

# Billboard

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COIN MACHINE  
PAGES 41 TO 48

## Ertegun, Holzman Talk on Singles

NEW YORK—Two key record executives, Nesuhi Ertegun, vice-president of Atlantic Records, and Jac Holzman, president of Elektra Records, analyze the singles problem in this week's Billboard. Ertegun terms the singles, "the most important promotional tool"; Holzman urges more emphasis by rack jobbers on singles in secondary markets. An elaboration of their views follows.

By MIKE HENNESSEY

LONDON—The greater purchasing power of the record buying public and the substantially improved, all-round quality of albums were cited by Atlantic vice president Nesuhi Ertegun as important factors in the decline of the singles market.

"But," said Ertegun, "I don't think the situation is as alarming as some people think. Certainly the overall percentage of LP sales has increased in the last year or so, and tapes are becoming bigger and bigger, but I think singles can continue to survive."

"Certainly they are an essen-  
(Continued on page 58)

## Ambassador in \$4.98 LP Line

NEW YORK — Ambassador Records, one of the top manufacturers of budget records and children's records, is moving into the regular-priced album field. The new \$4.98 Swampfire line will be sold directly to racks.

Marty Kasen, president of Ambassador, has also initiated a talent hunt for the company's \$4.98 Red Smash premium line  
(Continued on page 70)

By MIKE GROSS

NEW YORK—Jac Holzman, president of Elektra Records, believes that the singles business would get a shot in the arm if the racks paid more attention to the secondary markets. "It's at the secondary market level where the singles emerge," he said, "and a closer view of that market would give the racks an  
(Continued on page 4)

## Firm Playlist Here to Stay

By CLAUDE HALL

NEW YORK — The tight playlist is here to stay, according to a vast majority of the nation's leading program and music directors. But nearly to a man they all believe that the tight playlist has boosted record sales.

A tight playlist, reports WAKY program director Bob Todd, Louisville, allows more exposure to a good record, thus increasing its sales. "Besides, the records that sell in any volume are probably those in the top 10 anyway. The long play-  
(Continued on page 22)

## British Move in On U. S. Scene; Groups Click With Live Shows

By FRED KIRBY

NEW YORK — British acts are summering in the U. S. in unprecedented numbers this year. Money through the record number of festivals this season plus greater number of dates a week is the big lure.

Many of these artists have developed into big draws recently through their strong performances in America.

An example of the scope of the British invasion was one recent New York weekend when the attractions performing here included Blind Faith, Ten Years After, Joe Cocker, John Mayall, Spooky Tooth, Jeff Beck Group, and Free. That weekend members of Led Zeppelin and Jethro Tull joined in a jam session following a Jeff Beck set.

Among the other British acts here this summer are the Who, Procol Harum, Incredible String Band, Savoy Brown, Crazy World of Arthur Brown, Nice, Terry Reid, Pentangle, Colosseum, Taste, Tyrannosaurus Rex, Keef Hartley, and the Spencer Davis Group.

Frank Barsalona, president of Premier Talent which books several of these attractions, ex-

plained that the underground, which stressed musical ability, has spread to the South and Midwest, opening up new areas for these acts to perform. The recent Atlanta Pop Festival was a good example of this wider acceptance.

He pointed out that foreign performers, whose appearances in the U. S. are limited by immigration regulations to a maxi-

mum of six months a year, can make the greatest use of this time during the summer when attractive dates are available in midweek since schools are closed.

While the more than 20 major festivals around the country are a major lure, Barsalona noted that many acts planned their visits here before many  
(Continued on page 8)

## Label Set by Pappalardi, Prager; Bell Distributes?

NEW YORK — Felix Pappalardi and Bud Prager, who head the Windfall Enterprises complex, are forming an independent label to be known as Windfall Records. Bell Records will handle domestic and

international distribution of the Windfall label.

The distribution deal is said to be one of the biggest ever inked by Bell. A number of key artists are involved, and a vast international promotion, merchandising and publicity campaign is already in the works in connection with a new group headed by guitarist Leslie West. The group's initial LP, "Mountain," was produced for Windfall by Pappalardi, who has produced three gold albums for Cream.  
(Continued on page 70)

★ ★ ★ ★ ★ ★ ★ ★  
A modification of Billboard's  
Hot 100 Star Performer  
formula goes into effect  
this week. Details on Page 3.  
★ ★ ★ ★ ★ ★ ★ ★

## LAST MINUTE BOOKING RUSH FOR 3d TAPE FORUM

NEW YORK—Registrations are pouring into the offices of James O. Rice Associates as the deadline date for participation in Billboard's Third Annual Tape Cartridge Forum draws to a close.

Coleman Finkel, coordinator of the Forum, said that his staff has been working overtime in an effort to process all the applications in time for the conference scheduled to run Sunday (3) through Wednesday (6) at the Mark Hopkins Hotel in San Francisco.

Finkel said that the number of entries received so far exceeds that of the two previous conferences. He attributes the unprecedented interest in the forum to the broadening market of the tape industry and the significant role it is playing in consumer electronics.

The forum is being sponsored jointly by Billboard, Merchandising Week and Photo Weekly.



"In the Ghetto," hot new R&B single by The Diplomats on Dynamo #137. Initial impact in Washington, D. C., indicates it's a winner. (Advertisement)



When you look at a list of Top Ten hit-makers, Jr. Walker & The All Stars can always be found topping the list. Presently they have a No. 5 smash single with "What Does It Take to Win Your Love," Soul 35062. Jr. Walker & The All Stars are also represented on the album charts with their "Greatest Hits," Soul SS-718, heading for the top. (Advertisement)

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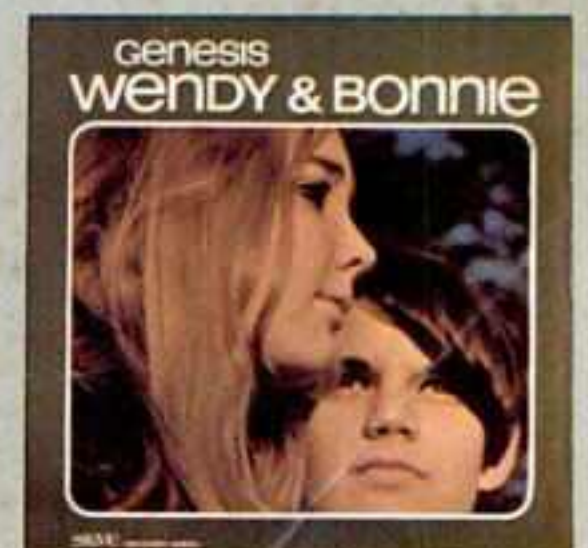
SK-1007D



SK-8



SK-9



SK-1006D

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and melody and make them his own.

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**RCA**

# CBS International's World Reps At Meet

NEW YORK—CBS International will hold a three-day meeting (July 28-30) at the Century Plaza Hotel, Los Angeles, prior to Columbia Records sales convention there. The participants in the meetings, chaired by CBS International's president, Harvey Schein, include representatives, the convention delegates include Peter de Rouge-mont, vice-president, European operations; Manuel Villarreal, vice-president, Latin American operations, and Bill Smith, vice-president, Australian operation. The meetings will consist of seminars on many aspects of the record business, including pop

and classical a&r, promotion and merchandising, music publishing, rack jobbing, special products and tape product. Fifty-five foreign representatives, the largest number ever gathered for these annual meetings, will discuss developments in their local markets.

After the International meetings, the delegates will participate in the Columbia Records Convention. This year, for the first time, CBS International will offer an audio-visual presentation as part of the Columbia convention. The presentation will showcase leading talent developed by CBS International affiliates.

## Earth Records Sets First LP, 45 Disks

NEW YORK — Earth Records introduced its first product at a sales meeting at the City Squire here on Thursday (24) and announced it will distribute Bo Gentry's Life label and Larry Maxwell's forthcoming Peace label.

Earth's first album will be Alan Lorber's documentary of "The Groupies." Earth also has acquired soundtrack rights to Andy Warhol's "Lonesome Cowboy" and plans to record the soundtracks of other Warhol underground films. Warhol will design his covers. Earth also may co-produce a Joe Levine movie script.

The first singles for Earth, the new label of Levine, Artie Resnick and Harold Berkman, are by Up 'n' Adam, and Lois Walden, while Life's initial 45 features a group called Wind. A future Life release is by vocalist Spencer Bearfoot.

Earth also plans to release product by the producing team of Jimmy Calvert and Norman Marzano, and by Steve Feldman, who was signed as a producer, writer and artist.

Berkman announced that the

## Zager & Evans' Music Catalog In TRO Fold

NEW YORK — The Richmond Organization has concluded an agreement to represent the worldwide publishing interests of Zager and Evans, composers of the current hit RCA single, "2525," in which the writers appear as artists.

TRO will represent the catalog of the team's firm, Zealand Music Enterprises, in all global territories including the U. S. through its affiliated Essex Music International complex of companies.

Zager and Evans are in Europe with their personal manager, Jerry Weintraub, where plans are in the works to record "2525" in French, Italian, Spanish and German. TRO's Essex affiliates are assisting in the preparation of the lyric versions.

# Decca's 1st Nat'l Sales Meet To Demonstrate 'New Image'

NEW YORK — Decca Records is holding the first national sales convention in its history Thursday (31) to Sunday (3) at the Americana Hotel in Miami Beach. According to Bill Gallagher, executive vice-president of MCA, Inc., Decca Division, some 300 persons are expected to attend, representing Decca's national and international operations. Present for the convention will be Lew Wasserman, MCA president, and Berle Adams, MCA's executive vice-president.

In addition to Gallagher, Decca executives participating in convention presentations will be Jack Loetz, Decca's administrative vice-president; Tony Martell, vice-president of marketing; Jack Wiedenmann, executive administrator of a&r; Bill Levy, director of creative services; Marvin Paris, director of sales for home entertainment products; as well as representatives of the sales-promotion staff, and the tape division. Harold Komisar, assistant to the marketing vice-president, is the convention chairman.

Gallagher views the convention as "a unique opportunity to dramatically demonstrate the

progress we have made in shaping a new Decca image. More important, this convention will serve to illustrate that our progress to date is merely the beginning of a highly organized effort to affectuate our slogan: 'incredible new excitement on Decca Records.'"

The Decca convention will feature a series of intensive program presentations and seminars on product, promotion and merchandising enhanced by slide presentations and 16mm footage, among other audio visual effects.

While emphasis will be placed on the album and singles product release schedules for August and September, the convention

will also serve to indoctrinate Decca executives in the long-range plans and programs currently in preparation. In addition to introducing new artists and product, newly devised techniques in the areas of merchandising and communications will be affected.

A highlight of the convention will be two in-person stage shows by artists on the Decca-Coral-Brunswick labels. The Friday (1) show features a line-up of Decca's country artists. The Saturday (2) show features pop and contemporary artists on the Decca label, many of them new to the company and whose product will be introduced at the convention for the first time.

## Buddah Sales Confab Rolls at Laurels, N.Y.

NEW YORK—Buddah Records will introduce 26 new albums at its national sales convention at the Laurels Country Club, N. Y., Aug. 25-28.

More than 200 people will attend the four-day session, including Buddah's entire executive staff and field force and the staff of the Kama Sutra group. Also attending will be members of the Viewlex Corp., Buddah's parent company, and representatives from other Viewlex subsidiaries: Bellwood Tape Co., Bell Sound Recording Studios, Globe Albums, Andrews-Nunnery, and its three pressing plants: Sonic, Allentown and American. Representatives of International Tape Cartridge Corp. also will be present.

Neil Bogart, Buddah vice-president, said several new label distribution agreements will be

announced at the meetings. Also in convention plans are round-table discussions on industry procedures as well as seminars and business meetings. Among the acts who will entertain are the Brooklyn Bridge, the Impressions, the Five Stairsteps and Cubie, Melanie, Van Trevor, and Motherlode.

Bogart explained that in addition to the 26 albums, Buddah will introduce several new artists and announce signings of well-known artists.

## British Record Production Up

LONDON—The British record industry pulled back strongly in April with a 15 percent increase in production over April last year. Total output was 8,359,000 records including 4,297,000 LP's. This 27 percent jump in album production for April contrasts with a drop in singles output, which was down 2 percent.

April sales were up 25 percent and exports increased 18 percent. The April figures brought a total sales increase for the first four months of the year of 5 percent over a previous period in 1968, while exports were up 25 percent.

## 'Star Performer' Formula Change Gives More Balance

NEW YORK—Effective this week, Billboard has modified its "Hot 100" Star Performer formula to bring the point qualifications at various chart levels into better balance. The new system makes the following percentage points gains, over the previous week, the base qualification for a star performer:

Chart Range: 1 through 30, 10% gain; 31 through 60, 15% gain, and 61 through 90, 20% gain.

Prior to this modification, a flat 25 percent point gain was required at all levels to gain Star Performer status. A further requirement called for a gain in four out of six additional retail measurements. The new, simpler qualification system was inaugurated after a five-week analysis of various formulas aimed at expressing, most accurately and equitably, the definition of Billboard "Hot 100" Star Performers; records on the chart which register the greatest proportionate sales progress from one week to the next.

The basic reasoning behind the change was to reduce the

inequitable spread between the number of qualifying points required at the top of the chart as compared with the lower areas of the chart. Records in the upper areas — by reason of the greater point totals needed to get there—were required to make substantially larger week-to-week potent gains in order to meet the 25 percent qualification. Now, under the new 10-15-20 percent formula, the point gains required at various chart levels are in better balance.

Although radio is a factor in the bottom 50 positions of the chart, Star Performer ratings are based on dealer points, with this one exception: records in the bottom 50 must maintain a no-loss status in radio play points in order to qualify for a Star Performer rating.

A significant result of the Star Performer modification, although not the basic reason for the change, is an increase in the number of "Hot 100" Star Performers. Studies indicate that Star Performers will now average between 35 and 40 per week, as compared to a 30 to 35 range prior to the change.

## LaPuma Joins Blue Thumb

LOS ANGELES—Bob Krasnow and Don Graham have taken on Tommy LaPuma as their third partner in Blue Thumb. He is the second A&M executive to be hired by Krasnow, Graham being the first to leave A&M as national promotion director last March.

With the addition of LaPuma to Blue Thumb's a&r staff, Krasnow, who has been producing sessions, is now free to concentrate on developing creative projects.

In a rather unusual arrangement with Elektra, Blue Thumb has provided Jac Holzman with all the tapes it has cut on Love, a group which has just joined Blue Thumb, but which owes Elektra one last LP. Holzman has selected reper-

toire for this LP from these newly recorded studio performances and Blue Thumb will receive back liner credit on the forthcoming LP, according to Krasnow.

Blue Thumb has ordered 400 copies of the Elektra LP which it will promote.

## NAME THEATER FOR WALLICHS

LOS ANGELES — The University of Redlands Festival Theatre will be renamed the Glenn E. Wallichs Theatre in the fall. The Capitol Industries executive is a member of the school's board of trustees.

## Executive Turntable

Barney Ales, sales vice-president of Motown Records, named executive vice-president and general manager of the record operation. This newly created post makes Ales top office of the disk organization. Berry Gordy, Motown president, said this move was the first "salvo of a sweeping expansion program that has been under study in Motown's executive suite for more than a year. More changes involving Motown and key personnel will be announced, he stated. . . . Ron Bledscoe



ALES

named vice-president, Liberty/UA Inc., and will be, in her new post, additionally involved with corporate planning and development and be responsible for management information and electronic data processing. Bledscoe has been with the company since 1965. He was executive assistant to Al Bennett, president Liberty/UA. Mike Elliot appointed president Liberty/UA Distributing Corporation. Elliot joined the company as national sales manager of Liberty Stereo-Tape in 1966. He was general manager of Liberty Records Distributing Corporation. Irv Kessler, named president, manufacturing for the company. Following the acquisition of Imperial Record by Liberty, Kessler was named national credit manager for the expanded operation. Kessler initi-

(Continued on page 70)

# Viva Names Decca In Distributor Switch

LOS ANGELES—Snuff Garrett's Viva Records has revamped its distributing alignment, with Decca replacing Paramount/Dot as the label's distributor.

The new arrangement moves Viva and its companion label, Bravo, into a manufacturers' role, rather than a "royalty distributed label," said Ed Silvers, Viva's executive vice-president.

"Additionally," said Silvers, "we now have the benefits of branch distribution and nationally organized marketing programs." The Decca arrangement covers only distribution and spans one year with two one-year options.

Garrett will supervise all music production for both labels, look for artists and masters. Recordings will be done in the company's own North Hollywood studios.

With two artists already on the roster—Sunny Curtis on Viva and Gary Groover on Bravo—Garrett is looking for additional acts in the rock, pop and country areas. The company

will continue with its concept LP packages.

