italiana, has been named director of Edizione Curci and its affiliates. **Ron Holmes** named factory manager of the new Pye-GRT tape company in the U.K. Holmes is at present manager of the manufacturing division of prerecorded and blank tape cassettes at Philips' Walthamstow factory. A member of the British Institute of Management, Holmes set up the division when cassettes were introduced to the U.K. in 1966. . . . **Peter Prince**, former head of promotion and publicity at U.K. MCA, took up his post as head of the creative services department at Pye. Prince replaces **Les Cocks**, who is moving over to Associated Television as a producer. Prior to his time at MCA Prince was promotion manager at MGM in London. Prince's assistant, **Geoff Morris**—also another ex-MGM man—replaces him as head of promotion.

of Waterloo Luthern, Jan. 29. . . . London releasing "Something to Believe," by Edmonton singer **Russ Thornberry**. . . . Jubilee's **Coronados** appeared at the Royal York, Jan. 5-11. They are set for a three-week return engagement at the Bonaventure in Montreal beginning Feb. 23. . . . **Moody Blues'** "To Our Children's Childrens Childrens" LP the first product on the Threshold label for London. **RITCHIE YORKE**

HAMBURG

Metronome is tying in with the **Rascals'** European tour by releasing an album by the group. . . . **Drafi Deutscher's** single "Warum gehst du fort?" has sold 30,000 copies and is getting strong airplay. . . . **R.B. Greaves'** "Take a Letter Maria" is being promoted as a natural discotheque hit by Metronome. A German cover of the song has been recorded by **Jack White** under the title, "Und Morgan Schreib ich Maria." . . . Following strong promotion of an album by "youngest operatic tenor in the world" **Kruno Cigoj**, Metronome is preparing a second album. The single "Ave Maria," released just before Christmas sold 20,000 copies in the first week. . . . Metronome has issued another low-price (5 mark) classical album in the "Golden Voices" series featuring **Franz Voelker, Peter Anders, Sigrid Onegin, Kirsten Flagstad, Helge Roswaenge and Marcel Wittrisch**. Metronome has also released 20 more musicassettes in the "Musica" series, bringing the total of titles to 110. . . . The Hamburg Opera House, and opera houses in Berlin, Cologne, Vienna, Paris, Copenhagen, Stockholm and Amsterdam, are seeking the right to present performances of the first rock opera "Tommy" by the **Who**. . . . The German production of the American musical "His Greatest Bluff," by **Leonard Gershe and Harold Rome**, had its premiere at the Mainzer Stadttheater Dec. 31.

To mark its 20th anniversary, the South West German Chamber Orchestra has organized a composition contest with a prize of 10,000 marks. . . . Deutsche Grammophon invited the press to attend the Archiv recording of the first complete production of the cantata **Endimione e Cintia** by **Alessandro Scarlatti**. The journalists saw two arias recorded by **Grist and Tatiana Troyano**. . . . Teldec gave a press reception for the remarkable impressionist **Kurt Stadel**, who is managed by **Lotar Olias**. . . . On its first concert tour of France, the **Berlin Singakademie**, accompanied by the **Berlin Symphony Orchestra**, played concerts in Lyon, Montpellier, Saint Etienne and Paris. . . . French pianist **Claude Helffer** recorded sonata No. 2 for piano by **Pierre Boulez** and sonata op. 1 by **Alan Berg** for Deutsche Grammophon. . . . Brazilian pianist **Roberto Szidon**, followed his Debut LP of works by **Rachmaninoff, Scriabin and Prokofiev**, has recorded Gershwin's piano concerto in F and MacDowell's 2nd piano concerto with the **London Philharmonic Orchestra** under **Edward Downes** as his second album for Deutsche Grammophon's Debut label. **WALTER MALLIN**

MANILA

The elections of new officers of the Filipino Society of Authors, Composers and Publishers (FILSCAP) are scheduled this week. . . . **Helne Gamboa** (Victor), who received the Awit Award last year as female recording artist of the year, recorded an LP for a possible international release. It is a joint venture of **Jose Mari Gonzales**, general manager of Cinema-Audio, Inc., songwriter-producer **Dannie Subido** and Gamboa. The Gamboa LP is recorded on 8-track and contains the works in (Continued on page 86)

Holidays Offered in Philips' Sales Drive

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

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

Qualification for the scheme will be a minimum order of \$240 excluding purchase tax. This will mean receiving holiday vouchers at the rate of \$2.40 for each \$24 of product purchased. Subsequent orders at a minimum value of \$120 will qualify for vouchers at the same rate.

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

Sales manager **Geoff Hannington** said: "We believe this is the most ambitious scheme so far undertaken in the record industry and Philips will be examining the results closely to decide whether there should be further schemes on similar lines." In Hannington's opinion

the Philips scheme scores over offers made by other companies in that dealers are not restricted to selecting from a limited amount of releases or taking a predetermined package.

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S&S Mounts Drive On Europa-Somerset

ZURICH — The S&S Record Service, which took over Swiss distribution of the German Europa-Somerset catalog in December, has been mounting a massive promotion campaign for the repertoire with advertisements in the major Swiss newspapers.

S&S has the rights to more than 300 low-priced albums and 40 cassettes in the catalog of Europa-Somerset, a branch of Miller International which in turn, is owned by MCA.

Retail prices range from \$1.50 to \$2 and sales manager J. P. Sollberger says: "Europa-Somerset is the leading low-priced label in Germany, Holland and Austria. Within a relatively short period more than 15 million

records have been sold in these countries.

"We are aiming to achieve important sales in Switzerland and our first promotional step was the release of the album 'Stereo Perfect' which went straight to No. 3 in the Swiss album chart.

"Sales over Christmas have proved that there is a great potential market for this low-priced product. The albums have four-color sleeves and are polythene wrapped and the excellence of the appearance of the product means that there are great possibilities for selling albums through rack jobbing outlets.

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

MAM's Profits Seen \$4.8 Mil For Period

LONDON — Management Agency and Music group profits before taxation are forecast by chairman Gordon Mills as being "not less than 2 million pounds" (\$4.8 million) for the period to the end of July 1970.

In his annual report, Mills predicted that MAM will declare an annual dividend of 100 percent.

The profit growth of MAM has been exceptional, bearing in mind that MAM is basing its appeal almost entirely on the profitability of Tom Jones and Engelbert Humperdinck, recently signed for a further six years.

Shares which went on the market originally at \$1.62 have now become worth more than five times that amount and at the end of last week were valued at \$90.06 having put on an a further \$1.32 following publication of Mills' report.

On paper, this puts a \$43-, 200,000 price tag on MAM, by comparison with which the insured value of Jones and Humperdinck, at \$2.4 million apiece, seems to underestimate their worth to the company.

Talk of Expansion

• Continued from page 83

solidated a recording deal for Airforce with the Robert Stigwood Organization (the group's Albert Hall concert Jan. 15 is to be recorded), attended concerts by Atlantic artists Led Zeppelin and Crosby, Stills, Nash and Young and hosted a reception at the Dorchester Hotel for some of Atlantic's British artists, affiliated independent producers and the press.

Rey Hotel Date

• Continued from page 83

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

Spanish Industry Leaders See Seventies as Evolution Decade

By RAFAEL REVERT

MADRID — A continuing expansion of the music industry, a massive growth in the pre-recorded tape market and a significant improvement in the quality of Spanish product — these were some of the predictions made by Spanish industry leaders invited to look ahead to the Seventies.

"The Spanish market," said Mariano de Zuniga, manager of Fonogram, "is in full evolution. There will be a tremendous development in the musicassette field, due, on the one hand, to massive sales of playback equipment and, on the other, to the constant increase in the quality of pre-recorded music catering for all possible tastes."

De Zuniga predicted that record sales would also increase, with LP's taking a larger share of the market, singles holding their own and EP's becoming less and less important.

Better Product

He thought that Spanish product would have an increasingly big impact in the future because of better recording techniques, the development of more and more dedicated and professional Spanish artists and the activity of a new generation of Spanish songwriters alive to the tastes of young people.

De Zuniga added that the predicted expansion will necessarily involve higher expenses for record companies because of the necessity to achieve a higher degree of quality in all stages of record production. "And this, in turn, will require a strictly controlled financial policy," he said.

Enrique Martin Garea, artistic manager of Columbia Espanola, also predicted an explosion of Spanish music throughout the world in the Seventies, "because Spanish artists and writers are improving in quality and commerciality." He saw underground music becoming more popular as its exponents became more experienced and he thought there would be a new wave of Latin American rhythms, spearheaded by Brazilian music.

"I also think jazz will play a part," he said. "Particularly in our country where it has been too long forgotten and ignored. And certainly there will be exciting developments in electronic music."

Technological advances and a higher standard of living all round were cited as reasons why the Seventies would see continuing expansion in the music industry by Joaquin Alfonso, artistic manager of Belter Records.

"All music carriers—records,

cartridges and cassettes—will sell in greater quantities and a major development will certainly be the advent of audiovisual reproducers. This will call for big changes on the artistic side and we must be ready for them.

"The Seventies will also see revolutionary changes in music, with the use of techniques which seem unacceptable today but which will become unremarkable during the next decade."

Music publisher Augusto Alguero, general manager of Canciones del Mundo, thought the Seventies would see an impressive increase in the number of record producers, either staff men with record companies or independents. He also thought more artists would produce their own records and that music publishers would enter increasingly into record production as a counter to the record companies which had created publishing outlets.

He thought there might be fierce competition for the market between publisher-producers and record company producers. "As to the future relations be-

tween the record company, artist, publisher and songwriter — only time will tell," he said.

Alfredo Garcia Segura, manager of Musica de Espana, saw the next decade essentially as a field of operation for the young — young producers and young artists producing records for young people.

"Only 10 years ago," said Segura, "the music industry was creating styles and vogues without too much reference to the young record buyer. But today the opinions of young people cannot be ignored and record production has to be tailored to suit the needs of this vitally important section of the market."

"I see in the Seventies a consolidation of the musical 'rights' of young people, with the youth of each country leading the way to an improvement in the quality of their music."

Finally, Spanish group Los Bravos predicted that the progressive element in pop music would become predominant in the Seventies as group musicians became more musically educated and expert, and new rhythmic conceptions were developed.

From The Music Capitals of the World

• Continued from page 85

English of Subido. Among them are "The World We Live In," "Gonna Find Another Love," "Mr. Fireman" and "People in Motion." The LP is getting clearance from Pioneer Record Sales, of which Gamboa is contract artist, for possible release in the Philippines.

The Philippine Brass Band marked its album debut on the Wilear's label. It's Wilear's first venture in instrumental music. The LP contains Philippine native airs, including the "Philippine National Anthem." . . . Distributors orders for **Edgar Moritz's** "My Pledge of Love," a work of **Dannie Subido**, have mounted. In no time, it is expected to break the record set by Swan artist **Eddie Peregrina**. Peregrina has sold singles past the 100,000 mark.