Viva/Bravo will release about 15 albums and between 15-20 singles this year, with "Themes Like Old Times, Vol. II," a collection of nostalgic radio program themes, as the label's initial project for Decca distribution.

The new distribution arrangement effects all markets—about 25 branches—except Nashville and Dallas, where National Music Sales in Nashville and Big State Record Distributing in Dallas will handle the Viva/Bravo line.

Paramount/Dot will continue to have distribution catalog rights on all vintage Viva/Bravo product through June, 1970, when catalog rights revert to Viva.

Tape rights will continue to be with North American Leisure (8-track and cassette) and Ampex (8-track, cassette and reel-to-reel) on non-exclusive contracts. Both have rights to 4-track but are not releasing Viva/Bravo product in that configuration.

# Muddy Waters Draws All-Star Chess Album

CHICAGO—Chess Records is releasing a special two-record album that combines artists from Columbia Records, Elektra Records, Mercury Records, Stax/Volt Records, its own label and two artists managed by Albert Grossman. The project involved several innovations and resulted from musicians wanting to record a session with Muddy Waters, the Chess blues artist. The packaging is very subdued, the artists' names appear only on the back cover and will not be used in advertisements, and a special label to

be used only on this package has been designed. It will also be released on all tape configurations.

Discussing the package, "Fathers and Son," set for Aug. 18 release, Chess Producing Corp. vice-president Marshall Chess said, "We want to thank all the labels for cooperating on the project. This album could be part of a growing trend and it's the kind of thing that was done strictly as a musical creation for the consumer." The album involved three nights in recording studios and one session at a live performance. Norman Dayron, associate professor, humanities, University of Chicago, produced the package.

Performing on the package are Bloomfield, guitar (Columbia); Paul Butterfield, harmonica (Elektra); Buddy Miles, drums (Mercury); Duck Dunn, bass (Stax/Volt); Otis Spann, piano; Sammy Lay, drums; and Muddy Waters. There are 16 tunes in the package, none of which will be released as singles.

## Kapp Acquires TR-5 Master

NEW YORK — Kapp Records has acquired the TR-5 single, "One Step at a Time" and "Shirley, Shirley." Deal was negotiated by Kapp's vice-president and general manager Sydney Goldberg, and TR-5's producer Ron Sherr.

# Holzman Urges Racks to Check Secondary Markets

• Continued from page 1

idea of what is being played and what, eventually will be bought by the consumer."

In this respect, Holzman suggests that the racks get on top of the action by studying the playlists of the stations in the secondary markets. These stations, he explained, are not usually bound by tight programming formats and are freer to test the hit potential of new single releases.

Holzman also believes that the importance of the secondary market to the singles business could be spotlighted even further with trade paper charts specifically devoted to regional action. "Such a regional chart," he said, "would encourage rack interest in the singles business."

The problem, Holzman feels, is that the racks have an old-fashioned feel of what's happening in the singles business and

they have got to be made to change their viewpoint and to try to make the carrying and the selling of singles more exciting.

It's also Holzman's opinion that the record manufacturer can help the singles business by concentrating on regional testing grounds before putting a single into national release. "Once a record has proven itself in a specific area," he said, "then the record company should pull out all stops to get it moving on a national level."

Even though Elektra and its artists are committed to LP's, Holzman doesn't discount the importance of the single to his company or to his artists. "Singles are used to enhance our artists," he explained, "and to introduce our LP artists to a new audience so a healthy singles business is of major importance to an 'album company,' too."

# TEC Finances SGP Product, MGT., Music

LOS ANGELES — Transcontinental Entertainment Corp. (TEC) is financially underwriting SGP Productions, an independent production, management and publishing company. SGP will operate as a division of TEC.

SGP will be guided by producers Joe Saraceno and Michael Gordon, with Ronald Goldstein administrating SGP's management and publishing divisions.

Saraceno, who resigned from Liberty Records, and Gordon, who merged his Michael Gordon Productions into SGP, will produce artists under the SGP banner for TEC's Forward Records.

Both also will produce acts for independent companies. Gordon is producing Summer Winds (Metromedia), Majority of One (Kapp), the Cookie Jar (Uni), the Cousins (Amos) and Kenny Nolan (Forward). Saraceno is producing the Sunshine Co. and the Fantasy (Imperial) and Patti McCarron (Liberty).

The company's two publishing firms are MZG (ASCAP) and Marathon (BMI). SGP's management arm, Holly Management, will guide Kenny Nolan, the Cousins, the Cookie Jar and Summer Winds.

# Irish Rovers Swing on U. S. Tour

NEW YORK — Having just returned from a personal appearance tour of England and Ireland that included a number of television appearances, the Irish Rovers are swinging on a concert tour of the U. S. that will encompass the next two months.

The group stopped off in Los Angeles for some recording sessions and television appearances. Their latest Decca recording, "Did She Mention My Name" and "Peter Knight," was released last week.

The Rovers will also break into their tour to appear at Decca's national sales convention in Miami Beach on Friday (1). Upcoming dates on their tour include Top Hat, Windsor, Ont., Can., Aug. 25-30, and the Montgomery County Fair, Dayton, Ohio, Aug. 31.

# W. Mitchell Hi Recs. V.P.

MEMPHIS—Willie Mitchell, key Hi Records artist, has acquired stock in the label and has been named executive vice-president by Hi Records chief Joe Cuoghi.

Cuoghi stated that Mitchell has been with the company for seven or eight years, and has moved up from the ranks. Cuoghi added: "Willie Mitchell has produced, engineered and arranged much of our new product. He will continue as an artist, as well as in production; and he will also relieve me of a lot of administrative details."

# Mixed Reaction to NAMM Fla. Move

By BRUCE CORY

CHICAGO — Music instrument manufacturers polled last week had mixed reactions to the decision of the National Association of Music Merchants (NAMM) to switch its June 3-11, 1970, Music Show from here to Miami, Fla., and its decision to have exhibits at NAMM's Western Regional in Los Angeles in April 1970. NAMM directors had earlier polled a number of exhibitors on the effect of leaving Chicago, but the selection of Miami Beach was only disclosed July 22. Reaction ranged from delight to a few instances of outright skepticism.

The sudden decision to leave Chicago and return after the completion of McCormick Place in 1971, shocked and surprised many exhibitors. "That's delightful," said Thomas Delaney, Gulbransen Co., Melrose Park, Ill. "It's astounding news. It's a grand thing to get a free trip to Florida in June. Chicago has several drawbacks as a location for the show."

Eugene Kornblum, vice-president, St. Louis Musical Supply Co., St. Louis, Mo., met the news of the Miami decision with a moment of silence. "I think the new location is going to hurt the show," he finally responded. "It will be an Eastern-oriented exhibition that will probably attract few midwestern or western people. I would have preferred Chicago for next year and I think all future shows should be held in Chicago because of its central location."

N. A. Hesslink Jr., Shure Brothers, Inc., Evanston, Ill., called the move, "very interesting—a good idea. The (Chicago Conrad) Hilton has presented problems for many exhibitors. We've had trouble getting people for service, for instance. Without McCormick Place there is no convention facility here sufficient for the NAMM Show."

M. M. Berlin, chairman of the board, Chicago Musical Instrument, Chicago, also referred to difficulties in exhibiting at

the Conrad Hilton Hotel. "Unless you had a floor all to yourself, you were running all over the hotel to take care of your booths," he explained. His company has exhibited at the Pick Congress Hotel for the last two years with satisfactory results, he said. Despite his complaints about Chicago's exhibiting facilities, however, Berlin had mixed feelings about the Miami Beach show. "We may have to go with a token exhibit and skeleton crew," he said, citing the additional trouble and expense of exhibiting in Florida as the cause. I think NAMM should wait until after McCormick Place opens before making any decisions about moving the show around regularly." He thought a site other than Chicago every two years might be a good idea, adding, "I'm not as antagonistic about the move now as I was when I first heard about it."

"Chicago is the best place for the show the majority of the time," said Robert E. Lynch, director of sales, Valco Guitars, Inc., Elk Grove Village, Ill. But while he thinks it is logical to start moving the show to get more dealers involved, he is not certain about the wisdom of choosing Miami Beach. "There are too many outside distractions there, like swimming and boating, and that may hurt the show," he said. "While there will be additional expense for his company in exhibiting in Miami Beach, that doesn't look like a major problem at this time."

Bill Mollis, president, Ovation Instruments, New Hartford, Conn., also thinks moving the NAMM Show out of Chicago is a good idea. "There's no real center of population for the music industry anymore," he said. "This move shows some forward thinking on the part of the NAMM people. Attendance at the Chicago exhibition was down this June, and going to Miami Beach might boost things up again. Piano manufacturers might have trouble getting ex-

(Continued on page 38)

# Labels Cooperate With Dunhill on 'Easy Rider'

NEW YORK — By virtue of a cooperative-release effort made by five major record companies, Dunhill Records concluded a deal with Columbia Pictures to issue the soundtrack of "Easy Rider." The labels which gave permission for their artists to appear in the Dunhill soundtrack are Columbia, Warner Bros.-7 Arts, Reprise, Elektra and ABC. Jay Lasker, vice-president of Dunhill, said that the joint effort was made strictly for the public interest and to enhance and perpetuate the image of the recording industry.

The artists represented on the soundtrack include Jimi Hendrix, the Fraternity Man, the Byrds, Holy Model Rounders, the Electric Prunes, Roger McGuinn and Steppenwolf.

Dunhill will have all recording rights of the album in the U. S. with Warner Bros.-7 Arts having all tape distribution rights in this country. All acts appearing in the album will be on a non-exclusive basis.

Dunhill will release a single record titled "Easy Rider" and featuring its group, Steppenwolf, singing "Born To Be Wild" and

"The Pusher" from the soundtrack.

Marv Helfer, director of sales and promotion for Dunhill, stated that the album will be released nationally this week to tie in with the multi-city opening of the movie. The album will be given an extensive national promotion campaign under the direction of Barry Gross, director of Dunhill's national promotion.

The film stars Peter Fonda and Dennis Hopper.

# COL.'S BST GETS 3D GOLD DISK

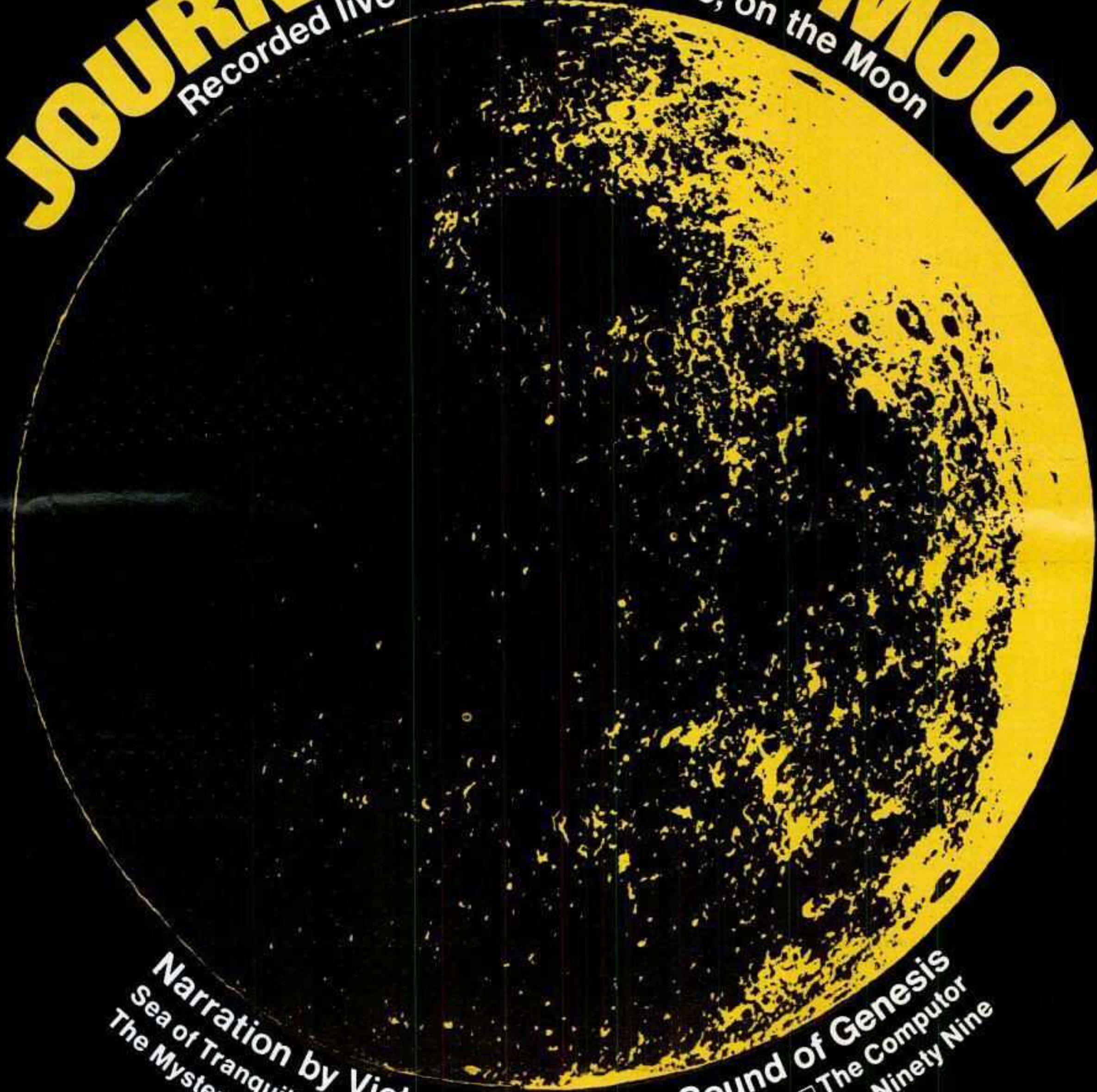
NEW YORK — Columbia Records' Blood, Sweat and Tears has been awarded a gold record for their million-selling single "Spinning Wheel." This is the third gold record achieved by the group whose single, "You've Made Me So Very Happy" sold over a million copies and whose "Blood, Sweat and Tears" LP raked up in excess of \$1 million in sales.

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**JOURNEY TO THE MOON**  
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Sea of Tranquility □ Moon Plague □ A Walk On The Moon □ The Computer  
The Mystery Of Space □ Space Rock □ Empty, Void □ Nineteen Ninety Nine



**LISTEN** as the astronauts are rocketed upward from Cape Kennedy on their way to land on the moon. **LISTEN** as Apollo 11 actually lands on the surface of the moon. **LISTEN** as astronauts Neil Armstrong and Edwin "Buzz" Aldrin describe how it feels to be the first men to walk the surface of the moon. **LISTEN** as the astronauts blast off from the moon in their two-man spacecraft. **LISTEN** as Apollo 11 rockets through the searing heat of re-entry, at 25,000 miles per hour, in a successful return to earth, after a journey of half a million miles through space.

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Buddah Records is a subsidiary of Viewlex, Inc.

# Roulette's Stepped-Up College Try

NEW YORK — In a stepped-up album campaign, Roulette Records will concentrate all promotion in the college field. Label president Morris Levy said the company had just completed an extensive survey of college radio stations and college newspapers. "The survey took about five months to compile, but it provides us with a breakdown of types of programming and advertising rates for the stations and record review editors, and advertising rates for the newspapers."

As part of the LP drive, Levy will construct a new 8-track recording facility at his farm near Ghent, N. Y., complete with living quarters and a cook. The reason is to give artists like Don Cooper and his group a creative atmosphere, Levy said. "We're already negotiating with a full-time engineer who'll be available day or night at the studio. In other words, the group will be able to record when they feel productive and not have to try to produce on demand."

Because of the dollar volume of profit, Levy feels that a great deal of the future of the record business hinges on the LP and the tape CARtridge. "But we're not about to ignore the single. In the past year, Tommy James and the Shondells have accounted for more than four million singles sales around the world. 'Crimson & Clover' hit 2.5 million in the U. S. So, naturally I don't feel that singles sales are falling off. We had to be lucky in the old days to come up with a million-seller; we still have to be lucky. But the hit singles of today actually sell more copies than the hit single did 10 years ago. So, I can't actually see what most recordmen are complaining about."

Roulette is having one of its greatest periods of business in history, said Levy. "We did more business during the first three months of this year than all of last year."

Part of the volume of business centers on Ethnic Tapes, a tape cartridge division which specializes in foreign language product, that is doing quite well and the Big Seven publishing companies. Neil Galligan, director of the Big Seven, can point to such valuable world hits as "Crimson & Clover," "Sweet Cherry Wine," and "Crystal Blue Persuasion"—all hits by Tommy James and the Shondells. Other copyrights that are doing quite well here and abroad are "I Can Remember," which has had many cover records, and "I Was Dancing."