Wilear's Records has signed new songwriter **Robert Medina**. Medina is now writing songs for Wilear's artists **Edgar Mortiz** and **Esperanza Fabon**. . . . The organ music fad is fast catching fire. It all started when Mareco pushed the LP's of CBS artist **Sergio Perez**. Mareco produced further organ music albums using native material and the talent of top Filipino organist **Relly Coloma**. Coloma has recorded his 10th album with Mareco. His second LP, "Music to Watch Girls By," has been released. Another company, Pioneer Record Sales, is now venturing in organ music production, using another Filipino organist, **Bing Bartolome**. . . . There was a lull in releases after the Yuletide season. Sales of records last December showed decrease as compared to the sales of December 1968. It is attributed to the Filipinos' anticipation to the austerity program of the new President Marcos administration, starting this year. . . . The Reader's Digest Record Club has started campaign for its "Popular Music Hit Parade" which contains nine LP's recorded by

Filipinas, the licensee in the Philippines of RCA.

Villar Records released the second LP of Filipino organist **Relly Coloma** titled "Music to Watch Girls By." It contains adaptations of popular foreign hits. . . . Latest album releases include selections from the movie soundtrack of "The April Fools" on Columbia and **Johnny Mathis'** "Love Theme From Romeo and Juliet," also on Columbia. . . . Soon to be contracted by Wilear's Records are film stars **Esperanza Fabon** and **Raul Aragon**.

OSKAR SALAZAR

PARIS

Festival has signed a second French-Canadian singer, **Claude Leveille**, who will record on the Leko label. The singer is visiting Paris for a series of promotional concerts and television appearances. . . . Pathe-Marconi is giving special promotion to three specially imported **John Coltrane** recordings on Impulse — "Impressions," "A Love Supreme" and "Ascension." . . . Actor-singer **Serge Reggiani** will have a new Polydor album released later this month. . . . **Jeanne Moreau** is to record songs specially written by **Georges Moustaki** for Polydor.

Tylen Glead from Los Angeles is the new press office for Decca-RCA-Vega. . . . Chapell has appointed **Michel Larmand** to head its new pop music division. . . . Vogue has released the **Peter, Paul and Mary** hit, "Leaving on a Jet Plane." . . . CBS has signed actress-singer-dancer **Zizi Jeanmarie**, formerly with Disc'AZ. First release will be an album recorded at the Casino de Paris. . . . Vogue has released an album of prison songs recorded in French Guiana with a commentary by **Henri Charriere**, author of the best-selling book "Papillon." **MICHAEL WAY**

WARSAW

U.K. group the Marmalade play four concerts in Warsaw Feb. 9 (Continued on page 88)

Polish Drive to Expand Mart

WARSAW—ZAKR, the Polish association of pop music composers and lyricists, is launching a campaign to open foreign markets to Polish songs, records and artists. Under the management of composer Marek Sart, ZAKR has established a special division for Polish singers and musicians under the chairmanship of Mieczyslaw Fogg—the 69-year-old veteran singer known as Poland's Maurice Chevalier.

ZAKR is also seeking changes in the policy of manufacture and distribution of Polish records to help them reach a wider audience.

Polish Award To Rodowicz

WARSAW — Maryla Rodowicz, who scored at the last Opole Song Festival with the song "Mowily Mu," which has been acquired by Southern Music, was voted Artist of the Year in the pop poll organized by Polish Radio.

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

Voted group of the Year was Skaldowie, who also won the title last year.

Opole Songfest June 25 to 28

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

The third day of the festival will be dedicated to classical songs and poetry and there will also be a number of fringe shows featuring top artists like Niemen and Jerzy Polomski.

The Opole Festival is traditionally a marketplace for Polish songwriting and singing talent and is expected to be attended by a number of foreign music industry executives.

First Gold for Polish Singer

WARSAW — Polish singer Irena Santer who this year celebrates her 10th year in show business received her first gold record for the album "Old Hits."

This is only the sixth gold record to be awarded in Poland; the others went to Niemen (2), No To Go, Red Guitars and Jarema Stepowski.

Gold record status in Poland is achieved by 125,000 sales. Miss Santer's album has so far sold 250,000.

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HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	ESTOY HERIDO (ME LASTIMARON)	Bill Deal (Polydor); *Trio Galleta (Odeon); *(LP) Los Naufragos (CBS); *Giants (Opus); *El Klan (RCA)
2	2	BALADA PARA UN LOGO	*Amelita Baltar (CBS); Astor Piazzolla/Roberto; *Goyeneche (RCA); *Los Walkers (MusicHall)
3	3	LA NAVE DEL OLVIDO	—Mirtha Perez (MusicHall); *Lusi Grillo (RCA); Daniel Riolobos (CBS); *Greco (BMI); *Amado Targas (Odeon); *Rosamel Araya (DiscJockey)—Korn
4	4	JE T'AIME . . . MOI NON PLUS	Jane Birkin and Serge Gainsbourg (Fermata); Ray Conniff (CBS); I. Sirkin Fred Bourg (MusicHall) Robespievier (DiscJockey)—(Fermata)
5	5	HOY LA HE VISTO PASAR A MARIA	*Hugo Marcel (Magenta); *Raul Gravie (Fermata); *Nito Mores (Odeon); *Los Nocturnos (MusicHall)—Fermata
6	7	QUEDATE PIOLA VICENTE	*Los Naufragos (CBS)—Melograf
7	6	SIEMPRE FUIMOS COMPANEROS	*Donald (RCA)—Relay
8	—	FIESTA	Joan Mancel Serrat (Odeon)
9	9	CHIQUILINA	Los Iraoundos (RCA); *La Nueva Generacion (MH)
10	—	TRACY	Cuff Links (RCA)

AUSTRIA

This Week	Last Week	Title	Artist
1	1	SUGAR, SUGAR	Archies (RCA)
2	—	GEH NICHT VORBEI	Christian Anders (Columbia)
3	—	COLD TURKEY	Plastic Ono Band (Apple)
4	—	ANUSCHKA	Udo Juergens (Ariola)
5	—	DEIN SCHOENSTES GESCHENK	Roy Black (Polydor)
6	—	HE AIN'T HEAVY	Hollies (Hansa)
7	—	NUMBER ONE	Tremeloes (CBS)
8	—	TARTA TING, TARATA TONG	Mireille Mathieu (Ariola)
9	—	SAVED BY THE BELL	Robin Gibb (Polydor)
10	—	SOMETHING/COME TOGETHER	Beatles (Apple)

BRAZIL

SAN PAULO
(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1	1	O NAMORADA QUE SONHEI	Nilton Cesar (RCA)
2	—	I'VE BEEN HURT	Bill Deal (Polydor)
3	—	PAPS TROPICAL	Wilson Simonal (Odeon)
4	—	SE EU PUDESSE CONVERSAR COM DEUS	Antonio Marcos (RCA)
5	—	MY PLEDGE OF LOVE	Joe Jeffrey (Top Tape)
6	—	LOOKY, LOOKY	Giorgio (Fermata)
7	—	YESTER-ME, YESTER-YOU, YESTERDAY	Stevie Wonder (Ebrau)
8	—	UMA LAGRIMA	Paulo Henrique (RCA)
9	—	LOVE IS ALL	Malcolm Roberts (Fermata)
10	—	SUGAR, SUGAR	Archies (RCA)

BRAZIL

RIO DE JANEIRO
(Courtesy IBOPE)

This Week	Last Week	Title	Artist
1	1	MY PLEDGE OF LOVE	Joe Jeffrey (Top Tape)
2	—	A CIGANA	Nelson Ned (Copacabana)
3	—	SO OU PUDESSE CONVERSAR COM DEUS	Antonio Marcos (RCA)
4	—	YESTER-ME, YESTER-YOU, YESTERDAY	Stevie Wonder (Top Tape)
5	—	I'VE BEEN HURT	Bill Deal (Philips)
6	—	SUGAR, SUGAR	Archies (RCA)
7	—	O VAGABUNDO	Os Incrivois (RCA)
8	—	YOU GOT YOUR TROUBLES	Jack Jones (Chantecler)
9	—	COME TOGETHER	Beatles (Odeon)
10	—	A NAMORADA QUE SONHEI	Hilton Cesar (RCA)

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TWO LITTLE BOYS	*Rolf Harris (Columbia)—Darewski (C. M. Clarke)
2	7	SUSPICIOUS MINDS	Elvis Presley (RCA)—London Tree (Mark Lipskin)
3	5	ALL I HAVE TO DO IS DREAM	*Bobbie Gentry/Glen Campbell (Capitol)—Acuff-Rose (Kelly Gordon/Al De Lory)
4	2	RUBY, DON'T TAKE YOUR LOVE TO TOWN	Kenny Rogers & the First Edition (Reprise)—Southern