Planetary Nom, the Big Seven office in London, recently underwent an expansion program, said Mike Perlstein. Several writers have been signed and the office is now in a position to begin producing its own songs and record masters. "In fact, they should begin providing us with original product at any time—both songs and records."

# TOMORROW

By ED OCHS

You see, it's like this: Big Rock Records withdrew its advertising from the New Rock Times because the ads weren't paying off by selling more records, so "Big Rock Brutality," shouted these revolutionaries who take off their long hair at night and wear ties 'n' jackets to bed. Adding: "Counter-revolutionary censorship" to the charges. Which is like two ladies of the night arguing their virginity instead of their salesmanship. At least the music business knows what it is—a business, an industry ultimately and knowingly—even with some pride in a good product—in competition with music for profit. But alas, the motive is money, and that's business. Now there is among us, fellow music lovers, a rib of the underground press that merely exploits the exploiter, a hippie public relations press that hustles rock glory and gossip for a fee, while manipulating revolution to explain a domestic business setback. And that's business, no matter how you slice it.

Revolutionaries who expect the establishment to pay for another treatise or "Common Sense" can only be either sour and dishonest about their own money problems or overly optimistic; the music governors will not finance revolution—not openly anyway. The record business is strictly a profit-making institution, not a foundation, and their motives for reconsidering advertising policy toward the underground press is based on the politics of profit before the politics of repression by intent. If Big Rock Records is reacting against playing charity to the revolutionary media, obscenity and drugs, they would be necessarily wise to the grand role of rock (which they promote) as the eloquent, evocative inseminator of revolution; rock musicians are the cred, but passionate pests of revolution, the carrier gaffies of upheaval, who send via the very handy radio the loud, estatic call to participate, to dance unrepressed. So unless the underground press is really a budding bit of free enterprise, it cannot sue a record company for non-support until such a time it admits to being married in the first place.

Rock 'n' roll is primarily ideological and coincidentally political. Like the bleakest amphibian from a primeval sea, rock evolved primitively, leaping from convention in an aesthetic revolt against the tired, romantic forms that another generation still maintains exclusively like a defensive dogma. Rock's early manifestos moved to de-form the silly fictions of swing and re-form a new democratic music that provided an ecstatic alternative to parental repression. In the beginning, rock 'n' roll's volume cried out in emotional over-compensation, while the new lyric chewed on clods of reality. Even today, with its full credentials of validity, rock is still struggling against the same schismatic insecurities. Nevertheless, rock should not be held as a political prisoner though it is inseparable as the background music for revolution and the protest music of all repression. Rock was the idea that, with no way of working within the old form, a new, more representative form would be founded in exile, throwing away the old tools and symbols of a worn-out aesthetic. Rock is politically better off on the loose, accessible and exposed, even though it is owned by an industry that, more importantly protects, proliferates and affords the dissemination of the valuable public information codeq into rock.

Record companies will return to the underground press when and if they realize that bad advertising copy is offensive to a hip market keyed for the slick pitch of another patronizing parent, and probably conveys the opposite intent of the ad: beware of this album—beware of the deceit of advertising. The plasticity of the record establishment's appeal has turned the "hype," once a trade expression, into a neat indictment of the trade itself. And in its competitive anxiety for bigger sales, the industry has managed to litter the market place with waste product, rather than the by-product of higher standards of selectivity and merchandising. With its product credibility almost exhausted, its advertising driving the cynical consumer into a grudge-strike and its overall misunderstanding of the great, untapped market at an all-time low—the music business should investigate its own yawning communications gap; not why the market is not responding, but why the record company is not responding to the market. Meanwhile, that part of the underground press which depends on record advertising for its survival should look for other means of support, since the corporations will not support the alternative. Those in the underground that are angered by the rejection, probably expected the revenue in the first place; their expectations shadow their own business adventures. The music should be free, and so should the magazines that make a living writing about it.

## Track, Atlantic Labels Renew Distribution Deal

NEW YORK — Track Records, the English label owned by Chris Stamp, Kit Lambert and Pete Kameron, has resigned its agreement with Atlantic Records to distribute Track in the U. S. Under the new agreement, Atlantic is distributing the best-selling English

single, "Something in the Air" with Thunderclap Newman, which has been No. 1 in Great Britain for the past three weeks. The single was produced by Pete Townshend of the Who. Townshend is now working on an album by Newman which will be released in the U. S. this fall.

Atlantic will also be distributing the new LP by The Crazy World of Arthur Brown, which is due for release in September. Atlantic sold over a million copies of Arthur Brown's first single "Fire," and "The Crazy World of Arthur Brown" LP was also a top seller.

Both Brown and Newman are expected to make appearances in the U. S. later this year.

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Vol. 81 No. 31

## Boyce, Hart Mark Anni.

NEW YORK—Tommy Boyce and Bobby Hart marked their fifth anniversary as a team at special Boyce and Hart celebrations held in Montgomery and Birmingham, Ala., Friday and Saturday (25-26). The duo gave four concerts in those cities.

During the celebrations, the duo was honored in both cities with receptions and keys-to-the-city presentations. In addition to Boyce and Hart, Alabama saluted Pat Paulsen, the Cowsills and Paul Revere and the Raiders.

Film crews covered the entire event, incorporating the footage into a future Screen Gems television series. Special interviews were filmed with fans, public officials, disk jockeys and other performers. Boyce and Hart recently signed a deal with Columbia Pictures Industries which provided for the creation of a new label, Aquarian Records, and its distribution by Bell Records.

## Mirchin, Palmer Form Prod. Co.

NEW YORK—Allan Mirchin and Joe Palmer have formed a production company called the Goodtime People Music Productions. Mirchin is a partner in Aura Recording Studios. Palmer is a prominent studio musician.

The duo has completed pro-

duction of a single by Tommy Vann and the Professionals, a Baltimore group. The single, a coupling of "Does Mama Know About Me" and "I'm So Alone," will be released on the Congress label. An album has also been completed for upcoming release.

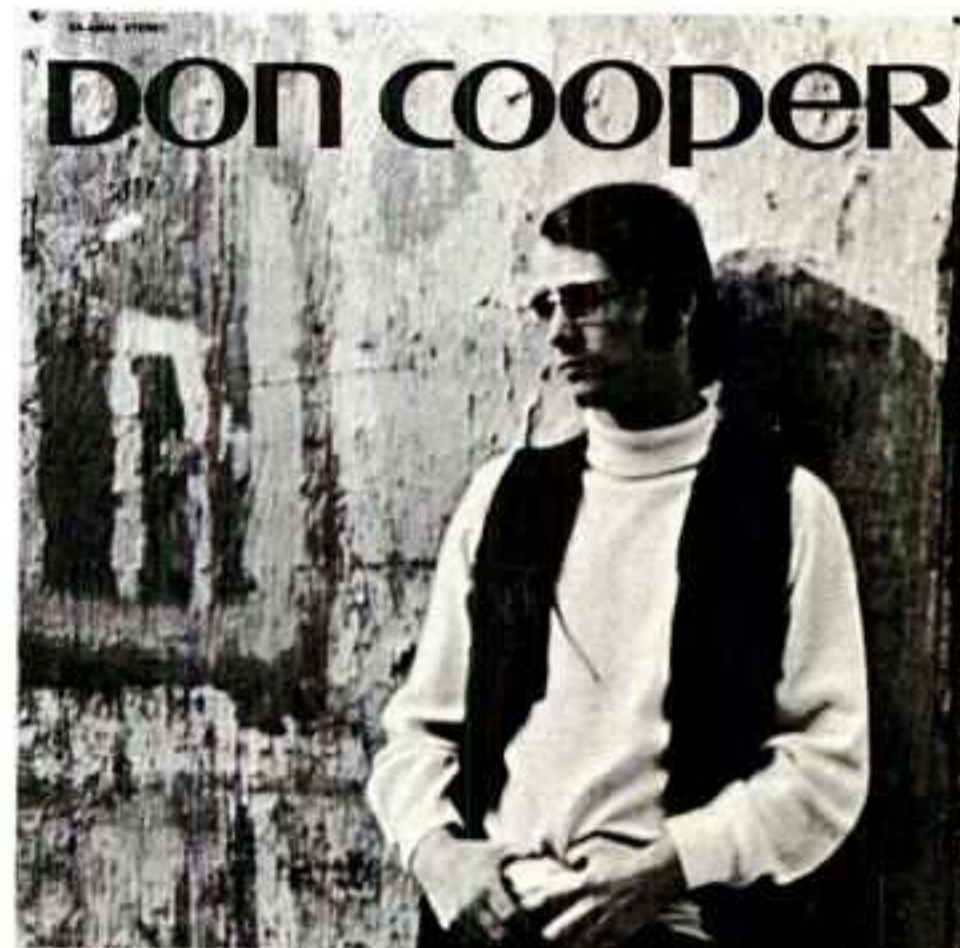
# We tried... but we can't cut it!



**6:13** means...  
Some D.J.'s won't play it.  
Some stations may not  
program it.  
But no one will be able to  
stop its success.  
We're releasing it by  
popular demand.  
The buying market may  
know something we don't.



...from his hit  
album...



**DON COOPER**

**SR-42025**

# MGM Setting Up Open-End Licensing Deal in Britain

LONDON—MGM will revert to releasing its records under license in Britain but will maintain its own offices and a nucleus staff. The company will center its British activities on production. The licensing deal is open-ended and gives MGM the right to switch to a distributor deal at any time if it wishes to go fully independent again during the next three years.

The new moves were revealed to Billboard by MGM Records President Ron Kass in London. Kass is now working on a number of long-range objectives including publishing expansion and reckons to take six to 12 months to get MGM operating in the way he wants.

MGM is distributed here by EMI pending a court case brought by Pye, which is due to be heard next February. Kass hopes that the legal dispute concerning the distribution of the label in Britain will be resolved amicably out of court within the next few months.

The basic record company and the rest of the office will be sub-let, Kass revealed. Most of the existing staff of 10 on MGM's British payroll have been given notice.

A label manager will be named to work with MGM's licensee on the scheduling of releases and other activities.

MGM's major promotion drive this autumn will center on the soundtrack album of "Good-bye Mr. Chips," which is released in November. The album features Petula Clark, but MGM has no single release rights from the soundtrack.

## AF Exec Team Line Up, Record Acts in Sweden

STOCKHOLM—Herman D. Gimbel, chairman of the board of Audio Fidelity Records, and Eddie Newmark, Audio Fidelity's a&r director, recorded Bob Azzaum and the Great Expectation after flying to Sweden to complete negotiations for the act.

The label plans to issue an album by the artists in September with singles to be culled from the LP. Audio Fidelity has rights for Azzaum's material in the Western Hemisphere.

Berger, Ross and Steinman have been named to handle personal appearances for the group during a forthcoming U. S. tour. Mort Hillman, Audio Fidelity's sales vice-president, plans an extensive promotion, including trade and consumer advertising.

## TIGER TALE TO AUDIO FIDELITY

NEW YORK—Audio Fidelity Records has bought a children's LP catalog, which will be merchandised as Tiger Tale Records. Slick books and samples were shipped last week. Herman D. Gimbel, chairman of the board of Audio Fidelity, explained the new line was part of the firm's expansion.

# WOODSTOCK FEST SHIFTS SITE TO WHITE LAKE, N.Y.

WHITE LAKE, N. Y.—Faced with legal problems and local opposition at Walkkill, N. Y., the Woodstock Music and Art Fair, planned for Aug. 15-17, has changed its location site to this Sullivan County resort area in the Town of Bethel, about 30 miles from Walkkill.

Among the top artists scheduled for the three-day fair are Jefferson Airplane, the Band, Janis Joplin, Joan Baez, Creedence Clearwater Revival, Jimi Hendrix, Ravi Shankar, the Who, the Grateful Dead, Johnny Winter, Incredible String Band, Arlo Guthrie, Joe Cocker, Moody Blues, Tim Hardin, Jeff Beck Group, Canned Heat, Iron Butterfly; Blood, Sweat and Tears; and Crosby, Stills and Nash.

Officials at Bethel unanimously approved the use of the 600-acre site on Monday (21). The fair has an advance sale of more than 50,000 tickets.

## CLUB REVIEWS

### Little Anthony 'Turns On' Copacabana First-Nighters

NEW YORK—Not many artists, especially on opening night, are blessed with the dynamism needed to "turn on" the usually staid, blasé audience which frequents the Copacabana. Yet, Little Anthony and the Imperials not only achieved this at their debut performance and after only the first couple numbers, but went on to receive a standing ovation at the end of the show.

The group, fresh from a successful stint at the Flamboyant

Hotel in San Juan, Puerto Rico, swept away speculation that they may be losing touch with today's musical trends, and established themselves unquestionably with the leading entertainers of the day.

Dishing out an exciting bill of fare which ranged from rock to pop to ballads, the group sang, danced, cavorted and clowned its way through a tightly woven program which reached a breathtaking crescendo with "Let the Sun Shine In" from the Broadway production "Hair." The group records for United Artists.

Sharing the stage with Little Anthony and the Imperials was comedian Bobbie Shields.

RADCLIFFE JOE

### Cabot and Apsey In Sundi Deal

NEW YORK—Gilbert A. Cabot, president of Sundi Records, label based in Tampa, Fla., has formed a partnership with Mike Apsey, producer of the label's recent million-seller "Love (Can Make You Happy)" by Mercy. The organization will continue as Sundi Records and will maintain offices and studios in Tampa.

Cabot will head the entire promotion and administration end of the operation, with Apsey taking full responsibility for the studio product.

### 'Keem-O-Sabe' Master to UA

NEW YORK—United Artists Records has acquired the master of "Keem-O-Sabe" by the Electric Indian from the Marmaduke label. Negotiations were concluded by Mike Lipton, UA vice-president and general manager, and Bernie Bidnick, Marmaduke principal.

## British Groups Move In

• Continued from page 1

of these festivals were set. Many cities have midweek park programs, where English acts are much in demand.

Barsalona attributed much of the success of British groups in U. S. to their emphasis on performing ability. He noted that record sales frequently followed successful personal appearances. Barsalona called the record sales about two weeks after an act left a community an indication of how well their performances went over.

Premier Talent usually books American acts with British attractions using one as a wedge for the other. Among the acts being booked in the U. S. by Premier are the Who, Led Zeppelin, Ten Years After, Joe Cocker, Jeff Beck Group, Nice, Jethro Tull and the Spencer Davis Group. Taste and Free both are participating in the tour of Blind Faith, which includes Eric Clapton and Ginger Baker of Cream, Stevie Winwood of Traffic, and Rick Grech of Family. The first two groups have disbanded.

Two other British groups scheduled for appearances this summer, Fleetwood Mac and the Moody Blues, have reportedly canceled their tours. Among the artists tentatively being lined up for fall appear-

# Monument Sets Latin Licenses

LOS ANGELES—Monument has signed licensees in Venezuela, Brazil, Argentina, Chile, Uruguay, Peru, Bolivia and Panama. Among the new licensees which will handle product under the Monument logo are: Companhia Brasileira de Discos de Brazil; Prodisa de Argentina in behalf of Asfona of Chile; Industrial Sono-Radio of Peru; Industries Imperio of Bolivia; Discos Istemenos of Panama.

The Fermata organization will handle the label's music catalogs in Brazil, Argentina, Uruguay and Chile.

All of the company's product on its Sound Stage 7 and Rising Sons labels will be released on the Monument brand in South and Central America, reports Bobby Weiss, international president, who lined up the distribution pacts.

## P.A. Tour for Bar-Kays Set

MIAMI—The Bar-Kays play here on Wednesday (30) and Thursday (31) before leaving for a four-day stay at Nassau, the Bahamas. The Volt septet performs at Brunswick and Augusta, Ga., on Friday (8) and Saturday (9) before an Aug. 13 appearance on the "Della Reese Show" in Hollywood.

Other August dates are Los Angeles' Whiskey Au Go Go (19-24), San Francisco's Fillmore West (26-28), Jacksonville, Fla. (29), and Mississippi State University (30). The group returns to Memphis before a series of college weekend dates in the fall. A European tour also is being lined up for November.

The act's new membership consists of James Alexander, Ben Cawley, Harvey Henderson, Michael Toles, Ronnie Gowden, Roy Cunningham, and Willie Hall. They appeared at Shea Stadium in New York on Monday (21) with James Brown, Joe Tex, Sam & Dave, Carla Thomas, Kim Weston, and Lloyd Price. They performed with Sly & the Family Stone in Paterson on Friday (25).

## AF Buys Master

PHILADELPHIA—Audio Fidelity has purchased the master of "A Lonely Girl" by Daryl Hall, which will be released on the Parallax label. The deal was set with Cellar Door Productions for John Madara Enterprises.

# WHICH WILL BE NO. 1 FIRST?

### 4 My Cherie Amour

Stevie Wonder, Tamla 54180

### 5 What Does It Take To Win Your Love

Jr. Walker & The All Stars, Soul 35062

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JERRY FULLER, Columbia Records pop a&r producer, center, Andy Williams, right, and Al Capps listen to playback of Williams' new single, "Live and Learn."





## SPOOKY TOOTH

Jimmy Miller (the Rolling Stones, Traffic) produced, Spooky Tooth performed. The result: a recently widening gulf in English hard rock is bridged. The new album is called *Spooky Two*, SP 4194.



**FAIRPORT CONVENTION  
AND SPOOKY TOOTH  
ON A&M RECORDS.  
GOOD SHOW!**

## FAIRPORT CONVENTION

England's *Zig Zag* magazine couldn't say enough about them. "When you go and see the Fairport Convention, you can't go wrong — they always impress... They're like a growing city... a sense of locality if you like... Everything is steeped in imagination... They don't put a foot wrong — lavishing care on each song so that each is a superbly arranged and polished entity." You get the idea. In their auspicious American debut; *Fairport Convention*, SP 4185.



# INSIDER'S REPORT

By MILDRED HALL

WASHINGTON — The Securities and Exchange Commission's June official summary of "insider" transactions reports trading by officers and directors and other holders of stock in the following companies of direct or related interest to Billboard subscribers. (Unless otherwise noted, transactions are in common stock, and Exchange stocks are reported first, followed by over-the-counter.)

**American Broadcasting Co.**—James C. Hagerty sold 1,000 shares, leaving 1,031.

**Ampex Corp.**—The following exercised option to buy: Thomas E. Davis 2,200 shares, giving him 3,950; D. F. Flanigan 1,320 shares, giving him this amount; Arthur H. Hausman 6,625 shares, giving him 10,025; Rein Narms 1,700 shares, for a total of 1,803; B. A. Olerich 2,300 shares, giving him 3,300; John L. Porter 1,150, giving him 1,475 shares; and E. A. Scaff 1,400 shares, giving him this amount.

**Capitol Industries**—Glenn E. Wallich sold 3,000 shares, leaving him 47,000. L. W. Dunn sold 5,000 shares, leaving him 5,635.

**Commonwealth United**—B. F. Breslauer exercised option to buy 1,300 shares, giving him 15,000. Peter Gettinger sold 1,549 shares, leaving him 116,494.

**Gulf & Western**—C. G. Bluhdorn bought 23,000 shares (erroneously reported as a sale in

May Insider report, SEC notes), plus 3,100, making June month-end holdings 345,617 shares held personally, 472,892 as corporation. P. J. Levin bought 25,000 shares, for wife, giving her 305,052 shares, and Levin had 279,949, plus acquisition of warrants in the amount of 50,000, for a total of 85,000 warrants. O. C. Carmichael Jr. sold \$1,507,455 of 5½ percent convertible debentures as family trust (erroneously reported in SEC's May Insider reports as common stock). He also disposed of \$1,077,000 in the 5½ percent convertible debentures held as trust, leaving \$11,087,400 in the debentures held as trust, \$1,593,300 as foundation; \$376,700 of the debentures held personally by Mr. Carmichael, and \$4,013,700 by wife.

**Handleman Co.**—David Strome sold 1,100 shares, leaving him 6,250.

**MCA**—Max Adler sold 5,000 shares, leaving 126,750 held personally, 1,900 by wife, 4,051 as trusts and 2,250 as foundation. F. E. Witt sold 2,765 shares, leaving him only 10 shares.

**3M**—William L. McKnight sold 10,000 shares leaving him 2,617,220 held personally and 1,673,203 by wife. Robert W. Mueller bought 6,000 shares, giving him 26,056. C. P. Pesek exercised option to buy 4,500 shares, giving him 25,714. W. S. Meyers exercised option to buy 2,000 shares, giving him 5,912.

## Command Into Moon Race With ABC News Assist

NEW YORK—A major entry in the Apollo 11 moonshot disk sweepstakes is Command Records' documentary, titled "Footsteps on the Moon—The Epic Flight of Apollo 11." ABC has commissioned Command to produce the disk. Joe Carlton, Command-Probe chief, who will make the disk in conjunction with Bob Morgan, expects to have the LP in the hands of dealers within 10 days.

Said Carlton: "We will have at our disposal the entire resources of the ABC news department, as well as the TV and radio networks; we will have the actual sounds and voices of the astronauts from blastoff to splashdown. Our documentary will also include a wrap-up and summation of this historic event."

Carlton added that rack

jobbers have requested the album. He predicted it would be a collector's item comparable to the New York Times' special issue on the moonshot.

Meanwhile, MGM Merchandising Corp. has announced that its single, "First Man on the Moon," featuring the voices of the astronauts, has passed the million and one-half mark.

Other documentaries are being prepared by Time-Life, the Columbia Record Club, Capitol, Bell, Buddah and Intrepid. In England, Philips will release an EP in a 12-page foldout sleeve (Billboard, July 26).

Another major space-oriented release is "Space Oddity" on Mercury. The disk, by David Bowie, reached the dealers two weeks ago and is regarded by Mercury as one of the most important singles released. It is getting a big drive.

## Pickwick's Net Soars by 42%

NEW YORK—Pickwick International, Inc., had a net income increase of 42 percent over fiscal year 1968. The increase was \$2,526,997 this year as against \$1,357,374 last year.

Earnings per share went to \$1.75 from \$1.26, while sales increased 17 percent to \$51,664,724 up from \$44,155,382.

Amos Heilicher, president of Pickwick International, revealed that the Heilicher Bros. division of the company has signed leases for eight new Musicland retail stores and a Pickwick card shop all located in the Midwest. These leases could mean an additional six to eight new stores annually for the next three years.

The board of directors of Pickwick International authorized, on July 5, the issuance of a 25 percent stock dividend, payable Tuesday (5) to holders of record July 22, 1969.

## New Repertoire From Europe For Cap. Prod.

LOS ANGELES — Capitol Production Music, the specialty branch of the Capitol Records' publishing operation which creates material for background purposes, is recording new repertoire in Europe.

Ole Georg, national director of the department which services film, advertising and broadcasting firms with music for background usage, is presently in Europe on a month's junket to develop new material for the catalog.

Georg's trip is a forerunner of a series of trips designed to develop an international flavor to the music available to American clients. Georg is also seeking to establish overseas representation for the department.

## Dome Distributors Adds Labels in N. Y.

NEW YORK—Bernie Block and Stan Drayson of Dome Distributors have set up exclusive New York distribution deals with the following labels: Fantasy, Galaxy, Soul Clock, Boo, and the Crewe Group of record labels.

## Ed Barsky Returns

LOS ANGELES—Ed Barsky, executive vice-president of Tetragrammaton Records, returned to his desk Monday (28). He had been out of action several months because of a heart attack.

## SINGLE OUT ON 'SHADOWS'

CHICAGO — With sales of Philips Records' "Dark Shadows" album approaching 100,000 last week, the label rush-released a single from the music based on the ABC-TV daytime series, doubled the number of markets where television spots appear, and expanded multimedia advertising to a point where product manager Lou Simon said the whole campaign will approach an expenditure of \$100,000. The single is entitled, "Shadows of the Night (Quentin's Theme)" backed with "I'll Be With You Always."

# Market Quotations

As of Closing Thursday, July 24, 1969

NAME	1969		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	21½	15	102	17½	16¼	16¼	-½
American Broadcasting	76½	56½	148	63½	57½	57¼	-5½
Ampex	44¼	32½	826	43¼	39¾	40	-3¼
Automatic Radio	43	20½	638	31	27¾	29½	+¾
Automatic Retailer Assoc.	117¼	99	100	103½	100¼	102	-½
Avnet	36½	14½	721	14½	13	13	-1¾
Capitol Ind.	52½	29	156	37½	34½	35¼	-2¼
Chic. Musical Inst.	33½	23	63	26½	23½	25¼	+2½
CBS	59½	44½	1938	52½	47¼	47½	-5¾
Columbia Pic.	42	29¾	547	31¾	29¾	30	-1
Disney, Walt	86¾	69¾	115	76	74¼	75¼	-¾
EMI	8½	5½	358	5¼	5½	5½	-¼
General Electric	98¼	84¾	1171	87½	84½	84½	-3
Gulf & Western	50¼	21½	1504	23¼	21½	21¼	-1¾
Handleman	48¾	35	737	44	40¼	43½	-1
Harvey Radio	25¼	16½	17	17¾	16¾	16¾	-¾
Kinney Services	39½	20½	1157	23½	20½	21	-2½
Macke Co.	29½	15¾	34	16½	16½	16½	-½
MCA	44½	24	303	27½	25	27	-1
MGM	44½	25	1556	35½	27¼	35	+5¾
Metromedia	53¼	19¾	352	21¼	19¾	20½	-1¾
3M	112¼	94	393	105½	103½	105	Unchg.
Motorola	133½	102¾	174	116	111½	113	Unchg.
North Amer. Phillips	48	35¼	192	44	42	42	-¾
Pickwick Int.	52(a)	32(a)	177	39½	34¼	38¼	-1½
RCA	48½	38¾	1183	40½	38¾	38¾	-1
Servmat	49½	28¾	151	32	28¾	28¾	-3½
Superscope	54¾	35¼	223	44	41½	42¾	-¾
Tenna Corp.	62¾	40½	225	46	44	44	-1½
Trans Amer.	38¾	23¼	1848	27¼	23¼	25¾	-1¾
Transcontinental Invest.	27¾	14¼	1176	15½	14¼	14½	-¾
Triangle	37¾	24¼	28	26¼	24¼	24¼	-1½
20th Century-Fox	41¾	18½	3217	21	18½	20	-¾
Vendo	32¾	17¾	91	18¾	17¾	17¾	-¾
Viewlex	35½	24½	111	27½	24¾	26	-¼
Whittaker Corp.	32¾	21	523	23¾	21¼	22¼	-1½
Wurlitzer	23½	16¼	37	16¾	16¼	16¼	+¼
Zenith	58	42¼	557	44	41½	41½	-2¾

As of Closing Thursday, July 24, 1969

OVER THE COUNTER*	Week's		
	High	Low	Close
ABKCO Ind.	5½	4½	4½
Audio Fidelity	3¼	3¾	3¼
Certron	40	34	34
Creative Management	14¼	13½	13½
Data Packaging Corp.	21	19¼	20
Fidelitone	4½	4	4
Sam Goody, Inc.	19	16½	18¼
GRT Corp.	23½	21½	21½
ITCC	9½	9	9½
Jubilee Ind.	21	18½	19½
Lear Jet	25¾	24½	25
Lin Broadcasting	9¾	7¾	8¼
Magnasynic-Craig	14¾	13½	13½
Merco Ent.	24	22	24
Mills Music	30½	29½	29½
Monarch Electronic Ind.	8¼	8	8¼
Music Makers, Inc.	14¼	13	12½
National Tape Dist.	44	41	41
Newell	21¼	18	18
NMC	10½	10	10
Omega Equity	2½	2	2
Robins Ind. Corp.	7½	6¾	6¾
Telepro Ind.	1¾	1¾	1¾
Trans Natl. Communications	6½	5¾	5¾

\*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.

## Prestige Repackages Key Artists in 'Best Of' Line

NEW YORK—Prestige Records has packaged material by some of their major jazz artists to start a "The Best of..." series. Taken mainly from recordings over the last 10 years, featuring saxophone and organ front lines, 12 albums are included in the initial release.

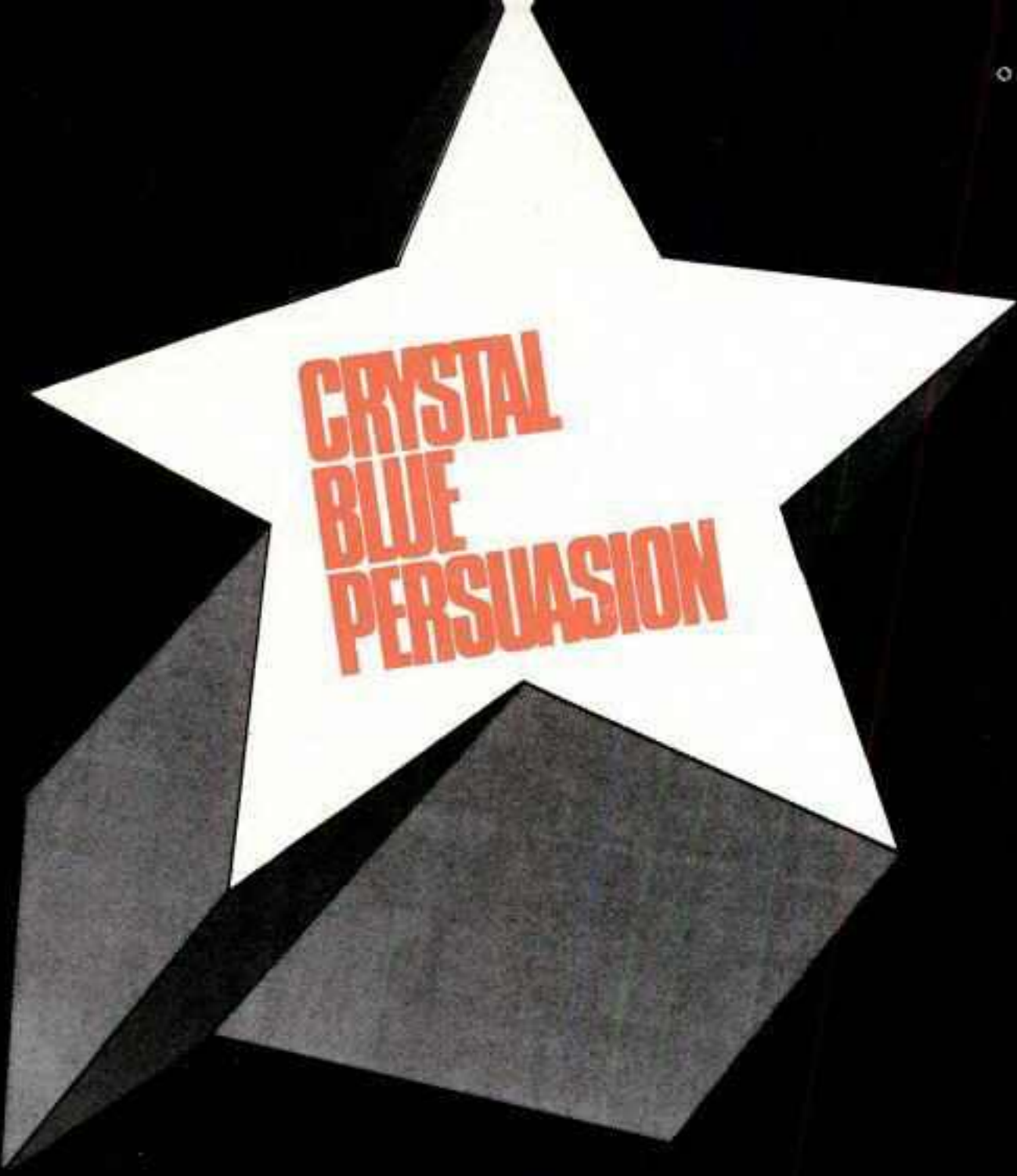
Saxophonists featured include Sonny Stitt, Stanley Turrentine, Gene Ammons, King Curtis, Eddie Lockjaw Davis, Arnett Cobb and Jimmy Forrest. Organ players are Shirley Scott, Brother Jack McDuff, Johnny Hammond Smith, Don Patter-

son and Richard Groove Holmes. Titles are: "The Best of Sonny Stitt" (PR 7701); "... Willis Jackson" (PR 7702); "... Richard Groove Holmes" (PR 7700); "... Brother Jack McDuff" (PR 7703); "... Don Patterson" (PR 7704); "... Johnny Hammond Smith" (PR 7705); "... Freddie McCoy" (PR 7706); "... Shirley Scott" (PR 7707); "... Gene Ammons" (PR 7708); "... King Curtis" (PR 7709); "... Eddie Lockjaw Davis" (PR 7710); "... Arnett Cobb" (PR 7711); "... Jimmy Forrest" (PR 7712).