5	4	TRACY	Cuff Links (MCA)—Van Lee & Emily M
6	6	SUGAR SUGAR	Archies (RCA)—Don Kirshner Music
7	3	MELTING POT	*Blue Mink (Phillips)—Cookaway (Blue Mink)
8	8	GOOD OLD ROCK 'N' ROLL	*Dave Clark Five (Columbia)—Various (Dave Clark)
9	16	REFLECTIONS OF MY LIFE	—Marmalade—Walrus (Marmalade)—Decca
10	33	COME AND GET IT	Badfinger (Apple) Northern
11	13	WITHOUT LOVE	*Tom Jones (Decca)—Valley (Peter Sullivan)
12	12	LEAVIN' DURHAM TOWN	*Roger Whittaker (Columbia) Whittaker (Dennis Preston)
13	24	SOMEDAY WE'LL BE TOGETHER	Diana Ross & the Supremes (Tamla Motown) Jobete/Carlin (Johnny Bristol)
14	9	YESTER-ME YESTER-YOU YESTERDAY	Stevie Wonder (Tamla Motown)—Jobete/Carlin (Fuqua Bristol)
15	17	BUT YOU LOVE ME DADDY	Jim Reeves (RCA)—Burlington (Chet Atkins/Danny Davies)
16	14	WINTER WORLD OF LOVE	*Engelbert Humperdinck (Decca)—Donna (Peter Sullivan)
17	10	THE LIQUIDATOR	*8 Harry J. All Stars (Trojan)—B and C (Harry Johnson)
18	45	FRIENDS	*Arrival (Decca)—Carlin/Enquiry (Alex Murray)
19	11	ONION SONG	Marvin Gaye/Tammi Terrell (Tamla Motown)—Jobete/Carlin
20	22	WITH THE EYES OF A CHILD	*Cliff Richard (Columbia) Peter Vince
21	19	COMIN' HOME	Delaney & Bonnie (Atlantic)—Throat (DG ON)
22	23	GREEN RIVER	Creedence Clearwater Revival (Liberty)
23	31	I'M A MAN	Chicago (CBS)
24	26	LOVE IS ALL	*Malcolm Roberts (Major Minor)—Donna (Tommy Scott)
25	15	(CALL ME) NUMBER ONE	*Tremeloes (CBS)—Gale (Mike Smith)
26	32	HITCHING A RIDE	Vanity Fare (Page One)
27	20	IF I THOUGHT YOU'D EVER CHANGE YOUR MIND	*Cilla Black (Parlophone) Keith Prowse (George Martin)
28	21	HIGHWAY SONG	Nancy Sinatra (Reprise)—April (Mickie Most)
29	39	LOVE'S BEEN GOOD TO ME	Frank Sinatra (Reprise) Ambassador (Sonny Burke)
30	27	SHE SOLD ME MAGIC	Lou Christie (Buddah)
31	30	LONELINESS	*Des O'Connor (Columbia)—Music Associates (Norman Newell)
32	36	LET IT ALL HANG OUT	Jonathan King (Decca) Jon Jo (Jonathan King)
33	48	VICTORIA	*Kinks (Pye) Davray/Carlin (R. & D. Davies)
34	—	WEDDING BELL BLUES	5th Dimension (Liberty)—20th Century (Bones Howe)
35	28	NOBODY'S CHILD	*Karen Young (Major Minor)—Acuff-Rose (Tommy Scott)
36	—	LEAVIN' ON A JET PLANE	Peter, Paul and Mary (Warner Bros.) Harmony (A. Grossman/M. Okun)
37	25	SEVENTH SON	*Georgie Fame (CBS)—Jewel (Alan Price)
38	35	WONDERFUL WORLD, BEAUTIFUL PEOPLE	*Jimmy Cliff (Trojan)—Island (Leslie Kong & Larry Fillon)
39	—	I CAN'T GET NEXT TO YOU	Temptations (Tamla Motown)—Jobete/Carlin (Norman Whitfield)
40	18	SOMETHING/COME TOGETHER	*Beatles (Parlophone)—Harrison/Northern (George Martin)
41	46	RUB A DUB DUB	*Equals (President) G. L. H. (Edward Kassner)
42	—	VENUS	*Shocking Blue (Penny Farthing)—Page Full of His (Rob Van Leeuwen)
43	29	GOOD MORNING	Leapy Lee (MCA)
44	—	BOTH SIDES NOW	Judy Collins (Elektra)—Essex (Mark Abramson)
45	42	PICKNEY GAL	*Desmond Dekker (Pyramid) Blue Mountain (Leslie Kong/Philligrea)
46	34	OH WELL	Fleetwood Mac (Reprise)—Fleetwood (Fleetwood Mac)
47	—	LET'S WORK TOGETHER	Canned Heat (Liberty)—United Artists (Skip Taylor/Canned Heat)
48	—	ELIZABETHAN REGGAE	*Byron Lee (Duke)—Chappells (Byron Lee)
49	—	MOON HOP	*Derrick Morgan (Crab)—Beverly (Derrick Morgan/Pama)
50	37	MY WAY	Frank Sinatra (Reprise) Shapiro-Bernstein (Don Costa)

DENMARK

(Courtney Danish Group of IFPI)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	PROEV OG DROEM NOGET SMUKT	*Ole (Polydor)—Dacapo

2	1	SUGAR, SUGAR	Archies (RCA)—Sweden Music
3	3	HER KOMMER PIPPI LANSTRUMP	Inger Nilsson (Phillips)
4	4	SOMETHING	Beatles (Apple)—Apple
5	7	DEN GULE FLYVER	*Bjoern & Okay (Polydor)—Dacapo
6	8	ONE MILLION YEARS	Robin Gibb (Polydor)—Dacapo
7	6	BAD MOON RISING	Creedence Clearwater Revival (Liberty)—Palace Music
8	5	SUSPICIOUS MINDS	Elvis Presley (RCA)—Dacapo
9	—	(CALL ME) NUMBER ONE	Tremeloes (CBS)
10	10	DU BURDE KOBE DIG EN TYROLERHAT	*Johnny Reimar (Phillips)—Sweden Music

FINLAND

(Courtesy Intro)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	EI KAUNIIMPAA	*Katri Helena (Top Voice)—JKC-Music
2	—	PRINSESSA	Prima Ballerina (*Robin (Phillips)—Frazier
3	5	JE T'AIME MOI NON PLUS	Berkin/Gainsbourg (Disc AZ)—Fazer
4	2	SANAT EIVAT RIITA KERTOMAAN	*Pasi Kaunisto (Decca)—Fazer
5	—	SUGAR, SUGAR	Archies (RCA)
6	4	MAKE ME AN ISLAND	Joe Dolan (Pye)—Frazier
7	—	OTA JA OMISTA	(Make Me An Island)—*Fredri (Phillips) Frazier
8	7	JULIAN GRIMAU	*Tapio Heinonen (Columbia)—Odeon
9	10	TAYTTY JOTAIN YRITAA	(Che male t'ho fatto)—*Danny (Scandia)—Scandia Music
10	9	OI RAKKAHIN	*Paivi Pauu (Columbia)—JKC-Music

FRANCE

(Courtesy Centre d'Information et de Documentation du Disque)

This Week	Last Week	Title	Artist
1	1	WIGHT IS WIGHT	Michel Delpech (Barclay)—Tilt
2	—	ADIEU JOLIE CANDY	Jean-Francois Michael (Vogue)—Baboo
3	—	DANS LA MAISON VIDE	Michel Polnareff (Disc'AZ)—Meridian
4	—	LE METEQUE	Georges Moustaki (Polydor)—Continental
5	—	LES CHAMPS-ELYSEES	Joe Dassin (CBS)—Music 18 (Columbia)—Max Eschig
6	—	PETIT PAPA NOEL	Tino Rossi (Polydor)—Continental
7	—	JOSEPH	George Moustaki (Polydor)—Continental
8	—	L'HOTESSE DE L'AIR	Jacques Dutronc (Vogue)—Alpha
9	—	UNCLE JO	Sheila (Carrere)—Carrere
10	—	LA PETITE JULIE	Les Compagnons de la Chanson (CBS)—Rideau Rouge

INTERNATIONAL

This Week	Last Week	Title	Artist
1	1	ONCE UPON A TIME IN THE WEST	Soundtrack (RCA)—Chappell
2	—	VENUS	Shocking Blues (Disc'AZ)
3	—	FIFTH SYMPHONY	Ekspeption (Phillips)—Tuti
4	—	SOMETHING	Beatles (Apple) Pathe-Marconi—Northern Songs (Disc'AZ)
5	—	LOOKY, LOOKY	Giorgio (Disc'AZ)
6	—	JE T'AIME . . . MOI NON PLUS	Jane Birkin, Serge Gainsbourg (Disc'AZ)
7	—	LET ME LIVE, LET ME LOVE	Aphrodite's Child (Mercury)—Tremplin/Tub
8	—	HAIR	Original Version (RCA)—United Artists
9	—	DAY DREAM	Wallace Collection (Odeon)—First Floor Music
10	—	LE PARTISAN	Leonard Cohen (CBS)
11	—	HONKY TONK WOMEN	Rolling Stones (Decca)—Mirage Music
12	—	SUGAR, SUGAR	Archies (RCA) Don Kirshner Music Inc.

JAPAN

(Courtesy Original Confidence Co., Ltd.)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KURONEKO NO TANGO	*Minagawa Osamu (Phillips) Suisaisha
2	3	SHIROI IRO WA KOIBITO NO IRO	*Betzy and Chris (Denon)—Pacific
3	2	DRIF NO ZUNDOKO-BUSHI	*Drifters (Toshiba)—Watanabe
4	4	IKEBUKURO NO YORU	*Aoe Mina (Victor)—Zen-On
5	6	MAYONAKA NO GUITAR	*Chiga Kaoru (Columbia)—Amano Geino
6	8	COME TOGETHER/SOMETHING	Beatles (Apple)—Toshiba
7	7	EARLY IN THE MORNING	Cliff Richard (Odeon)—Revue Japan
8	5	HANA TO NAMIDA	*Mori Shin-ichi (Victor)—Watanabe
9	9	SEALED WITH A KISS	Lettermen (Capitol)—Taiyo

10	11	WAKARE NO SAMBA	*Hasegawa Kiyoshi (Phillips) —Shinko
11	13	SHINJUKU NO ONNA	*Fuji Keiko (RCA)—Nihon Geino
12	10	YORU TO ASA NO AIDA NI	*Peter (CBS/Sony)—April
13	18	THE TRAIN	1910 Fruitgum Co. (Buddah)—Aberback Tokyo
14	16	KENKA NO ATO DE KUCHIZUKE O	*Ishida Ayumi (Columbia)—J&K
15	19	AOZORA NO YUKUE	*Ito Yukari (King)—Watanabe
16	17	KOI DOROBO	*Okumura Chiyo (Toshiba)—Watanabe
17	15	HITORINE NO KOMORIUTA	*Kato Tokiko (Polydor)—Stone Wells
18	12	ANATA NO KOKORO NI	*Nakayama Chinatsu (Victor)—S&T
19	—	UMIBE NO ISHIDAN	*J Yoshikawa and the Blue Comets (Columbia)—Ohashi
20	—	AWAZU NI AISHITE	*Uchiyama Hiroshi and the Cool Five (RCA)—Ai Pro.

MEXICO

(Courtesy Radio Mil)

This Week	Last Week	Title	Artist
1	1	AZUCAR, AZUCAR	Sugar, Sugar—Archies (RCA)
2	—	HERIDO (I'VE BEEN HURT)	Bill Deal and the Rhondels (Polydor)
3	4	ORGULLOSA MARIA	(Proud Mary)—Creedence Clearwater (Liberty)
4	3	EL AMOR ES PARA LOS DOS	(Love Is For the Two of Us)—Los Babys (Peerless)
5	7	RIO VERDE	(Green River)—Creedence Clearwater (Liberty)
6	—	MI VIEJO	Piero (CBS)
7	5	MI LOCA PASION	Los Babys (Peerless)
8	6	TIRITANDO	Cesar Costa (Capitol)
9	8	VENGAN JUNTOS	(Come Together)—Beatles (Apple)
10	—	LA NAVE DEL OLVIDO	Jose, Jose (RCA)

NEW ZEALAND

(Courtesy New Zealand Broadcasting)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	AND WHEN I DIE	Blood, Sweat and Tears (CBS)
2	—	JEAN	Oliver (Crewe)
3	—	COME TOGETHER	Beatles (Apple)
4	—	NATURE	*Fourmyla (HMV)
5	—	WORDS	Sandie Shaw (Pye)
6	—	SUSPICIOUS MINDS	Elvis Presley (RCA)
7	—	SOMETHING	Beatles (Apple)
8	—	WEDDING BELL BLUES	Fifth Dimension (Liberty)
9	—	TRY A LITTLE KINDNESS	Glen Campbell (Capitol)
10	—	DON'T FORGET TO REMEMBER	Bee Gees (Spin)

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SUGAR, SUGAR	Archies (RCA Victor)—Sweden Music
2	2	SOMETHING	Beatles (Apple)—Sonora
3	4	JE T'AIME . . . MOI NON PLUS	Jane Birkin and Serge Gainsbourg (Disc'AZ)—Stockholms Musikproduktion
4	5	(CALL ME) NUMBER ONE	Tremeloes (CBS)
5	3	OH WELL	Fleetwood Mac (Reprise)—Bendiksen
6	8	I'LL NEVER FALL IN LOVE AGAIN	Bobbie Gentry (Capitol)—Sonora

From The Music Capitals of the World

Continued from page 86

and 10 in a 3,500-seat theater. . . . Pagart is negotiating to bring the Peddlers, Roy Orbison, Nana Mouskouri and Marie Laforet to Poland for concerts. . . . The Polish Jazz Federation is to publish Poland's first pop quarterly. "Music-orama," which will cover pop, jazz, the record industry, and audio equipment. . . . Polish beat group Skaldowie appeared at the Festival of Polish Culture in Cologne. . . . U.S. trumpet player Art Farmer scored in a concert here. . . . Blues singer and pianist Curtis Jones was in Poland for concerts organized by the Polish Jazz Federation. . . . Henryk Michalski's Polish American Arts and Film Agency Inc., from Chi-

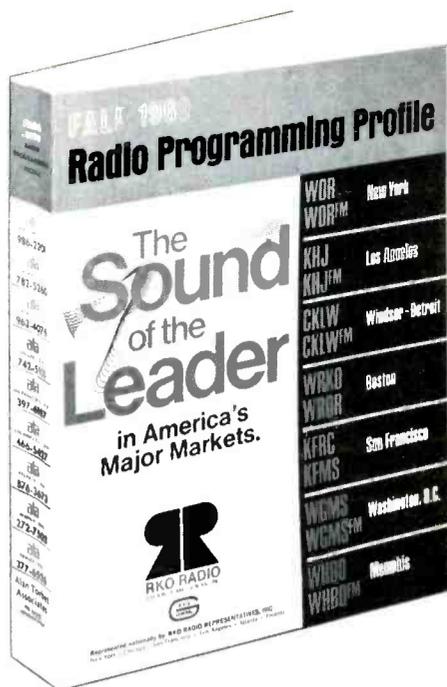
7	6	VI VIL GI	*Gluntan (Odeon) —EMI Norsk
8	7	ROSEN	Arne Quick (Karusell)
9	10	DON'T FORGET TO REMEMBER	Bee Gees (Polydor)—Sonora
10	9	YESTER-ME, YESTER-YOU, YESTERDAY	Stevie Wonder (Tamla Motown)

SPAIN

(Courtesy of El Musical)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PAXARINOS	*Victor Manuel (Belter)—Ediciones Musicales Belter
2	2	SUGAR, SUGAR	Archies (RCA)—Grupo Editorial Armonico
3	4	HIMNO A LA ALEGRIA	*Miguel Rios (Hisvox)—Ediciones Musicales Hisvox
4	3	EL HAUL DE LOS RECUERDOS	*Karina (

Radio Programming Profile



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PROGRAM TYPES:

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

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PERSONNEL ABBREVIATIONS:

- | | |
|---------------------------------|-----------------------------|
| Pr — President | ND — News Director |
| EVP — Executive Vice President | PgD — Program Director |
| VP — Vice President | PgM — Program Manager |
| GM — General Manager | PgC — Program Coordinator |
| StM — Station Manager | WM — Women's Manager |
| AGM — Assistant General Manager | MuM — Music Manager |
| SM — Sales Manager | PrD — Promotion Director |
| GSM — General Sales Manager | PrM — Promotion Manager |
| NSM — National Sales Manager | PdM — Production Manager |
| OpM — Operations Manager | MgM — Merchandising Manager |
| OpC — Operations Coordinator | BuM — Business Manager |
| | TrM — Traffic Manager |

AM	PROGRAM	TYPE	COMMENTS
5	THE WORLD TOMORROW	Relig.	
	BOB JENNINGS	C & W	
6	HAIRL HENSLEY "Morning Editor"	Pop.-Stand.	The best of today's music with continuous inserts of news-sports business-general info. WLAC News Radio is known as "The Informer" stressing current events, their effects. Live reports from WLAC's Traffic Helicopter. Daily editorials.
7			
8			
9	ARTHUR GODFREY	Variety	
10	DICK COWL	Pop.-Stand.	A continuation of the WLAC News Radio format of music interspersed with news and feature material from a staff of 6 full-time news men utilizing 4 mobile units
11	"Mid-Morning Edition"		
N	TALK-BACK TENNESSEE	Talk-Tel. Part.	
1	FOCUS Roland Wolfe	Talk-Tel. Part.	Interviews variety on guests-invites listeners comments. Done "live".
2	BOB STIGHT	Pop.-Stand.	WLAC News Radio continues with constant News-sports-info inserts within music framework of today's best pop-standard music. Police reporter in WLAC traffic helicopter gives road info. throughout "Drive Time". Afternoon listeners "know" what's going on and, when possibly, why.
3			
4			
5			
6	THE WORLD TONIGHT & WORLD-WIDE SPORTS	Talk-News	CBS World Tonight-Business News World-Wide Sports
7			
8	JIVE JUNCTION John Richbourg	R & B	John has been laying down the R&B sound for years. Fan mail from 25 states.
9	RECORD PARADE	R & B	
10	RECORD HIGHLIGHTS Gene Nobles	R & B	Famous "Randy's Record Shop" program.
11	DANCE HOUR Bill Allen	R & B	A personality & booming voice thousands know.
M	AFTER HOURS Herman Grizzard John Richbourg	R & B	Heavy volume of mail. Show continues to 3 a.m.
	OVERALL TYPE	Popular-Standard; Talk; R&B	

With Program Formats by TIME SEGMENT

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Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
127

LAST WEEK
110

*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

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

(Prod. John Fogerty) (Writer: Fogerty) (Jondora, BMI)—Two more blockbuster sides from the consistent chart winners! With equal sales and chart potential for both sides, the first side has the beat and feel of their hits, while the flip is a wild blues shouter that could take over! **Fantasy 637**

STEVIE WONDER— NEVER HAD A DREAM COME TRUE

(Prod. Henry Cosby) (Writers: Moy-Wonder-Cosby) (Jobete, BMI)—Wonder follows up his smash "Yester-me, Yester-you, Yesterday" with an equally driving rock ballad with an infectious beat and good lyric line. Top Wonder workout. Flip has potential also. Flip: "Somebody Knows, Somebody Cares" (Jobete, BMI). **Tamla 54191**

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

*BOBBY VINTON—ELUSIVE DREAMS

(Prod. Billy Sherrill) (Writers: Putman-Sherrill) (Tree, BMI)—His first for the year, Vinton has all the ingredients for a big one in this compelling, country-oriented ballad. One of his top performances, it will hit hard and fast. Flip: "Over and Over" (Feather, BMI). **Epic 5-10576**

ANDY KIM—A FRIEND IN THE CITY

(Prod. Jeff Barry & Andy Kim) (Writers: Barry-Kim) (Unart/Joachim, BMI)—Kim kicks off the new year with a sure-fire topper for his "So Good Together." Clever lyric line behind the rhythm ballad and a strong Kim performance. Flip: "You" (Unart/Joachim, BMI). **Steed 723**

THE CLIQUE—SPARKLE AND SHINE

(Prod. Tommy James) (Writers: James-Cordell-King) (Big Seven, BMI)—Hot off "I'll Hold Out My Hand," group comes on strong with more Tommy James material, much in the vein of "Sugar on Sunday" and the feel of James' "Crimson and Clover." Potent entry. Flip: (No Information Available). **White Whale 338**

*MAMA CASS ELLIOT—NEW WORLD COMING

(Prod. Steve Barri & Joel Sill) (Writers: Mann-Weil) (Screen Gems-Columbia, BMI)—Following up her "Make Your Own Kind of Music," Mama Cass has a hot item in this timely Mann-Weil rock ballad with meaningful lyric. Will prove a big one! Flip: "Blow Me a Kiss" (Roosevelt, BMI). **Dunhill 4225**

COME AND GET IT

(Writer: McCartney) (Maclean, BMI)—BADFINGER Apple 1815 / THE MAGIC CHRISTIANS (Prod. Gary Wright) Commonwealth United 3006—Two blockbuster versions of the Paul McCartney rocker featured in the forthcoming film, "The Magic Christians," starring Peter Sellers and Ringo Starr. The Badfinger version is riding the British chart. Both are powerful with equal sales potential for the U.S.

MEL AND TIM— GOOD GUYS ONLY WIN IN THE MOVIES

(Prod. Gene Chandler) (Writers: Thompson-Dixon) (Uachand/Patchal, BMI)—Their initial outing, "Backfield in Motion," put them way up the chart for a million-seller. This strong, swinging followup with clever lyric line offers much of the same sales and chart potential of the debut disk. Duo performance is strong. Flip: "I Found That I Was Wrong" (Lachand/Patchal, BMI). **Bamboo 109**

THE ORIGINALS—THE BELLS

(Prod. Marvin Gaye) (Writers: Gaye-Gaye-Stover-Bristol) (Jobete, BMI)—They spiraled the Hot 100 with "Baby I'm Forever," and this smooth blues ballad offers much of that sales potency. Powerful vocal workout. Flip: "I'll Wait For You" (Jobete, BMI). **Soul 35069**

FRIJID PINK—HOUSE OF THE RISING SUN

(Prod. Mike Valvano) (Writer: Price) (Al Gallico, BMI)—The past Animals hit is updated in a raucous delivery loaded with sales and chart possibilities. Watch this one, it could prove a giant! Flip: "Drivin' Blues" (Knip/Inta-Somethin/Gelt, BMI). **Parrot 341**

THE OBSESSION—MUSIC TO MY HEART

(Prod. Ray Ruff) (Writers: Knight-Neiman) (Pocket Full of Tunes/Jillburn/MRC, BMI)—Producer Ray Ruff comes up with a winner in this new group with a strong rocker for the initial outing. It's a mover from start to finish and should go right up the chart. Flip: "What Do You Think About That, Baby" (Southern/Pettipoint, ASCAP). **Happy Tiger 531**

THE JAGGERS—THE RAPPER

(Prod. Sixxus Prod'ns) (Writer: Ierace) (Sixxus Revival/Kama Sutra, BMI)—Hot new rock group with an easy beat swinger and clever arrangement. Strong vocal workout that could prove a leftfield giant. Flip: "Born Poor" (Skyrock, ASCAP). **Kama Sutra 502**

TOP 20 COUNTRY

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

MERLE HAGGARD AND THE STRANGERS— THE FIGHTIN' SIDE OF ME

(Prod. Ken Nelson) (Writer: Haggard) (Blue Book, BMI)—Following up his "Okie from Muskogee," Haggard comes on strong once again with more potent, timely and meaningful material. Headed right for No. 1 and pop appeal as well. Flip: "Every Fool Has a Rainbow" (Blue Book, BMI). **Capitol 2719**

LYNN ANDERSON—I'VE BEEN EVERYWHERE

(Prod. Slim Williamson) (Writer: Mack) (Hill & Range, BMI)—Blockbuster performance on tongue-twisting, fast paced rhythm material will take her right to the top. One of her most commercial entries! Flip: "A Penny For Your Thoughts" (Yonah, BMI). **Chart 50 53**