# WHICH WILL BE NO. 1 FIRST?

**4 My Cherie Amour**  
Stevie Wonder, Tamla 54180

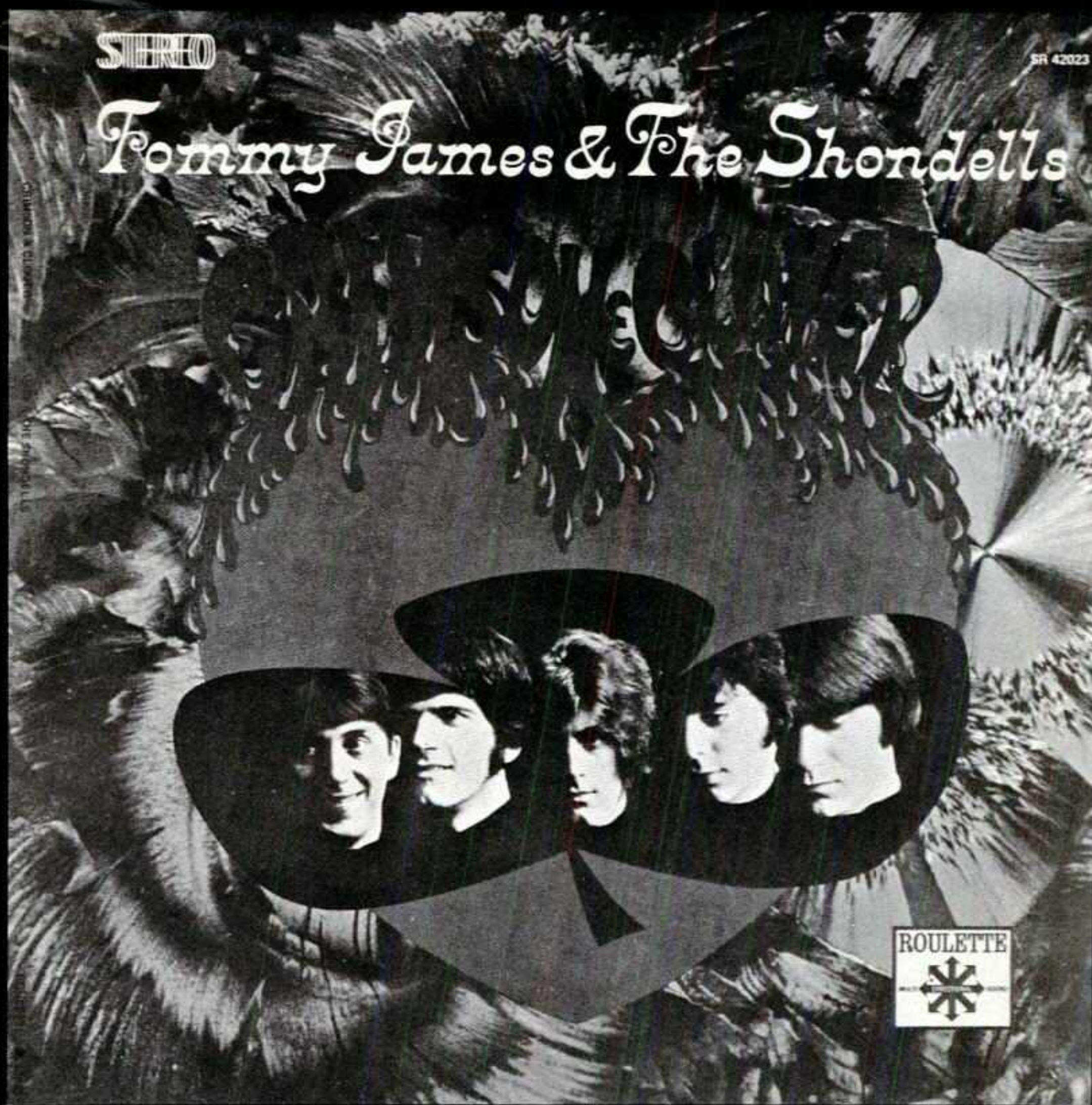
**5 What Does It Take To Win Your Love**  
Jr. Walker & The All Stars, Soul 35062



**CRYSTAL  
BLUE  
PERSUASION**



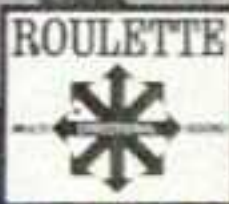
**CRIMSON  
AND  
CLOVER**



STEREO

SR 42023

*Tommy James & The Shondells*



TWO GREAT HIT  
SINGLES FROM ONE  
GREAT ALBUM

**CRIMSON AND CLOVER**

**TOMMY JAMES  
AND  
THE SHONDELLS**

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## A&M Closes Cartridge, Album Release Gap

LOS ANGELES — A&M's tape department has effected two moves aimed at achieving the ultimate goal of closing the gap between LP and cartridge release.

Tape division director Bob Elliott has hired an assistant, Art Leslie, to handle production assignments and the company has signed up with Columbia for custom duplicating.

Leslie, formerly with Certron (which along with ITCC has duplicated A&M's product), will

initially specialize in the technical aspects of the production of the cartridges and will then shift into sales. This program will allow Elliott to spend more time on outside sales, something he has been doing extensively during the past two months. Over that span of time, Elliott has visited 21 of the company's 27 distributors, gaining first-hand reports of distributor attitudes and explaining A&M's goals for its tape division.

There is definitely a concern for closing the gap between record and tape release, Elliott said. The affiliation with Columbia will allow for greater movement of product from the duplicator to the distributor and thence to the customer. Elliott  
*(Continued on page 14)*

## Muntz Unveils Cartridge City

SAN FRANCISCO—Muntz stereo-pak has opened its first company owned Cartridge City here, taking over a Van Ness location formerly run by a franchisee.

This downtown store gives Muntz its fifth company-owned music sales and player installation center. A sixth location is being readied for Burbank in Southern California.

Sam Pitassi is the general manager operating with a crew of eight, split evenly between sales and installers. The store at 2790 Van Ness is open seven days. Bob Spoon directs the operation of all the company-owned Cartridge Cities from the Van Nuys headquarters.

## Gauss & Saki As MCA Wing

LOS ANGELES — Gauss headquarter in Santa Monica, Electrophysics, which develops and manufactures tape duplicating equipment, and Saki Magnetics, which produces magnetic heads, have been merged into newly formed MCA Technology, Inc., a subsidiary of MCA, Inc.

MCA, Inc., had been the majority stockholder in the two Santa Monica-based firms, and is now majority stockholder in MCA Technology.

The new MCA subsidiary will with a lab being constructed in Torrance, said Daniel L. Ritchie, executive vice-president of MCA, Inc. Gauss and Saki will operate as divisions of MCA Technology.

Keith O. Johnson, formerly associated with Ampex and one of the founders of Gauss in 1965, will be president and technical director of MCA Technology. Eugene Sakasegawa, who founded Saki Magnetics in 1968, will be vice-president of the new company. Engineering vice-president is Kent D. Broadbent. William L. Cara, formerly with Kierulff Sound and Ampex, has been appointed marketing vice-president.

Ritchie said MCA contemplates additional acquisitions in the technology field, with emphasis on venture capital financing of such concerns.

## Safetech Launches Tape Player Line

LOS ANGELES — Safetech Corp., an auto accessory specialist, is moving into the tape player market with a line of cassette and 8-track units.

The company will market its line—four 8-track units and four cassette models—under the Soundtech label, with the units all in the Gemini series, said Harry Monheit, western sales manager for Soundtech.

The line was introduced last week at the Housewares Show in Chicago. The Soundtech products are manufactured in Japan.

Soundtech's line includes a

cassette-AM radio combination at \$39.95; a stereo cassette player/recorder (G-IV); a stereo cassette player/recorder - AM/FM radio (G-V), and a stereo cassette player/recorder - AM/FM multiplex (G-VI).

Also an 8-track stereo player (G-I) at \$129.95; an 8-track stereo player-AM/FM radio (G-II); an 8-track stereo-AM/FM multiplex radio (G-III), and an 8-track stereo player in combination with a cassette stereo player/recorder at \$239.95.

Monheit said distribution will be handled through Safetech's regular auto specialty outlets and newly formed distribution points.

## COL. CASSETTE RELEASE SET

NEW YORK — With RCA having released 40 titles in its first cassette release, Columbia, the second major holdout, is about to begin shipping its first cassette release in August.

The breakdown of the exact titles is expected to be revealed at the company's national sales convention in Los Angeles, on July 30 through Aug. 3.

## 500G Duplicating Firm Formed in N. Y. by Ligator

NEW YORK—A new \$500,000 cartridge and cassette duplicating firm has been formed here. Allison Audio, headed by Louis Ligator, will go into production in August and will turn out blank and prerecorded tapes in the cassette and 8-track configurations.

Ligator, formerly in the dress manufacturing business, said that his company believes there is room for improvement in the quality of cartridges and cassettes being produced today. "As a result," he boasted, "we're going to make 8-track and cassettes with better fidelity and quality than anything else now available. Our deliveries too are going to be a lot better than what is currently offered."

Ligator stated that his company had hired the best engineering staff available to the audio industry, to ensure that

the quality of his product would be second to none.

"We have also been joined by several respected businessmen who recognize the tremendous potential of the tape industry, and who have expressed their confidence by investing \$500,000 in the company," he said.

To ensure the highest possible fidelity and quality control, the company's production facilities located on 25,000 square feet of space at Bridge Road, Hauppauge, Long Island, are completely air-conditioned.

Allison Audio has purchased for its plant a complete line of Gauss duplicators, and its auxiliary equipment has been custom designed to special specifications. In addition, the company has full mastering facilities.

## MS Sales Sets Display Series for New Lines

CLEVELAND — MS Sales Corp., manufacturers' representative in Ohio for Pana Marketing, will hold a series of "Roadrunner" shows to display new product and discuss new marketing and merchandising ideas.

MS Sales will display equipment from seven companies it represents in the five major cities in Ohio. On display will be equipment from Belair Enterprises, portable 8-track players and home entertainment equipment; Sony/Superscope, tape recorders; Marantz, hi-fi compo-

nents; Electroponic; components and consoles; Estey, chord organs; Broadmoor, radios and TV's; Fridgette/National, compact appliances.

"The idea is to help retail outlets plan a successful sales season," said Carl Fuhst, general manager. "By giving outlets a preview of what to expect from the companies we represent."  
*(Continued on page 17)*

## Robins Debuts Storage Unit

NEW YORK—Robins Corp. has released a new 12-unit album for storing cassettes. The unit may be placed on a library shelf, desk top, end table or any other convenient place in the home or office.

Outwardly, the album resembles a library book with sturdy covers resembling Morocco leather. Inside, each cover holds six cassettes on moulded plastic compartments contoured to the standard cassette configuration. Each compartment has built-in stops to keep the tape from going slack. The covers measure 9¼ inches by 10¾ inches.

## ATD Opens 2d Factory Facility

LOS ANGELES—American Tape Duplicators has opened its second factory facility and shifted its vice-president Warren Gray to the new facility at 5066 W. Jefferson Blvd.

The new building houses shipping, quality control and a cassette duplicating operation. The firm's first factory at 5727 W. Jefferson, houses president Dick Allen plus duplicating, shipping, quality control plus a recording studio.

## A Special Case for Playtapes ... with a "Psychedaisy" Look



An entirely new carrying case jumping with color on the outside and filled with Playtape-size compartments on the inside. Designed by Ampak®.

Provides snug protection from dust and moisture for 24 Playtape cartridges. Trimmed with nickel-plated hardware and crystal plastic handle. Also available in Wedgewood Blue Kivar® with silver-stamped lid.

Write for information and literature.

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For Music "On-The-Go!"

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**TWO HITS ON ONE SINGLE!**

# **MAH-NA MAH-NA**

and

# **YOU TRIED TO WARN ME**

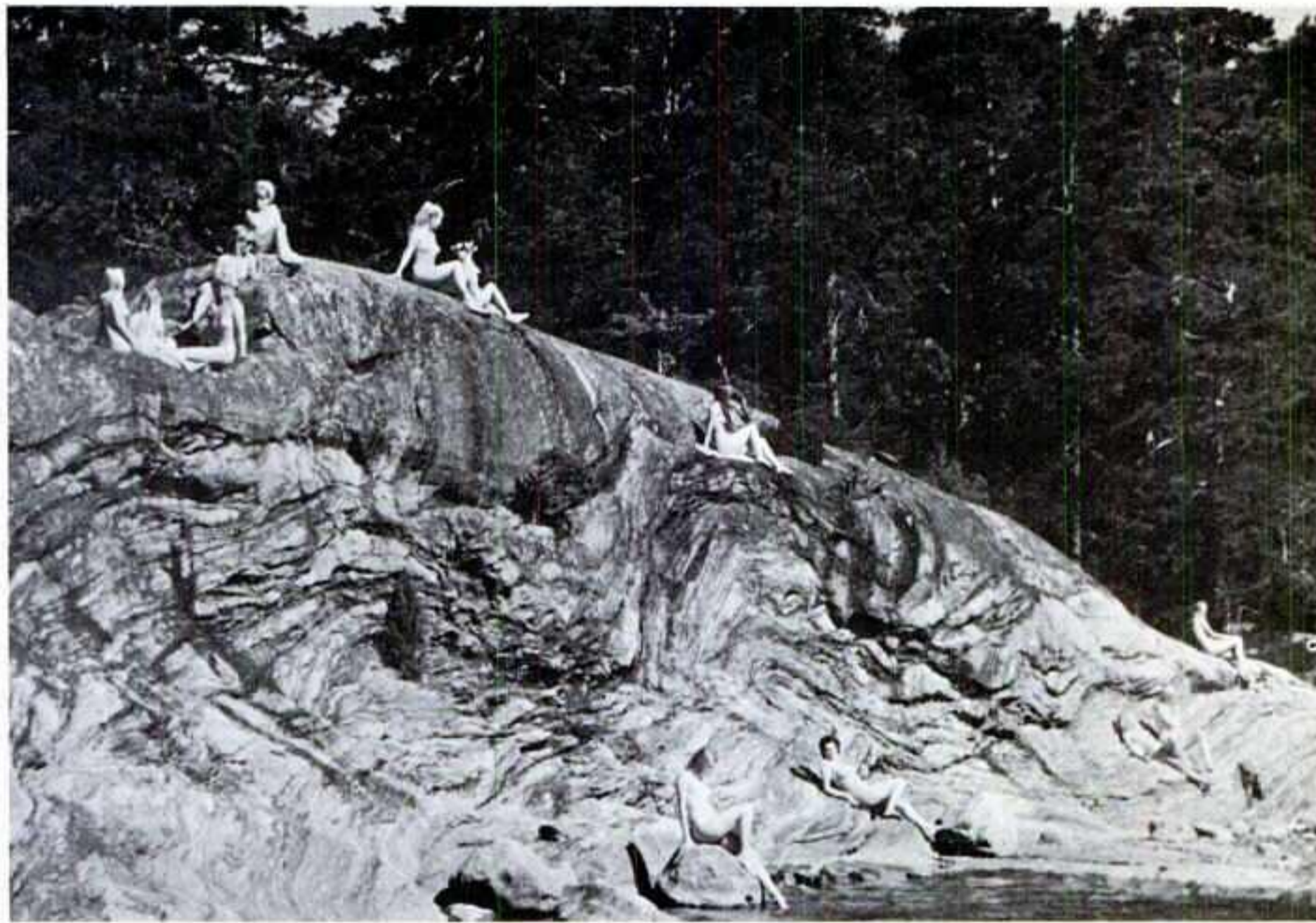
(Theme)

Both from the film—



*Sweden*

**HEAVEN  
AND HELL**



Written and directed by LUIGI SCATTINI — Photographed by CLAUDIA RACCA — Music by PIERO UMILIANI. Narrated by EDMUND PURDOM. AN AVCO EMBASSY FILM IN COLOR.

X

PERSONS UNDER  
17 NOT ADMITTED

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**EDWARD B. MARKS MUSIC CORP.**

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# GRT Introducing Incentive Program

LOS ANGELES — GRT is kicking off a major tape incentive program in August aimed at its more than 200 distributors.

The company revealed its "Mission Impossible" sales program to distributors through a tape-recorded message reminiscent of TV's "Mission Impossible" series.

"Through their sales performance, individual distributors can

determine what—and how many—prizes they win," said Herb Hershfield, GRT distribution sales division manager. "We have assigned sales quotas, and for every dollar sold above that quota, the distributor earns one point."

The prizes include Cessna 150's, Continental Mark III's, Clark fork lifts or Samsonite attache cases. Hershfield said that contest participants can either

accumulate points for bigger prizes, or cash them in for smaller ones during the five-month program.

Follow-up bulletins to distributors, carrying such news as additional prizes, high-point savers and redemption trends, will be issued regularly by GRT. Newsletters will carry the "Mission Impossible" logo.

## Happy Tiger Line to GRT

LOS ANGELES — Newly formed Happy Tiger Records has given its 8-track and cassette rights to GRT. Happy Tiger will also provide GRT with product from Era Records, with which it recently worked out a distribution agreement.

Among the acts on Happy Tiger are newly acquired Roberta Sherwood, and Lynn Kellogg of the New York cast of "Hair."

The label's other acts are Red Rhodes and the Detours, Priscilla Paris and Buddy Bohn.

Happy Tiger's executive team includes president Robert Reiter and Don Peake, a&r vice-president. Herb Newman operates Era.

## A&M Close Gap

• Continued from page 12

envisions an improved releasing program by around Sept. 1. Columbia has begun duplicating some of A&M's new releases, with full coverage for A&M product to become effective by early September.

# Audio Magnetics Sets Up Plant in India

LOS ANGELES — Audio Magnetics is setting up India's first tape manufacturing plant, Jai, Ltd. Audio Magnetics owns 49 per cent of the company.

Jai will be the first manufacturer of tapes in India, and the first year's output will be approximately 250,000 reels, said Jai Rao, technical director and a member of the company's board of directors. India has three companies that manufacture tape recorders.

About 75 percent of the company's first year sales will be to All India Radio, a government operated outlet, said Rao. "At the end of 1969, the company will begin producing product for the cassette market."

Jai will use equipment developed by Audio Magnetics, said Irving Katz, Audio Magnetics president and a member of Jai's board.

Initial shipment of machinery includes Audio's tape coating formula and 75,000 pounds of equipment and materials. Katz said Jai will receive technical assistance.

The new facility, 10,000-square-foot plant in Nassik, will employ about 20 persons. Georges Abitoul, Audio Magnetics vice-president and president of Audio Magnetics International, will supervise the development.

The Indian state of Maharashtra has granted Jai a business loan to help establish the company, said Rao.

# Add Tenton Nat'l Park To Pre-Taped Tours

NEW YORK — Auto Tape Tours, Inc. in cooperation with the National Park Service, has added Wyoming's Grand Tenton National Park to its growing list of pre-taped guided tours of the nation's federal wildlife sanctuaries.

The new visitor service which went into operation on July 10, enables sightseers driving through Tenton to hear about interesting aspects of the region while viewing them.

The entire operation involves a simple - to - operate tape recorder and slip-in cassettes with commentary produced jointly by Auto Tape Tours and the National Park Service.

The portable guide directs the gaze to sights that should not

be missed, and provides facts relating to the human and natural history of the park's 310,000 acres.

Sound effects of the wildlife, information about park facilities and mood setting musical interludes are also included in the presentation.

The cassettes along with rental recorders on which to play them, are available in the park at four locations of the Grand Tenton Lodge Company, as well as at the Jackson Hole Resort Association, Jackson, Wyo.

Other national parks in the U. S. presently offering this unique way of exploring are Great Smoky, Glacier and Rocky Mountain. They are also in Canada at Banff and Jasper.

# MAXIN JOINS KERBS FOR TAPE COMPLEX

NEW YORK—Arnold Maxin, former president of MGM Records, has joined Ed Feinstein of Kerbs and Co. to establish Cassette Communications Corp., a new tape duplicating and distribution complex scheduled to go into operation here by October.

The company will manufacture both cassette and 8-track configurations, concentrating mainly on the music and educational fields.

Maxin visualizes a phenomenal growth in the cassette industry because of its unlimited potential as an audio medium in music, education and industry. He does not, however, foresee diminishing sales in the record business, but anticipates instead, a continued growth of all configurations.

Other development plans for Cassette Communications Corp. include West Coast and Canadian operations, which Maxin hopes will meet the expected demand in the duplicating field over the next five years.



# MUNTZ

## CART-CHART

### New Release & Hit Index

### COMPATIBLE 4-TRACK CARTRIDGES

Order Inventory Stock No.	Album & Artist
<b>Muntz New Release Index</b>	
ABC-A-691	Gypsy People - Jan & Lorraine
*ABC-A-2271	The Solid Gold Hits/Vol. 1 - Various Artists
*ABC-A-2272	The Solid Gold Hits/Vol. 2 - Various Artists
*ABC-A-2273	The Solid Gold Hits/Vol. 3 - Various Artists
BEL-A-6036	"L.A., Memphis & Tyler, Texas" - Dale Hawkins
*4CL-180	Sausalito - Al Martino
*ABC-A-695	Doing His Thing - Ray Charles
*ABC-A-692	Truck Stop - Jerry Smith and His Pianos
ABC-A-690	File Under Rock - White Lightnin'
HIC-A-148	This Is Sue Thompson Country
*4CL-263	True Grit - Original Motion Picture Score - featuring the hit single "True Grit" sung by Glen Campbell (second printing)
*EKT-A-74039	The Original Delaney & Bonnie - This is H-O-T on the charts (second printing)
*MNT-A-18114	Black and White - Tony Joe White - featuring hit single "Polk Salad Annie" (second printing)
*MNT-A-18115	Gitarzan - Ray Stevens - featuring hot selling single "Along Came Jones" (second printing)

### Stereo Dateline Special!

### DEALERS, NOTE:

4-TRACK ENTERTAINMENT SHOULD BE RECOMMENDED FOR COMPATIBLE UNITS TO ASSURE MAXIMUM TROUBLE-FREE PERFORMANCE, GREAT FLEXIBILITY AND THE FINEST PROGRAMMING QUALITY. (FEWER SERVICE PROBLEMS FOR YOU, TOO!)



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VAN NUYS, CALIFORNIA 91406  
TELEPHONE (213) 989-5000

A WORLD OF STEREO SALES GIANTS FROM THE 4-TRACK GIANT AND ORIGINATOR OF THE CARTRIDGE CONCEPT.

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STEREO 8

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**CURRENT**  
*hits*  
**POP, GOSPEL & COUNTRY**

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FINEST QUALITY  
**8 track**  
**stereo**  
cartridge  
::tapes::

**\$3.99**  
retail

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**Spar tapes**

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NASHVILLE, TENNESSEE 37203  
PHONE (615) 244-1636

VERY SIMPLY STATED

# 3 DOG NIGHT

DUNHILL'S NEWEST SUPERGROUP



HAVE A NEW SINGLE

## EASY TO BE HARD

D 4203

ANOTHER GREAT SONG FROM "HAIR"

WE SUGGEST YOU GET IT QUICK!

EXCLUSIVELY ON  
DUNHILL RECORDS



# Tape CARtridge

## New Tape CARtridge Releases

### MUNTZ

**Motown**  
**DIANA ROSS & THE SUPREMES**—Let the Sunshine In; (2) PT 1039

### SOUTH'S LARGEST TAPE ONE-STOP 4 AND 8 TRACK STEREO CARTRIDGE TAPES

One day service.  
 Complete inventory all lines.  
 All orders shipped same day.  
 Write, Phone, Wire or Call Collect.

### STAN'S

728 Texas, Shreveport, La.  
 (318) 422-7182

**FOUR TOPS**—Now!; (2) PT 1042  
**DAVID RUFFIN**—My Whole World Ended; (2) PT 1043

### Playtape

**JOHN STEWART**—California Bloodlines; (2) 1031  
**BUCK OWENS** In London Live With the Buckaroos; (2) 1044  
**SANDLER & YOUNG**—Pretty Things Come In Twos; (2) 1032  
**NEIL YOUNG WITH CRAZY HORSE**—Everybody Knows This Is Nowhere; (2) 1045  
**MAMA CASS**—Bubble Gum, Lemonade & Something for Mama; (2) 1033  
**MARVIN GAYE & HIS GIRLS**; (2) 1046  
**THE DELLS** Greatest Hits; (2) 1034  
**LOU RAWLS**—The Way It Was—The Way It Is; (2) 1047  
**THE IMPRESSIONS**—The Young Mods' Forgotten Story; (2) 1035  
**NANCY WILSON**—Son of a Preacher Man; (2) 1048  
**MARVIN GAYE**—Too Busy To Think About My Baby; (2) 1036  
**JACKIE LOMAX**—Is This What You Want; (2) 1049  
**PETER, PAUL & MOMMY**—Day Is Done; (2) 1037  
**MILESTONES**—SRC; (2) 1050  
**FRANKIE LAINE**—You Gave Me a Mountain; (2) 1038  
**MERLE HAGGARD & THE STRANGERS**—Same Train, A Different Time; (2) 1051  
**THREE DOG NIGHT**—Suitable for Framing; (2) 1052  
**DIANA ROSS & THE SUPREMES**—Let the Sunshine In; (2) 1039  
**JR. WALKER & THE ALL STARS**—Greatest Hits; (2) 1053  
**JONI MITCHELL**—Clouds; (2) 1040  
**STEVE MILLER BAND**—Brave New World; (2) 1054  
**EDWIN STARR**—25 Miles; (2) 1041  
**CAROL BURNETT/MARTHA RAYE**—Together Again for the First Time; (2) 1055  
**FOUR TOPS** Now!; (2) 1042  
**MUSIC BY MASON WILLIAMS**; (2) 1056  
**DAVID RUFFIN**—My Whole World Ended; (2) 1043  
**GRATEFUL DEAD**; (2) 1057

### Reprise

**JONI MITCHELL**—Clouds; (2) PT 1040  
**NEIL YOUNG WITH CRAZY HORSE**—Everybody Knows This Is Nowhere; (2) PT 1045  
**JIMI HENDRIX EXPERIENCE**—Smash Hits; (2) 4RA 2025

### Soul

**JR. WALKER & THE ALL STARS**—Greatest Hits; (2) PT 1053

### Tamla

**MARVIN GAYE**—Two Busy Thinking About My Baby; (2) PT 1036  
**MARVIN GAYE & THIS GIRLS**; (2) PT 1046

### Tetragrammaton

**CAROL BURNETT & MARTHA RAYE**—Together Again for the First Time; (2) PT 1055

### UNI

**Diagig The FOUNDATIONS**; (2) UNI Y 73058  
**DESMOND DEKKER & THE ACES**—Israelites; (2) UNI Y 73059

### Warner Bros.

**PETER, PAUL & MOMMY**—Day Is Done; (2) PT 1037  
**MUSIC BY MASON WILLIAMS**; (2) PT 1056  
**GRATEFUL DEAD**; (2) PT 1057

### RCA VICTOR

### Calendar

**THE ARCHIES**—Everything Archie; (8) P8KO 1002

### Camden

**LIVING BRASS**—Music From the Graduate & Other Simon & Garfunkel Hits; (8) CBS 1068  
**LIVING GUITARS**—Little Green Apples & Other Country Hits; (8) CBS 1074  
**VARIOUS ARTISTS**—Sing Popular Country Songs; (8) CBS 1074

### Red Seal

**TELEMANN: 4 CONCERTOS FOR DIVERSE SOLO INSTRUMENTS**—First Chair Soloists/  
 (Continued on page 17)

# BEST SELLING Billboard Tape Cartridges

## 8-TRACK

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	BLOOD, SWEAT & TEARS Columbia	10
2	2	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	10
3	3	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	10
4	4	HAIR Original Cast, RCA Victor	10
5	5	3 DOG NIGHT Dunhill	10
6	7	AGE OF AQUARIUS Fifth Dimension, Soul City	6
7	8	GALVESTON Glen Campbell, Capitol	10
8	10	JOHNNY CASH AT FOLSOM PRISON Columbia	10
9	9	LED ZEPPELIN Atlantic	10
10	15	ASSOCIATION'S GREATEST HITS Warner Bros.-Seven Arts	10
11	11	THIS IS TOM JONES Parrot	4
12	13	GREATEST HITS Donovan, Epic	10
13	6	NASHVILLE SKYLINE Bob Dylan, Columbia	9
14	14	FROM ELVIS IN MEMPHIS Elvis Presley, RCA Victor	2
15	16	ROMEO & JULIET Soundtrack, Capitol	5
16	18	CLOUD NINE Temptations, Gordy	10
17	17	WARM SHADE OF IVORY Henry Mancini, RCA Victor	2
18	19	HAWAII FIVE-O Ventures, Liberty	3
19	20	BEATLES Apple	4
20	—	TOMMY The Who, Decca	1

## CASSETTE

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	AGE OF AQUARIUS Fifth Dimension, Soul City	6
2	2	HAWAII FIVE-O Ventures, Liberty	8
3	3	ROMEO AND JULIET Soundtrack, Capitol	5
4	6	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	10
5	4	GALVESTON Glen Campbell, Capitol	10
6	8	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	10
7	7	ASSOCIATION'S GREATEST HITS Warner Bros.-Seven Arts	10
8	10	BEATLES Apple	10
9	5	WICHITA LINEMAN Glen Campbell, Capitol	10
10	9	TIME PEACE/GREATEST HITS Rascals, Atlantic	9
11	12	TOM JONES—LIVE Parrot	7
12	13	HELP YOURSELF Tom Jones, Parrot	8
13	—	THIS IS TOM JONES Parrot	1
14	14	CLOUD NINE Temptations, Gordy	8
15	15	TOUCH OF GOLD Johnny Rivers, Imperial	2

## 4-TRACK

This Week	Last Week	TITLE—Artist, Label	Weeks on Chart
1	1	BLOOD, SWEAT & TEARS Columbia	8
2	5	THIS IS TOM JONES Parrot	2
3	3	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy	10
4	6	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco	10
5	7	3 DOG NIGHT Dunhill	9
6	2	NASHVILLE SKYLINE Bob Dylan, Columbia	8
7	4	AGE OF AQUARIUS Fifth Dimension, Soul City	5
8	9	LED ZEPPELIN Atlantic	6
9	—	GOLDEN GRASS Grassroots, Dunhill	1
10	10	TIME PEACE/GREATEST HITS Rascals, Atlantic	3

Billboard SPECIAL SURVEY For Week Ending 8/2/69



## TelePac COMPACT CASSETTES

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## Packard Bell Promo Pack

LOS ANGELES — Packard Bell is introducing a stereo cassette tape promotion pack to help merchandise its new cassette recorder/player (model TRA-14).

The promotion package consists of six prerecorded cassettes and six 60-minute blank stereo cassettes. It's the company's initial cassette promotion after previously being involved only in 8-track merchandising concepts.

Saul Bihari's Crown is duplicating Packard Bell's cassettes, with dealers receiving banners, counter cards, and other point-of-sale background material to promote the \$99.95 unit.

The company also ties in its tape promotions with its line of stereo consoles, said C. J. Foster, Packard Bell sales promotion manager. "Tape players, records headphones and cartridges are available in two different packages at discounts to dealers purchasing stereo consoles," he said.

The cassette tape promotion includes "Beautiful Hawaii," by the Polynesians; "Era of the Big Bands," with Harry James, Tommy Dorsey, Duke Ellington and Benny Goodman; "Songs of the Golden West," by Buddy Bregman; "Persistent Percussion;" "Golden Hits With the Mexicali Brass," and "Kings of Dixieland."

## Complex 3, Ampex Deal

NEW YORK—Paul Jonali's Complex 3 has entered a three-year agreement with the Ampex Corp. to supply that company with six albums a year.

The artist management-record production - music publishing company produces the Children of God — an underground group — for A&M Records.

Complex 3's publishing and management divisions are purchasing masters, tapes and other properties to be used for Ampex, as well as for other deals being negotiated. The company has also been building a record and publishing catalog during the past year and a half in anticipation of the Ampex agreement.

Ampex product manager, Jack Woodman, said that his firm will embark on a strict promotional effort to promote the new releases through its distributors and promotion people. He further stated that he felt his company had an obligation to assist its independent producers and record companies.

Jonali, who said that Complex 3 is in the market for new and undiscovered talent, is producing a musical TV variety series for a major network.

## MS New Lines

• *Continued from page 12*

sent," he said, "they can better plan their selling seasons."

Rod Pierce, Belair marketing vice-president, said the company is making special arrangements in meeting dealers to outline the Belair product line.

Roadrunner schedule:

Dayton, Holiday Inn, Monday (28)-Thursday (31); Cincinnati, Holiday Inn, Aug. 4-7; Toledo, Town House Motel, Aug. 11-13, and Cleveland, Holiday Inn, Aug. 18-22. A showing also was held in Columbus, July 21-23.