DEL REEVES AND THE GOODTIME CHARLIES— A LOVER'S QUESTION

(Prod. Scott Turner) (Writers: Benton-Williams) (Progressive/Eden, BMI)—Catchy country treatment of the Brook Benton rhythm item will soar Reeves up the chart with sales impact. Strong followup to "There Wouldn't Be a Lonely Heart in Town." Flip: "Spare Me" (Passkey, BMI). **UNITED ARTISTS 50622**

LIZ ANDERSON—HUSBAND HUNTING

(Prod. Felton Jarvis) (Writer: Anderson) (Greenback, BMI)—This is the clever and catchy novelty number that will bring the fine composer-performer right back to the charts with impact. Should prove one of her biggest to date. Top performance! Flip: "All You Add Is Love" (Greenback, BMI). **RCA 47-9796**

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

JOHNNY CASH—Rock Island Line (Hi-Lo, BMI). **SUN 1111**

THE CHAPARRAL BROTHERS—Running From a Memory (Central Songs, BMI). **CAPITOL 2708**

BONNIE OWENS—Philadelphia Lawyer (Michael H. Goldsen, ASCAP). **CAPITOL 2716**

GEORGE MORGAN—A Walk on the Outside (Tree, BMI). **STOP 357**

BARBARA FAIRCHILD—A Girl Who'll Satisfy Her Man (Champion, BMI). **COLUMBIA 4-45063**

JAMES O'GWYNN—One Bar Stool at a Time (Southtown, BMI). **STOP 355**

MAYF NUTTER with the HUGH GARRETT SINGERS—Hey There Johnny (Setter/Redbone, ASCAP). **REPRISE 0882**

DENNY SAEGER—I'd Like To Be (Central, BMI). **CAPITOL 2725**

JEAN PRUETT—It Ain't Fair That It Ain't Right (Glaser, BMI). **DECCA 32614**

BILL RICE—Just Plain Lonely (Hall-Clement, BMI). **CAPITOL 2724**

RAY KIRKLAND—Today's Teardrops (Sea-Lark, BMI). **CHART 5051**

TRACY NELSON—Sad Situation (Window/Blackboard, BMI). **MERCURY 72995**

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

DELANEY & BONNIE & FRIENDS Featuring ERIC CLAPTON—Comin' Home (Prod. Delaney Bramlett) (Writers: Bramlett-Clapton) (Throat/Delbon-Cotillon, BMI)—Currently racing up the British chart, disk is now released here, timely for their upcoming tour of the U.S. Driving blues rocker with much potential. **Atlantic 584308**

*EDWIN HAWKINS SINGERS—I Believe (Prod. Edwin R. Hawkins) (Writers: Drake-Graham-Shirl-Stillman) (Cromwell, ASCAP)—Culled from their LP, "Blowin' in the Wind," the "Oh Happy Day" winners offer a strong rhythm treatment of the ballad beauty. **Buddah 155**

THE MARMALADE—Reflections of My Life (Prod. The Marmalade) (Writers: Campbell-McAleese) (Walrus, ASCAP)—A giant hit in England, this potent rock-ballad has all the ingredients to prove an important chart item here as well. Good sound. **London 20058**

*BETTYE SWANN—Little Things Mean a Lot (Prod. Wayne Shuler) (Writers: Lindeman-Stutz) (Leo Feist, ASCAP)—The fine blues stylist comes up with a strong revival of the Kitty Kallen hit of the 50's. Flip, penned by country's Merle Haggard, titled "Just Because You Can't Be Mine," also has much potential. **Capitol 2723**

*THE CHARLES RANDOLPH GREAN SOUNDE—Georgy (Prod. Charles R. Grean) (Writers: Bayer-Fischhoff) (Screen Gems-Columbia, BMI / Peter and the Wolf (Prod. Charles R. Grean) (Arr. Grean) (Brookhaven, BMI)—Two strong and infectious sides from the "Quentin's Theme" group. First is title tune from the forthcoming Broadway musical and it's a beauty! Flip is a catchy must for programmers and could lead to big sales! **Ranwood 864**

*STEVE LAWRENCE—Mama, A Rainbow (Prod. Torrie Zito) (Writers: Hackady-Grossman) (Sunbeam, BMI)—From the forthcoming Shelley Winters Broadway musical, "Minnie's Boys," comes a compelling ballad with an exceptional Lawrence performance. **RCA 74-0303**

CASINOS—I Just Want to Stay Here (Writer: Hawkins) (Carlson, BMI)—Easy beat rock ballad has it to bring the group back to the Hot 100 once again. Good material and arrangement. **Fraternity 1028**

JOHN BARRY—On Her Majesty's Secret Service (Prod. John Barry) (Writer: Barry) (Unart, BMI)—From the new James Bond film, Barry has an exciting rhythm item here, loaded with programming appeal and sales to follow. **Columbia 4-45062**

MIKE DOUGLAS—That's a Woman (Prod. Peter De Angelis) (Writers: Shuman-De Angelis) (Damian/MG, ASCAP)—The TV star has a winning performance on a clever piece of material. The rhythm ballad is certain to garner much play. **Decca 32618**

JOHN DENVER—Anthem - Revelation (Prod. Milton Okun) (Writer: Denver) (Cherry Lane, ASCAP)—Top folk-rock material with meaningful lyric line and an equally top performance. Watch this one, it could hit big! **RCA 74-0305**

JENNIFER—We're Not Gonna Take It (Prod. Allan Capps) (Writer: Townshend) (Track, BMI)—From the rock opera, "Tommy," the female lead of the west coast "Hair" company comes up with a powerful delivery of the driving material. Much potential here. **Parrot 343**

LAYING MARTINE, JR.—St. Anne (Prod. David Rosner & Margo Guryan) (Writer: Martine) (Daramus, BMI)—New sound from the Connecticut area and a strong folk-rock item it is. Much Top 40 potential here while flip, "The Recruit," offers appeal for the country market. **Decca 32621**

MALCOLM ROBERTS—Love Is All (Prod. Tommy Scott) (Writers: Reed-Mason) (Burlington, ASCAP)—This ballad beauty penned by Les Reed proved a chart smash in England. The smooth stylist has much potential for play and sales here a la Jones and Humperdinck. Strong performances. **Columbia 4-45074**

ELLIE GREENWICH—I Don't Wanna Be Left Outside (Prod. Ellie Greenwich & Mike Rashkow) (Writers: Greenwich-Rashkow) (Unart/Pineywood, BMI)—The composer-producer-performer has a strong entry in this emotional rock ballad with a top performance. Much Top 40 potential here. **Bell 855**

ECLIPSE—Sail (Prod. Steven A. Friedman) (Writers: Friedman-Layne) (Friedman-Layne-Wormser, ASCAP)—Fast paced rhythm item with much appeal for play and sales. New group has good sound. **Epic 5-10566**

THE CREW CUTS—You've Been In (Prod. George Goldner) (Writers: Stokes-Keith) (Nipper, ASCAP)—Back on the disk scene once again, the group comes up with a solid beat rocker with a today sound. **Firebird 1805**

THE PEOPLES CHOICE—Just Look What You've Done (Prod. Billy Carl) (Writers: Wilson-Taylor) (Jobete, BMI)—Driving rhythm item that offers much potential for Top 40 and soul play and sales to follow. Top vocal workout. **Philips 40653**

TOP 20 SOUL

SOUL

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

NO SOUL SPOTLIGHTS THIS WEEK

CHART

Spotlights Predicted to reach the SOUL SINGLES Chart

B. B. KING—Dreams (Modern, BMI). **KENT 4515**

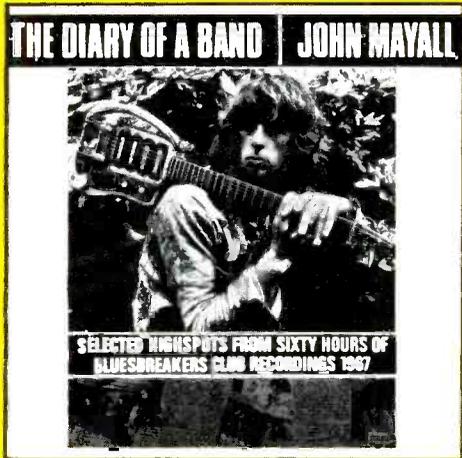
ALBERT WASHINGTON AND THE KINGS—He's Got the Whole World (In His Hands) (Carlson, BMI). **FRATERNITY 1029**

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

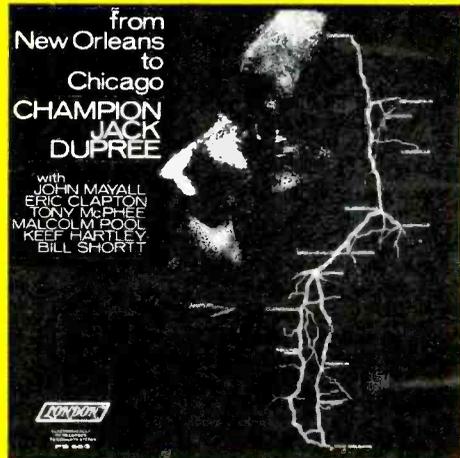
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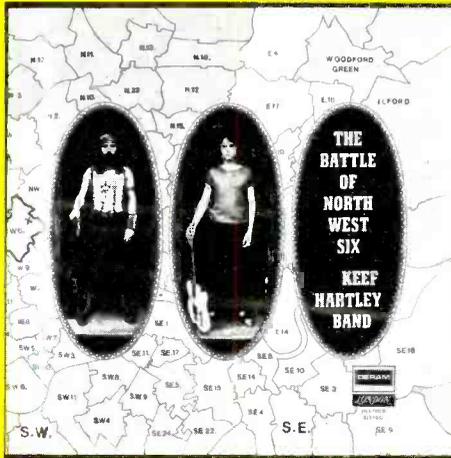
LONDON