AUGUST 2, 1969, BILLBOARD

## New Tape CARtridge Releases

• *Continued from page 16*

Philadelphia Orch. (Ormandy); (8) R85 1126

CHET PICKS ON THE POPS—Chet Atkins/Boston Pops (Fiedler); (8) R85 1129

VICTORY AT SEA—Robert Russell Bennett; (8) R85 1131

RCA Victor

GLENN YARBROUGH—Time To Move On; (8) P85 1446

HUGO MONTENEGRO—Moog Power; (8) P85 1465

TITO PUENTE—Dance Mania; (8) P85 1466

JIM ED BROWN—Jim Ed Sings the Browns; (8) P85 1469

THE NASHVILLE BRASS Featuring DANNY DAVIS Play More Nashville Brass; (8) P85 1470

STEVE LAWRENCE—I've Gotta Be Me; (8) P85 1473

BOBBY BARE—(Margie's At) The Lincoln

Park Inn & Other Controversial Country Songs; (8) P85 1474

PORTER WAGONER & DOLLY PARTON—Always, Always; (8) P85 1481

JACK JONES—A Time for Us; (8) P85 1490

LYNN ANDERSON—Promises, Promises/Big Girls Don't Cry; (8) P85 5001

HENRY MANCINI—A Warm Shade of Ivory Our Man in Hollywood; (8) P85 5071

### PRESTIGE

Prestige

EDDIE JEFFERSON—Body and Soul; (8) 61

JOHN COLTRANE—The First Trane; (8) 62

MILES DAVIS—Walkin'; (8) 63

RICHARD "GROOVE" HOLMES—The Healin' Feeling; (8) 64

BROTHER JACK McDUFF—For Beautiful People; (8) 65

GENE AMMONS—Jungle Soul; (8) 66

RICHARD "GROOVE" HOLMES—Misty; (8) 67

MILES DAVIS—Greatest Hits; (8) 68

RICHARD "GROOVE" HOLMES—Soul Message; (8) 69

YUSEF LATEEF—Eastern Sounds; (8) 70

BROTHER JACK McDUFF—Screamin'; (8) 71

GENE AMMONS—Jug; (8) 72

Say You Saw It in  
Billboard

# "Scotch" Brand Cassettes prevent tape hangups

## Here's the inside story.

"Scotch" Brand builds in trouble-free performance with exclusive features:

**Famous "Dynarange" Magnetic Tape** provides highest possible fidelity at slow recording speed. A slick, tough coating affords smooth tape travel, resists oxide ruboff, assures long tape life.

**Precision-molded case** is high-impact plastic, features permanent ultrasonic sealing, large integral window. Color coded for recording time.

**Anti-friction shields** combat tape hangups. Exclusive, ultra-smooth material reduces drag. Bowed shape guards against uneven tape wind.

**Fixed tape guides** help prevent "wow" and "flutter" often caused by imperfect roller guides. Splined design cuts friction and drag.

**One-piece hub locks** leader tape securely, eliminates "bump" that can distort tape in winding.

**Unitized pressure pad** conforms to recorder head to insure better tape contact.

**Profit extras:** Full "Scotch" Brand line includes 30, 60, 90-minute cassettes in album-style or postal-approved plastic containers. Plus C-120 in album only. See your "Scotch" Recording Tape Representative for details on free sales-boosting merchandisers and the new 1969 reseller "Program for Profit."

**3M COMPANY**

"SCOTCH" AND "DYNARANGE" ARE REGISTERED TRADEMARKS OF 3M COMPANY.

## Creedence Clearwater, Aum Big Fillmore East Successes

NEW YORK—Aum proved an exciting surprise as the West Coast trio opened the Fillmore East's first show on July 19, the third of four weekend appearances. The excitement sustained through the closing Creedence Clearwater Revival, one of America's top groups.

While Aum's debut album on Sire stressed blues, the group's performance also supplied good rock and an exceptional number in "God's Back in Town," which has strong hymn-like sections with all three members on vocals plus strong rock to produce a meaningful number.

Lead guitarist Wayne Ceballos, the unit's lead vocalist, is a performer to be reckoned with. Not only is he an exciting singer, but has a winning stage presence. His guitar work also was fine as he shared instrumental honors with bass guitarist Ken Newell and drummer Larry Martin, both of whom were strong throughout.

Their own "Bye, Bye Baby" was a good hard number and gave Newell and Martin ample opportunity to display their instrumental prowess. Martin's drum solo stood out. Ceballos was exceptional vocally and in-

strumentally in Ray Charles' "Georgia on My Mind."

Epic's Terry Reid, a remarkable young talent, had the difficult task of following Aum's powerful set. Reid, a sensational performer in more intimate clubs, didn't fare as well in the large theater. Curiously, his most effective selection was a departure from the hard blues of most of his set. In "July," a folk-blues, without drums, Reid's communication was almost breathtaking. The best of the harder material were "Tinker Tailor" and his new single, Donovan's "Super Lungs (Super Girl)," which also are on his forthcoming Epic album. Only 19, this British artist can develop into a big star. He has the talent for it.

Another big talent, one who made it big, followed: John Fogerty, lead guitarist of Fantasy's Creedence Clearwater Revival and possessor of one of the most-distinctive voices on the pop scene. The almost incredible thing about this quartet is that they can produce the identical sound in live performance as on their string of hit recordings.

And all the numbers are good! The group began with a big one in "Born in a Bayou" and never let up. Combining old-style rock, with its blues and country influences, with the longer instrumentals of today, the group was electric. Fogerty also is a brilliant guitarist who can hold his own in these instrumentals. Drummer Doug Clifford was a tower of strength with his steady beat, ably aided by bass guitarist Stu Cook and rhythm guitarist Tom Fogerty.

(Continued on page 20)

## Cocker Shakes, Rocks & Souls; 'Dead' Alive

NEW YORK—The Pavilion, an outdoor rock ballroom that is really a remnant of the 1964 World's Fair, opened July 11 with a large crowd cheering through several hours of heavy rock played by Tribe, Joe Cocker and the Grease Band, and the Grateful Dead.

The former New York State Pavilion is a unique place to listen to music, with the multi-million-dollar unisphere in plain view and a huge map of New York State painted on the floor of the "ballroom" creating a sur-

realistic atmosphere. Despite acoustics which made hearing a problem in some parts, the Pavilion offers a relaxed atmosphere which facilitates moving around, dancing, or hanging out, making it a kind of East Coast, outdoor Fillmore West. The musical highlight of the evening was Joe Cocker and the Grease Band. Cocker is one of the top rock personalities around today. With a presence that dominates and a voice that can really wail, he goes through the most well-known material, leaving the listener stunned with the freshness and excitement that he returns to it. The A&M artist takes Dylan songs, Beatles songs and Ray Charles songs and makes them all sound like they were written just for him. Writhing his arms, twisting around the stage and making every note that he sings come alive, he exudes a quality that could only be described as soul, while creating the sexual excitement that is what good rock is all about.

Cocker is a hard act to follow, but the Grateful Dead were up to the task. Bringing the crowd to its feet, the underground favorites were at their best when playing their recent country-flavored numbers like "Dupree's Diamond Blues," which is from their current Warner Bros. LP, "Aoxomoxoa." They also did quite a bit of their old blues-influenced material like "Hard to Handle" and, of course, "Sittin' on Top of the World" but it sounded stale compared with their newer work.

Also on the bill was Tribe, a jazz-blues group from the Bronx. With Tom Miller on sax, Craig Justin on drums, Dion Grody on guitar and Lanny Brooks on bass, they produce a polished sound which will undoubtedly attract a record company.

DAN GOLDBERG

## Zeppelin Lands To Big Cheers At Musicarnival

CLEVELAND — The Led Zeppelin made a four-point landing at Musicarnival here during the Eagle movement on the moon. The British quartet had a sold-out audience of 2,574 stomping, clapping and dancing in the aisles during their five song stint.

Jimmy Page, former anchor man for the Yardbirds, received a standing ovation for his bluesy solo "White Summer." But the group hit their highest stride in the last part of their 10-minute "Dazed and Confused" when Page, singer Robert Plant, drummer John Bonham and bass guitarist John Paul Jones sailed in a tight, together jam.

Plant shakes and bumps like a burlesque headliner, swings the mike like a lariat, comes across with the funky finesse of a male Janis Joplin.

The Atlantic group scored with encore "Communications Breakdown." A local group, the James Gang, also received a standing ovation.

JANE SCOTT

## Spencer Davis Group Offers Unpretentious Musical Rock

NEW YORK — The English invasion continued as two first rate groups of her Majesty's subjects played at the Schaefer Festival in Central Park on Aug. 2.

The Spencer Davis Group, now on Columbia, who have not been here in some time, were the first to perform, and despite some personnel changes, they continue to be one of the most unpretentious, and one of the most musical of the British groups. They are kind of a soft

hard rock group, seducing the audience with song rather than intimidating it with sound. Their whole approach to performing is refreshing.

Led in spirit by Davis himself, who gives the impression that he is just a long-haired English farm boy who somehow stumbled on stage, and just discovered that other people like music too, the group played an eclectic but continuous set.

The real musical star of the group is Ray Fenwick, lead guitarist and vocalist. He seems to have an arrangement with his guitar whereby it will do anything he wants it to do. His solo interpretation of "Season of the Witch" kept the usually noisy park audience in stunned and appreciative silence. The group's best number is still "I Wash My Hands in Muddy Water," country material.

The overflow crowd had really come to see Ten Years after. This blues quartet has had such an amazing string of New York successes that they received a standing ovation even before they started to play. There was no trace of self-doubt here, they were at home. And an experienced and confident rock band, like a lover, is the most effective kind.

Some of the more spectacular moments included Ric Lee's drum solo which would have made Ginger Baker blink, with awe, Leo Lyon's bass, it was hard to say which was in control, and of course Alvin Lee's guitar and vocals which make him a genuine superstar.

DANIEL GOLDBERG

## Coast Fest to Feature Jazz

LOS ANGELES — Jazz will be spotlighted at the first annual Concord Summer Festival, Aug. 26-31 in the Northern California community. Acts announced for the outdoor event in Concord Boulevard Park are Erroll Garner, Vince Guaraldi Trio, George Duke Trio, Jean Luc Pn-Ponty, Tom Scott, Gary Barone, Lalo Schifrin, Don Ellis Band, Carmen McRae, Buddy Rich Band, the Romeros, Amici Della Musica, Oakland Symphony.

## Miss Kazan's Talent Fresh With Sophisticated Flair

LOS ANGELES — Lainie Kazan made her impact at the Century Plaza's Westside Room as a fresh, wonderfully talented singer who immediately commands your attention.

The MGM artist doesn't bother with all the razzamatazz. Her music runs from saccharine-sweet to sexy to swinging. All of it punctuated with sophisticated flair. Miss Kazan's repertoire doesn't get buried in the clutter of excess.

An intimate delivery, with her voice ranging from low-key to lofty, enables Miss Kazan to vary the mood from upbeat to

melancholy. The readings are compelling and natural.

John Hammond's arrangements blended well, allowing Miss Kazan great latitude with "Both Sides Now," "Summertime," "Johnny One Note" and "Sunny." It would be difficult to improve "If You Go Away" and "Porgy," both delivered with freshness and zest.

Miss Kazan received excellent side support from Hammond, piano; Lloyd Morales, drums; Malcolm Smith, bass; Ron Anthony, guitar, and Al Pellegrini's house orchestra.

BRUCE WEBER

## Les McCann Trio Scores Impressive Debut in Britain

LONDON—Making its first appearance in Britain, the Les McCann Trio opened at Ronnie Scott's Club on July 14 for two weeks and although a heat wave cut attendance on the opening night, the Trio scored a hit with an audience which was liberally laced with the "tweenage" generation of pop-jazz fans.

McCann's music, strongly rhythmic and compounded of blues, gospel and rock elements, is honest, workmanlike and generally happy jazz-rock which bristles with personal trademarks — like the machine gun type semi-quavers on the keynote in the left hand — and is propelled along irresistibly by the majestic dark brown bass of Leroy Vinnegar and the tight drumming of Donald Dean.

It makes no demands on the intellect, but it stimulates the adrenalin. For the first time ever in the club, people were dancing among the tables when the trio played "The Shampoo."

McCann's playing is that of a man who knows where he wants to be and heads straight for it. The Trio is very much together and although the prevailing musical framework is a steady, funky, 36-bars-to-the-

minute lode, McCann plays ballads like "Roberta" and "You Are My Heart's Delight" with great sensitivity and soul. He also has an appealing voice which came across well on "With These Hands" and the compelling protest song "Compared to What."

Appearing opposite the Trio is a very fine British group, the Affinity, who play a lively com-

(Continued on page 20)

## Tyrannosaurus Sets U. S. Tour

SAN FRANCISCO — Blue Thumb's Tyrannosaurus Rex begins its first U. S. tour at Family Dog on the Great Highway here Friday (8) through Sunday (10). Other August dates are Los Angeles' Thee Experience (11-13), New York's Cafe Au Go Go (15-21), Chicago's Kinetic Playground (22-23), and the San Antonio Pop Festival in Houston (29-30).

The duo also plays the Boston Tea Party, Sept. 4-6; Philadelphia's Electric Factory, 9-11; Detroit's Grande Ballroom, 12-13, and Seattle's Eagles Auditorium, 19-20.

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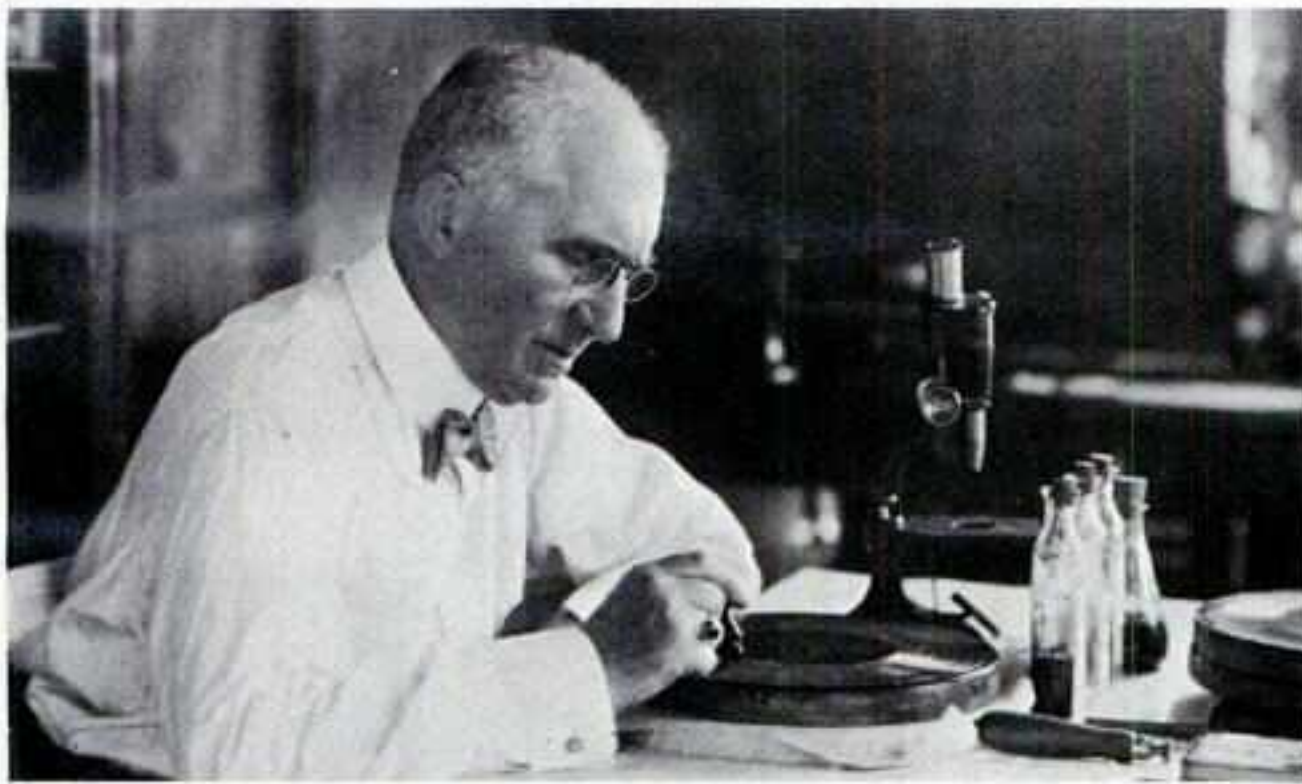
## EMILE BERLINER

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- ★ DISC RECORD
- ★ GRAMOPHONE
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- and
- ★ CREATED THE TRADE MARK, "His Master's Voice"
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- 1851 ▪ Emile Berliner is born in Hanover, Germany.
- 1870 ▪ The *Hammonia* arrives in New York harbor carrying Mr. Berliner.
- 1876 ▪ Emile Berliner invents the *microphone*, which passed the limits of scientific credibility at the time.
- 1877 ▪ On April 14 Mr. Berliner files his *caveat* in the patent office for the battery-operated *loose-contact* microphone, still used in every telephone in the world today. Being penniless, he prepares his own application, later to be deemed unrivaled for its accuracy and completeness.
  - On October 16 Emile Berliner files patent application for microphone step-up transformer. Patent issued January 15, 1878 and use of the carbon microphone transformer becomes world standard in 1879.
  - T. A. Watson, representing Dr. Alexander Graham Bell, tells Mr. Berliner, "We will want that; you will hear from us in a few days," signalling the acquisition of the Berliner microphone by the Bell Telephone Company.
- 1878 ▪ Francis Blake develops *carbon button* microphone improvement but is unable to make it perform properly. Bell System calls Emile Berliner who succeeds in making it commercially reliable. Today's telephones use Bell-Berliner-Blake system... telephony's "Three B's."
- 1879 ▪ Then—powerful Western Union Telegraph Co., relying on a worthless Edison microphone and patent, concedes validity of fledgling

Bell-Berliner patents and abandons its telephone activities, paving the way for the Bell System's becoming the world's largest corporation.