PS-570



PS-553



DES-18035



DES-18036

LONDON PHASE 4 STEREO



SP-44133



SPC-21032

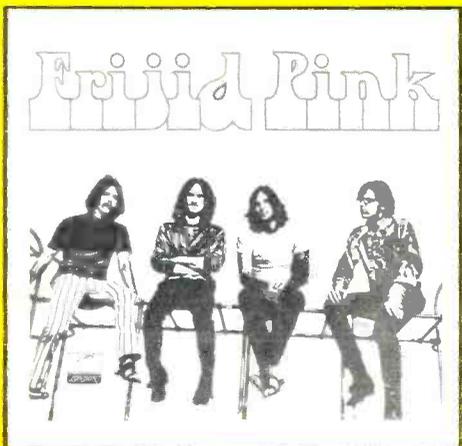


SPC-21044



SP-44136

PARROT



PAS-71033



PAS-71032



PAS-71035



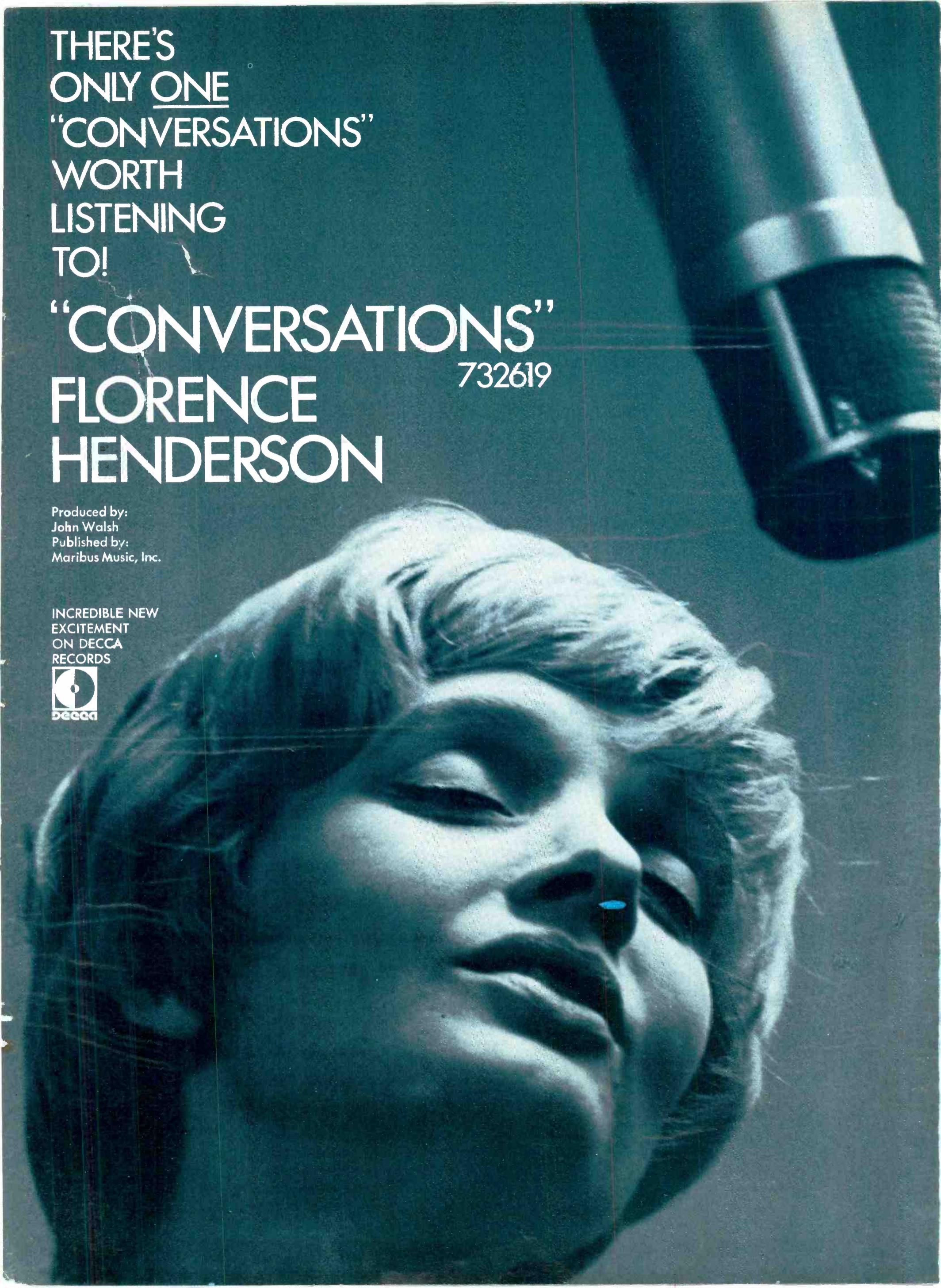
PAS-71034

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INCREDIBLE NEW
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ON DECCA
RECORDS



Billboard TOP LP'S

FOR WEEK
ENDING
JANUARY 24,
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	
15	2	1	BEATLES Abley Road Apple SD 383					
12	1	2	LED ZEPPELIN II Atlantic SD 8236					
7	3	3	CREEDENCE CLEARWATER REVIVAL Willie and the Poor Boys Fantasy 8397					
11	4	4	TOM JONES Live in Las Vegas Parrot PAS 71031					
8	5	5	ROLLING STONES Let It Bleed London NPS 4					
9	6	6	THREE DOG NIGHT Was Captured Live at the Forum Dunhill DS 50068					
4	8	7	ENGELBERT HUMPERDINCK Parrot PAS 71030					
52	7	8	BLOOD, SWEAT & TEARS Columbia CS 9720					
20	9	9	SANTANA Columbia CS 9781		NA			
21	17	10	SOUNDTRACK Easy Rider Dunhill DXS 50063 (Tapes Reprise 8 RM 2026)					
80	13	11	IRON BUTTERFLY In-A-Gadda-Da-Vida Atco SD 33-250					
12	15	12	★ BOBBY SHERMAN Little Woman Metromedia MS 1014		NA	NA		
10	16	13	★ JOE COCKER! A&M SP 4224					
16	11	14	TEMPTATIONS Puzzle People Gordy GS 949					
15	20	15	★ THE BAND Capitol STAO 132					
31	11	16	CROSBY/STILLS/NASH Atlantic SD 8216					
3	71	17	★ PLASTIC ONO BAND Live Peace in Toronto 1969 Apple SW 3362		NA	NA		
30	14	18	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827					
10	19	19	JEFFERSON AIRPLANE Volunteers RCA Victor LSP 4238		NA			
52	18	20	PETER, PAUL & MARY Album 1700 Warner-Bros.-Seven Arts WS 1700					
7	22	21	TOMMY JAMES & THE SHONDELLS Best of Roulette SR 42040		NA			
9	12	22	ELVIS PRESLEY From Memphis to Vegas/ From Vegas to Memphis RCA Victor LSP 6020		NA	NA		
20	26	23	CREEDENCE CLEARWATER REVIVAL Green River Fantasy 8393					
78	30	24	ORIGINAL CAST Hair RCA Victor LOC 1150 (M); LSO 1150 (S)		NA			
13	25	25	CHARLEY PRIDE The Best of RCA Victor LSP 4223		NA			
5	27	26	DAVID FRYE I Am the President Elektra EKS 75006					
29	21	27	ISAAC HAYES Hot Buttered Soul Enterprise ENS 1001					
5	34	28	★ TOMMY ROE Twelve in a Roe ABC ABCS-700					
9	32	29	BURT BACHARACH/SOUNDTRACK Butch Cassidy & the Sundance Kid A&M SP 4227					
7	31	30	NEIL DIAMOND Touching You, Touching Me UNI 73071					
50	28	31	LED ZEPPELIN Atlantic SD 8216					
6	29	32	JOSE FELICIANO Alive Alive-O RCA Victor LSC 6021		NA			
9	33	33	DIANA ROSS & THE SUPREMES Cream of the Crop Motown MS 694					
29	24	34	THREE DOG NIGHT Suitable for Framing Dunhill DS 50058					
11	23	35	STEPPENWOLF Monster Dunhill DS 50066					

★ STAR PERFORMER — LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.
NA Not Available

TAPE PACKAGES AVAILABLE

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
8	39	36	GRASS ROOTS Leaving It All Behind Dunhill DS 50067					
16	37	37	JANIS JOPLIN I've Got Dem Ol' Kozmic Blues Again, Mama Columbia KCS 9913					
9	38	38	STEVE MILLER BAND Your Saving Grace Capitol SKAO 331					
7	36	39	BYRDS Ballad of Easy Rider Columbia CS 9942			NA		
14	41	40	SOUNDTRACK Paint Your Wagon Paramount PMS 1001					
12	44	41	MICHAEL PARKS Closing the Gap MGM SE 4646			NA	NA	
3	83	42	★ MOODY BLUES To Our Children's Children's Children Threshold THS 1					
4	56	43	★ B. J. THOMAS Raindrops Keep Fallin' on My Head Scepter SPS 580					
7	45	44	LES McCANN & EDDIE HARRIS Swiss Movement Atlantic SD 1537			NA	NA	
80	51	45	SOUNDTRACK 2001: A Space Odyssey MGM SIE ST 13					
35	46	46	FIFTH DIMENSION Age of Aquarius Soul City SCS 92005					
16	49	47	GRAND FUNK RAILROAD On Time Capitol ST 307			NA	NA	
40	48	48	SLY & THE FAMILY STONE Stand Epic BN 26456					
19	50	49	GLEN CAMPBELL "LIVE" Capitol STBO 268					
51	54	50	SOUNDTRACK Romeo & Juliet Capitol ST 2993					
11	53	51	SOUNDTRACK Hello, Dolly 20th Century-Fox DTCS 5103					
16	52	52	JETHRO TULL Stand Up Reprise RS 6360					
8	60	53	★ DENNIS YOST & THE CLASSICS IV Golden Greats, Vol. 1 Imperial LP 16000			NA	NA	NA
2	130	54	★ JACKSON 5 I Want You Back Motown MS 700			NA	NA	
25	40	55	SOUNDTRACK Midnight Cowboy United Artists UAS 5198					
24	43	56	BLIND FAITH Atlantic SD 33-304 A/B					
13	61	57	DIONNE WARWICK Golden Hits, Vol. II Scepter SPS 577					
86	35	58	ARLO GUTHRIE Alice's Restaurant Reprise RS 6267					
7	66	59	★ PEGGY LEE Is That All There Is? Capitol ST 386			NA	NA	
28	55	60	BEST OF THE CREAM Atco SD 291					
4	64	61	TRAFFIC Best Of United Artists UAS 5500			NA	NA	
51	59	62	CREEDENCE CLEARWATER REVIVAL Bayou Country Fantasy 8387					
27	63	63	BEST OF THE BEE GEES Atco SD 33-292					
85	62	64	JOHNNY CASH AT FOLSOM PRISON Columbia CS 9639					
26	65	65	OLIVER Good Morning Starshine Crewe CR 1333			NA		
20	67	66	ROLLING STONES Through the Past Darkly (Big Hits, Vol. II) London NPS 3					
3	75	67	DIANA ROSS & THE SUPREMES Greatest Hits, Vol. III Motown MS 702					
10	47	68	HERB ALPERT & THE TIJUANA BRASS The Brass Are Coming A&M SP 4228					
18	72	69	CROW MUSIC Amaret ST 5002			NA	NA	
17	69	70	A GROUP CALLED SMITH Dunhill DS 50056					

TAPE PACKAGES AVAILABLE

Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	TAPE PACKAGES AVAILABLE				RIAA Million Dollar LP
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL	
7	73	71	SERGIO MENDES & BRASIL '66 Ye-Me-Le A&M SP 4236			NA	NA	NA
10	82	72	★ FERRANTE & TEICHER Midnight Cowboy United Artists UAS 6725					
33	42	73	TOM JONES This Is Parrot PAS 71028					
4	74	74	COUNTRY JOE & THE FISH Greatest Hits Vanguard VSD 6545					
5	76	75	COLD BLOOD San Francisco 200			NA	NA	NA
20	81	76	ARCHIES Everything's Archies Calendar KES 103			NA		
4	87	77	GRATEFUL DEAD Live Dead Warner Bros.-Seven Arts 2WS 1830					
19	80	78	JOHN MAYALL Turning Point Polydor 4004					
5	58	79	CHAMBERS BROTHERS Love, Peace & Happiness Columbia KGP 20			NA	NA	
15	70	80	BILL COSBY UNI 73066					
21	68	81	LETTERMEN Hurt So Bad Capitol ST 269					
8	86	82	JOHNNY WINTER The Second Columbia KCS 9947			NA	NA	
3	94	83	★ RASCALS See Atlantic SD 8246					
8	57	84	THE NEW GARY PUCKETT & THE UNION GAP ALBUM Columbia CS 9935					
4	85	85	★ R. B. GREAVES Atco SD 33-311			NA		
7	—	86	RARE EARTH Get Ready Rare Earth RS 507				NA	NA
13	114	87	★ JAMES GANG Yer Album BluesWay BLS 6034					NA
8	90	88	CANNED HEAT Cookbook Liberty LST 11000			NA	NA	
5	102	89	★ B. B. KING Completely Well BluesWay BLS 6037					
10	91	90	QUINCY JONES Walking in Space A&M SP 3023			NA	NA	NA
13	98	91	SPANKY & OUR GANG Greatest Hits Mercury SRS 61227			NA	NA	NA
46	95	92	TOM JONES Live Parrot PAS 71014					
12	93	93	ANDY WILLIAMS Get Together With Columbia CS 9922					
37	107	94	CHICAGO TRANSIT AUTHORITY Columbia GP 8					NA
10	96	95	ANITA KERR/ROD MCKUEN/ SAN SEBASTIAN STRINGS For Lovers Warner Bros.-Seven Arts WS 1795					
7	118	96	★ KING CRIMSON In the Court of the Crimson King: An Observation by King Crimson Atlantic SD 8245			NA	NA	
12	97	97	B. J. THOMAS Greatest Hits Scepter SPS 578					
6	103	98	ZEPHYR Command/Probe CPLP 4510					NA
36	137	99	ENGELBERT HUMPERDINCK A Man Without Love Parrot PAS 71022					
21	89	100	TAMMY WYNETTE Greatest Hits Epic BN 26486					
12	92	101	NANCY WILSON Hurt So Bad Capitol ST 353					
50	105	102	CREEDENCE CLEARWATER REVIVAL Fantasy 8382					
57	101	103	SOUNDTRACK Oliver Colgems CS0D 5501					
19	104	104	JUDY COLLINS Recollections Elektra EKS 74055					
39	88	105	BOB DYLAN Nashville Skyline Columbia KCS 9825					

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

TAPE PACKAGES AVAILABLE

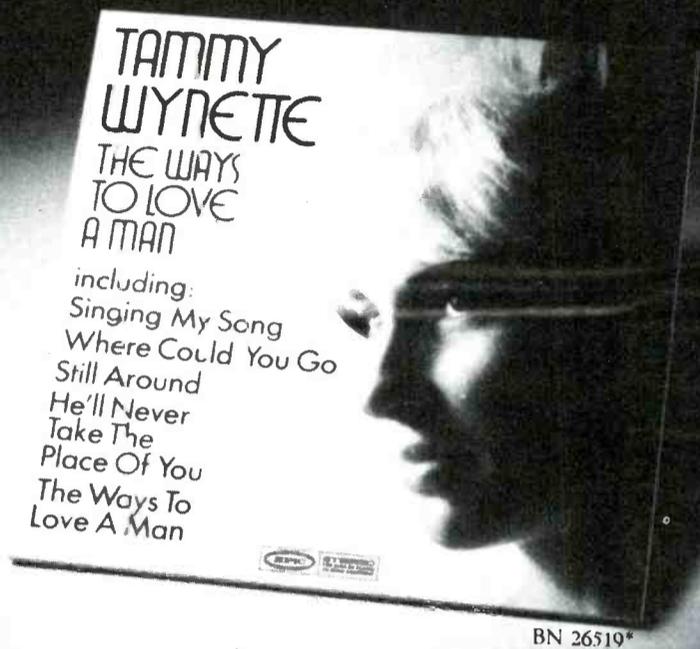
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Morning DJs Spur Sales

• Continued from page 1

include Bob Steele of WTIC in Hartford, and J.P. McCarthy on WJR in Detroit. These personalities constantly have command of their markets. Gambling, who inherited the program in 1959 from his father, has the largest single audience in radio—667,800 people per average quarter hour. He plays only between four and five records per hour, but he picks his own music under the guidelines of general manager Robert Smith. In addition, Gambling is on the air for five hours during key morning automobile driving. This gives him an enormous impact in adult music, according to Smith. Gambling is usually the top rated personality in New York.

Impact on Sales

Bob Van Camp has a strong impact on all record sales in Atlanta. As music director, he's responsible for all records played by the station. General manager Elmo Ellis said that Van Camp is the type of per-

sonality who has been able to adjust as radio changed over the years, but who also wears well. "In the early days, you didn't have the news reports of today, the traffic reports. The music that Van Camp played was largely a potpourri of what he liked. Today, the music played is what the audience likes and he has introduced and broken quite a few records.

"But a key to the show is the information that he provides the public; it's a most dramatic change. And Van Camp is one of the few personalities who has been able to do this. At the same time, he has from 35-60 percent of the audience—more than any other radio or TV station in town during his time period." Van Camp plays 12-14 records an hour and is on the air 6-9 a.m.

Steele Style

Bob Steele at WTIC is a legend in the market, and general manager Robert Tyrol said his power is "hard to explain. Mostly, his style is away from anything anyone does. He's

natural, believable and doesn't put on airs."

Steele started on WTIC in 1936 and took over the morning show during World War II. Today, no station in the market even gets close to his share of the audience; a recent ARB showed him with 57 percent of the listening audience. Steele keys his show on humor and he plays the music he likes, ranging from rinky-tink piano to fairly hip, but adult-aimed, records. In Hartford, he's known for his sports picks, which are perennially wrong, and school kids call up to ask him not to pick their schools to win. His shows has had a waiting list of advertisers.

J. P. McCarthy is a "Johnny come lately" compared to the other morning giants. Joining WJR in 1956, he left to go to KGO in Seattle in 1963 and came back to WJR in 1965. But he rules Detroit in the morning. Program director Jim Quello believes that McCarthy's secret is in establishing a good rapport with the audience. Like other morning giants, he provides news and sports and even gets on the phone with listeners. He plays principally easy listening records—music aimed at the music under broad guidelines of the station.

Many markets have their radio giants. Bill Bailey was such a factor in Louisville that the program director of the local competition sent out airchecks on him just to get him out of the market. The result is that Bailey is now on WLS in Chicago. Chicago's morning giant was Howard Miller, who's no longer in radio. In Pittsburgh, Rege Cordic was king until he transferred to Los Angeles. Unfortunately, a radio personality who literally rules a city may not find the going so great in another city and Cordic didn't have the success on the West Coast he had in Pittsburgh. Don Sherwood was a radio giant in San Francisco on KSFO, but he's now doing only television. In Houston, the Tim Nolan and Bob Byron team has always been big.



DON DICKSTEIN, center, general manager of 20th Century-Fox Record Corp., wraps up a production agreement for Vallone-McGaw Productions with Bruce McGaw, left, and Ed Vallone.

Blue Thumb Sets Up European Distrib Net

LOS ANGELES — Blue Thumb is setting up European licensees, and publishing representation for its Rococco Music. Label president Bob Krasnow was on the Continent prior to MIDEM to establish a distribution network in Germany, Italy, Spain, France, the Benelux nations and England.

During Blue Thumb's first year in operation, the company has released product in England on a record by record basis.

Interest in the Rococco catalog is heightened because of the success of "Bold Soul Sister," Ike & Tina Turner's chart-climbing single. Krasnow and Ike Turner wrote the selection.

Establishing a European distribution network is of major importance to the company now because of its upcoming product releases. Just released domestically are four albums, with two others slated for March.

Released this week are albums by the Sam Lay blues band, blues accordionist Clifton Chenier, ("Clifton Chenier, the Aynsley Dunbar Retaliation") and an artist sampler.

Additionally, the label will shortly release its first Bossa Rio LP produced by Sergio Mendes. At that time, Blue Thumb will present the LP to

industry figures on Feb. 2 when the act opens at Donte's in North Hollywood.

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

For March the label will bow an all-acoustic guitar LP featuring Chicago blues expert Buddy Guy performing with Junior Wells and Junior Mance. Philadelphia disk jockey Michael Cuscuna of WXPN brought the idea to Krasnow, who set up a production budget for the project.

Former Traffic lead singer Dave Mason, who signed with Blue Thumb several months ago, is presently working with Lipuma on his debut LP, also slated for March release. First musician signed for the LP is bassist Jim Capaldi.

Mirasound Signs 16-Track Engineer

NEW YORK — George Schowerer, the first engineer to use 16 tracks for recording, has signed a long-term contract with Mirasound. Schowerer has also designed new equipment, which has been installed in the Mirasound studio.

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

LOS ANGELES — Increase Records has been formed by Watermark, Inc., to produce non-music concept LP's and other special item projects.

First project is a seven-LP series derived from the recent

history of rock 'n' roll, which aired over RKO General stations. GRT will distribute the seven LP's being developed by Ron Jacobs, Pete Johnson and Ellen Pelissero — the same team which put together the rock music history.

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

Watermark has opened Mitchell Fisher Associates for personal management. Fisher, with Ron Jacobs, Tom Moffat, Tom Driscoll and Tom Rounds, are the principals in Watermark. Seals and Crofts, who record for TA Records, are handled by this division.

Watermark is also expanding into feature films with one property featuring music by Alex Hassilev already finished for National General Corp. The firm's Hawaii concert division, Arena Associates, is scheduling a full roster of dates for both Honolulu and Los Angeles.

Jamal Counsel in Europe on Setting A Distrib Net

NEW YORK — Michael Gusick and N. Dennis Kaplan, general counsel of Ahmad Jamal Production Co.'s record companies, are in Europe to negotiate with representatives of foreign firms for worldwide distribution of AJP's firms, Jamal Records, AJP Records and Cross Records.

Once the affiliations have been consummated, Jamal will make a personal tour of his own to the offices of the licensees, to set final plans for coordinating the foreign release dates of the companies' product with those of the U. S.

Mini-Moog to Be Unveiled

• Continued from page 1

moted by Sol Hurok, set for Carnegie Hall, Friday (30). The synthesizer will also be featured on an upcoming Ed Sullivan CBS-TV show.

"We will explore the approaches for the use of electronic music in live performances," Moog said.

"The performing instrument has to be standard — corrected and adjusted — so that it can be played as an instrument. It will be small and rugged and have the sensitivity of a keyboard, responsive to the musician's touch, thereby avoiding the use of tape manipulation later, as happens with the studio Moog.

"It will also be stable, easily tuned, because of the time element in a live performance as opposed to studio work."

Also important, said Moog, it will be strong enough to travel around the country by air or road.

Despite heavy album releases using the Moog, the inventor reserves judgment. "Apart from the out and out gimmick albums, most of them don't use the full capacity of the instrument — they don't go far enough. Also, it's a case of not what should be done but that what is done is done right," he said.

Moog has just returned from a European visit to examine the synthesizer market. Lack of a radio and TV commercials market akin to the U.S. — a prime source of synthesizer sale — means that Europe will not take to the instrument the same way as the U.S. did, Moog said.

"In the U.K., George Harrison and Mick Jagger have one," he commented. "George Martin, the Beatles producer, is installing one in his new studio and the BBC radiophonic workshop said they plan to purchase one. But there is only one commercial composer, Mick Vickers, using one in London and he rents it. Naturally, it's a big capital investment."

About four schools in the U.K. have some Moog equipment, compared with a U.S. educational total of around 200.

In Germany, home of Stockhausen, one of the mainstays in electronic music, Moog found few synthesizers and little TV

and radio commercials activity. But composer Eberhard Schoener has a synthesizer piece, a tribute to Beethoven, to be used in the West German pavilion at the 1970 World's Fair.

Moog said that the European policy of wait and see regarding the Moog will result in "the use of the synthesizer more in line with the instrument's capabilities. An approach that will be more serious, less gimmicks."

Writer Woods Is Dead at 73

PHOENIX — Harry Woods, composer, died Jan. 13 at the age of 73. Woods composed such songs as "Try a Little Tenderness," "Side By Side," and Kate Smith's theme song, "When the Moon Comes Over the Mountain." He is survived by his widow and three sons. The body will be interred in Pembroke, Mass.

Gold Records in '69

• Continued from page 6

Scepter gained a third with Mel & Tim on the Bamboo label, while Uni also had three, two for Neil Diamond and one for the Foundations. Mercury hit twice, one with Jerry Butler and once with Steam on the Fontana label. Gaining one gold record each were Laurie (Dion), Elektra (Doors), Sundi (Merci), Crewe (Oliver), Dot's Steed (Andy Kim), and Kapp's Congress (Flying Machine).

'LILLIES' ON JUMBO JET

NEW YORK — Chappel Music has reached an agreement with National Musitime Corp., supplier of in-flight entertainment, to program the score of the upcoming musical "Look to the Lillies" on Pan American Airlines inaugural jumbo jet flight to London, Wednesday (21). The score for the musical was written by Jule Styne and Sammy Cahn. The show will open on Broadway March 23.

Car Player Thefts

• Continued from page 20

machine is to have a good lock on — and one that can easily be seen from the outside of a car. Otherwise, a tape unit — readily convertible to cash, according to police and insurance firms — is too inviting to the burglar.

Police warn that thefts will continue as long as car owners forget to lock their cars and until manufacturers produce better locks and fasteners.

All admit, however, it's an impossible task.

"It takes about 1½ hours to install a lock or burglar-proof system," says a police officer, "and an experienced car thief can take an auto stereo unit in seconds."

West Leaves Pams

DALLAS — James R. West, vice-president and general manager of Pams Productions, 4141 Office Parkway, has ended his association with the company, long one of the country's leading music production houses. West had no comment on the circumstances leading to his resignation and has announced no future plans.

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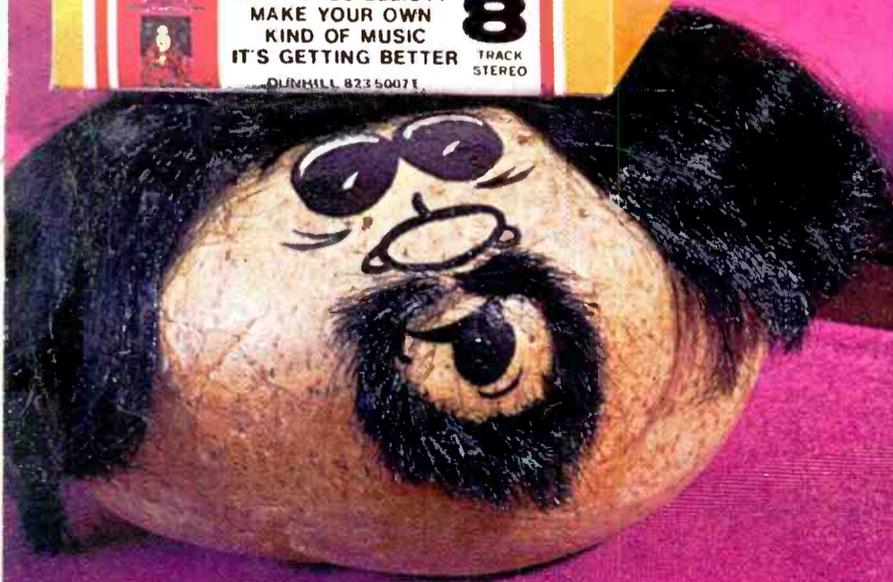
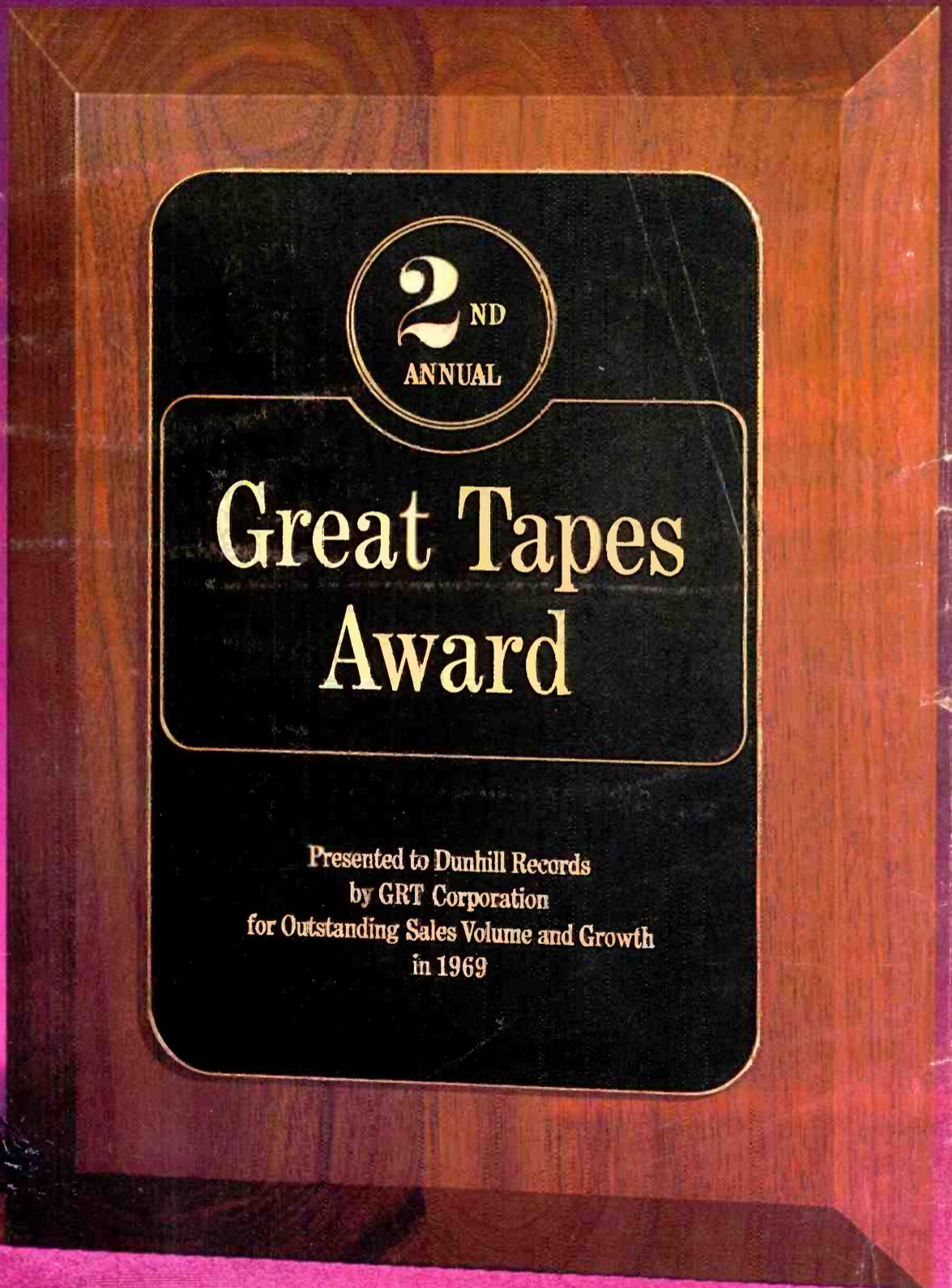
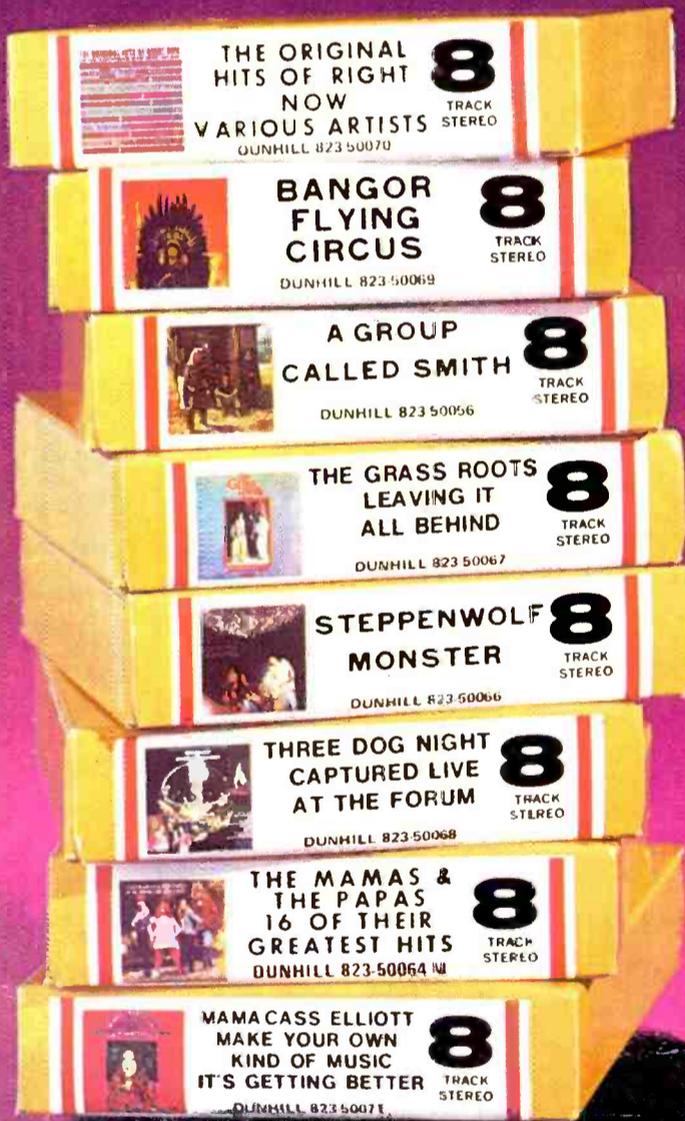
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"Man... you really rocked 'em in '69, Dunhill!"