- 1887 ▪ Emile Berliner invents the disc record and coins the word, *gramophone*. He invents the disc player and the method of mass producing records from metal stampers. Our disc record business is born.
- 1890 ▪ Germany's Dr. Werner von Siemens, *Excellenz* Heinrich von Helmholtz, Berlin Electro-Technical Society, Imperial Patent Office salute Emile Berliner and declare the gramophone superior to Edison's cylinder phonograph, as published in the *New York World* newspaper on February 5th.
- 1897 ▪ United States Supreme Court, Mr. Justice Brewer presiding, sweeps aside patent interferences and declares the former immigrant boy the true and sole inventor of the microphone.
- 1898 ▪ Mr. Berliner forms the now-giant Deutsche Grammophon Gesellschaft mbH (Polydor).
- 1900 ▪ Emile Berliner registers painter Francis Barraud's design of his dog, "Nipper," listening to "His Master's Voice" on a Berliner gramophone. It later becomes world's second most famous trade mark.
  - Thomas Edison sues Emile Berliner for phonograph patent infringement. Court rules gramophone and disc diametrically opposed to cylinder "phonograph" and *does not infringe*. Emile Berliner, though vindicated, is financially ruined. Eldridge Johnson acquires Berliner Gramophone Company and renames his firm the Victor Talking Machine Co. in recognition of Mr. Berliner's court victory.
- 1902 ▪ The great Enrico Caruso agrees to make *disc* records and all other *name* artists follow. The doom of the cylinder is sealed. Discs become the leading home entertainment medium.
- 1907 ▪ Mr. Berliner brings pure-milk laws to Washington, D.C.
- 1913 ▪ Franklin Institute, Philadelphia, awards its highest honor, the Elliott Cresson gold Medal, to Emile Berliner in May, exactly 25 years after the disc's birth.
- 1918 ▪ AT&T president Theodore N. Vail (and in 1924 president H. B. Thayer) proclaims that the Bell System recognizes only Emile Berliner as the inventor of the *telephone transmitter*. The Berliner name actually appears on many German and French telephones.
- 1929 ▪ Radio Corporation of America acquires Victor.
  - Emile Berliner passes.

The **MAKER OF THE MICROPHONE AWARD** is presented annually in memory of **EMILE BERLINER**, to recognize "an outstanding contribution to the world of sound." Any person or firm making any significant contribution to audio is eligible. The trophy will be presented only 25 times. Winners are:

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| 1964 ★ GODDARD LIEBERSON  | 1968 ★ KTBT RADIO/<br>TELAUDIO CENTRE |
| 1965 ★ DR. HARRY F. OLSON | 1969 ★ NARAS                          |
| 1966 ★ BELL SYSTEM        |                                       |



MAKER OF THE MICROPHONE AWARD ▪ OLIVER BERLINER, Director ▪ BOX 921 ▪ BEVERLY HILLS, CALIFORNIA 90213

## Tom Jones Appeals With Romantic and Sexy Show

LOS ANGELES—The combination of screaming teens and applause from appreciative adults marked the Greek Theater debut of Tom Jones Monday (7). The Welsh singer, straight from a successful engagement in Las Vegas, exploded his full-voiced romantic vocal style, punctuated with sexy dance body-movements for an audience which combined the starry eyed adulation of young girls with the reserved enthusiasm of their parents.

Jones worked very hard at maintaining the image of England's newest sex symbol and he romped through 15 songs which often sounded like a jukebox replay of his recent hits.

His own British rhythm sec-

tion and musical arranger Johnnie Spence aided a large pickup orchestra in providing a solid beauty to his powerful, soulful voice. This Jones boy could do no wrong and his contemporary versions of "I Can't Stop Loving You" and "Twist and Shout," for example, kept the temperature on stage in the torrid zone, while outside in the amphitheater it was a bone-chilling evening.

RCA's Friends of Distinction, the opening act, offered a mediocre performance, lacking in excitement or strong vocalizing. Together they sounded pleasant, but when Jessica Cleaves soloed, she displayed a disappointingly weak voice. The group needs more work on its stage presence.

ELIOT TIEGEL

## Space Brings Latin Rock To New East Side Club

NEW YORK — Space, the first group to play Zodiac, a new East Side club, proved a promising Latin-rock unit with a good strong-voiced vocalist in Tessie Calderon. George Calderon, Tessie's husband, shared lead vocals in fine style.

Space, a Puerto Rican sextet, relied mainly on material from their forthcoming album on Hand, which will be distributed by Capitol. "Loiza" was a good

joint vocal for George and Tessie Calderon, with some real belting by Tessie.

"Smile," the old standard, had the couple alternating vocals. Tessie's singing was outstanding with her rich, firm voice, while George was good and bluesy. A cool Latin instrumental, "Song for My Father," the only number in the first set not from the album, saw good instrumental leads by lead guitarist Billy Soto and organist Carlos Munoz.

George Calderon, who played bass and rhythm guitar during the set, also had a good guitar section, while Tessie on conga drums, Bob Puras on bass guitar, and Amury Lopez on drums, supplied steady rhythmic support.

Zodiac, which plans to showcase new acts with dancing, seems to be off on a good start.

FRED KIRBY

## British Quartet Gives Promising Set at Ungano's

NEW YORK—Free, a promising young British blues rock quartet, gave a good first set at Ungano's on July 17. The A&M group, which is playing some dates with Blind Faity, has a fine vocalist in Paul Rodgers and first-rate rhythm musicians in bass guitarist Andy Fraser and drummer Simon Kirk. Paul Kosoff played lead guitar in good blues style.

"Moon Shine" was a fine slow blues for Rodgers, whose performance was toned down from his recent Madison Square Garden appearance, and Kosoff. B. B. King's "It's a Mean Old World" also gave the instrumentalists ample opportunity to display their wares as the beat of Kirk and Fraser stood out. "Trouble on Double Time" was another good one. When Free develops a more individual style, the group could go places.

FRED KIRBY

## Adler, Phillips on UA Film Prod. Tie

NEW YORK — Lou Adler and John Phillips will produce a film for United Artists Corp. on the lives of poets Byron and Shelley and the latter's wife,

## From The Music Capitals of the World

(DOMESTIC)

### NEW YORK

Epic's Terry Reid and Sire's Aum open at Ungano's on Monday (28). . . . RCA's Jefferson Airplane, Decca's Who and BluesWay's B. B. King headline at the Berkshire Festival at Tanglewood on Aug. 12 with the Joshua Light Show in a program entitled "From the Fillmore," presented by Bill Graham. . . . Mr. Flood's Party is recording their second album for Cotillion. . . . Bobby Bryant of World Pacific Jazz and his orchestra will be the "orchestra in residence" at the 12th annual Monterey (Calif.) Jazz Festival. . . . Polydor's Chris Farlowe will appear in the Yorkshire Television special, "Master of Pop," which will be shown in the U. S. on Thursday (7). He will sing one number with Atco's Julie Driscoll.

United Artists Boffalongo play the Electric Circus from Tuesday (29) through Sunday (3). . . . Eddy Arnold and Hugo Montenegro, RCA artists, will give a concert in London's Albert Hall on Sept. 19. . . . Atco's New York Rock & Roll Ensemble play Los Angeles' Troubadour, Aug. 12-17 and San Francisco's Fillmore West, Aug. 19-21. The group performs with the San Francisco Symphony at San Jose Civic Auditorium of Friday (1) and Thursday (7), and appear with the New York Chamber Soloists at Stanford University on Sunday (3). . . . "Arranger's Holiday" is slated for Thursday (7) at the Fastman Theater in Rochester, N. Y. to celebrate 10 successful years of the Arranger's Workshop.

Garry Sherman will direct the orchestra, made up of members of the Rochester Philharmonic and Eastman Philharmonia, in his "Idioms." Trumpeter Clark Terry will be guest of honor. Fred Karlin will be guest composer.

Duke Ellington opens a one-month engagement at the Rainbow Grill on Monday (28). . . . Roulette's Tommy James & The Shondells play Chattanooga, Friday (1); Illinois State Fair at Springfield, Friday (8); Mexico City, Aug. 13-14; and Pittsburgh's Twin Coaches, Aug. 22-23. . . . Artie Resnick, songwriter and producer, and his wife, Kris, became the parents of a new son, Benjamin Aaron Resnick, on July 8. . . . Columbia's Chambers Brothers record in San Francisco before their appearance at the Atlantic City Pop Festival on Friday (1). . . . Epic's Sly & The Family Stone are on tour through Aug. 30, when they play the Swing Auditorium in San Bernardino, Calif. . . . Atco's Blind Faith will appear in a British TV special being written and prepared by Barry and Maurice Gibb of the Bee Gees.

Jimmy McPartland opened a six-week stand at the Downbeat on Friday (25). . . . Peter, Paul & Mary, Warner Bros.-Seven Arts artists, appear at the Blossom Music Festival outside of Cleveland on Tuesday (29) and Wednesday (30). . . . Russ Regan, vice-president and general manager of Uni Records, and his wife, Judy, became the parents of a son, Marco Albert Regan, on July 17. . . . Mirasound Studios, Inc. has signed two new engineers: Bob Hughes, formerly with Columbia Records, and Bill Radice, formerly with Olmsted Studios. . . . A U. S. tour is being planned for Heritage's Shannon, a British artists.

FRED KIRBY

### MEMPHIS

Tommy Cogbill, American producer, completed remixing an album on the Box Tops that will be distributed by Bell Record Co. Mark James, another American producer, has a new single by the Butterscotch Caboose, titled "Sundown Sally." Members of the Caboose are Pat Ramsey, Gary Johns, singers; Walter Ramsey Jr., organ; Randy Copeland, bass, and Joe Williams, drummer.

Dan Penn and Spooner Oldham, songwriting team, expect to begin work on an album at Lyn-Lou in a couple of weeks. Oldham has been writing at his summer cottage at Muscle Shoals. They produced the Goodees record for Stax titled "Goodies by the Goodees." Members of the group are Judy Williams, Kay Evans and Sandra Johnson. Miss Williams is Stax president Jim Stewart's secretary.

Veteran songwriter Bobby (Red) West, who worked for Elvis Presley and wrote four of his big recordings, has joined the songwriting-production team at American Recording Studios at 827 Thomas. West will write and produce at the studios owned by Chips Moman. Earl Cage, manager of the Memphis operation of Fame Record Co., with studios at 1740 South Bellevue has been working on demonstration records for an album on Fame's top female artist, Candi Staton.

Ray Brown, president of National Artists Attractions booking agency has signed the Underground Sunshine group from Madison, Wis., which is on the Intrepid label owned by former Mercury executive Charlie Fach, for bookings in the South and Southeast along with the Denny Ezra's Gold from Houston, Texas, on the Jami Record Label. Brown also has booked Jerry Lee Lewis, Charlie Rich and Waylon Jennings for a tour of England and Norway for next spring. Lewis is now on

28-day tour of the Southwest and West Coast.

Tony Joe White returned to Lyn-Lou Studios at 1518 Chelsea for an album session engineered by Larry Rogers, manager and engineer for Lyn-Lou. Billy Swan will produce the session with Bob Beckham of Combine Music Co., and Monument Record Co.

Louis Paul, former singer for Goldwax Record Co., has signed a writing-production contract with Stan Kessler's Sounds Of Memphis Studios. He was also the lead singer with the Guilleteens for several years.

Rudolph Russell, president, and Quinton Claunch, vice-president of Goldwax, have been working on a single for James Carr. Knox Phillips of Sun Record Co., has cut a single on John Robinette for the Sun International label, now being distributed by Shelby S. Singleton's operations in Nashville. Knox also completed the Bob Simon and Rand Haspel sessions of old type rockabilly songs.

Betty Berger, president of Continental Artists, returns to the West Coast with blues singer Brenda Phillips for a session with Larry Cohn of Epic.

JAMES KINGSLEY

(Continued on page 52)

## Fabulous 50's Brought Back By Sha Na Na

NEW YORK — The latest sensation to reach the public ear via Steve Paul's Scene is Sha Na Na, an amazing 12-member group who just finished a two week appearance there.

They perform in a slightly off-key but completely delightful and authentic style about a dozen of the hits of the fabulous 50's. (Their name came from the chorus of the Silhouettes' song "Get a Job" which is often the group's opening and closing numbers.)

Unlike the Mothers of Invention, Sha Na Na is not a satire of vintage rock but a tribute. They offer to countless teenagers who thought they would never actually witness a performance of songs like "The Book of Love," a world which was heretofore lost to them, and invariably get fierce applause from the curious as well as the nostalgic.

A great deal of the group's appeal is visual. With slicked down hair, sunglasses and tee-shirts they look the part of the music they play, while adding to the atmosphere with the dancing that they do during the act. They are sure to cause a sensation wherever they play.

DANIEL GOLDBERG

## Les McCann Trio

• Continued from page 18

pound of rhythm and blues and jazz and whose organist, Linton Naiff, is a musician of great promise.

Their interpretation of the Mingus theme "Goodbye Pork Pie Hat" was the highlight of the set and their over-all musicianship is such that they should not have to wait long for a record contract.

Singing with the Affinity is Linda Hoyle, a girl of striking appearance who has a powerful and unusual voice. But, either because of nerves or sheer inexperience, Miss Hoyle was woefully weak on pitching, phrasing original talent, but it badly needs refinement and discipline.

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- American Express
- Carte Blanche

## Walker Scored Double Notes In Continental's 'Bird' Spot

By EARL PAIGE

CHICAGO — While hosts of record producers rush into commercials production, Bill Walker hopes to reverse the trend by producing popular recordings. Considered the dean of jingle writers and musical arrangers for commercials here, his "Proud Bird with the Golden Tail," for Continental Airlines, became a "Top 10 Record" at KSEL, Lubbock, Tex., convincing Walker that he has other hits among the 88 half-hours of taped, fully orchestrated compositions in his Custom Music Inc. library. Two musical dramas, ready for Broadway production, and a children's feature film, scored with a Moog synthesizer, are other projects Walker's currently involved with.

Walker's "Proud Bird," with lyrics by Hal Kaufman, creative director, West Coast office, Needham, Harper and Steers, ended up in sixth position on KSEL's list and was played 10 to 12 times a day, in addition to its regularly scheduled air time as a commercial. Walker finally created 25 different arrangements of the tune and such artists as Sarah Vaughan, Ed Ames, Louis Armstrong, Lou Rawls,

Joanie Sommers, and others performed it. A version by Chicagoans Dick Noel and Bonnie Herman is still on the air.

Walker, a native Chicagoan, has a musical background dating back farther than he cares to remember, with such orchestras as Wayne King, Ted Weems, and later, his own band. He has several unique aspects in his operation. For one thing, in Mrs. Nan Kinsey, he has the only female engineer in Chicago. For another, he has over 75 ancient musical instruments including a 1768 English Zumppe piano, he claims is the second piano ever manufactured—he uses these instruments on commercials.

### What's a Cittern?

Also among the odd collection of instruments is an old cittern, the forerunner of the guitar, which he describes as having seven melody strings and six drone strings. Other instruments: a single-level, 12-foot xylophone, a set of tuned Japanese Tsutsumi drums, another set of tuned Siamese temple bells, an 1880 vintage accordion, two Kotos, and dozens of others

with esoteric names like "Philippine Wind Chimes."

Perhaps the most esoteric "instrument" he has used is the printing press, for an album, "Impression in Color" he produced for Bergstrom Paper. In High Fidelity columnist John Wilson's liner notes Walker is quoted: "My first step was to tape the (printing) presses running at different speeds from 1,800 impressions an hour up to 8,000 impressions. . . . Sometimes I heard the rhythm that would control the composition as soon as I heard the press."

Another Walker composition was the score for Abbott Laboratories' "Chemical Man," and he also has composed and arranged music for "The Gettysburg Address." He said: "If you can sell products with music in commercials, why can't you bring the great classics of literature to children through music, too?"

Music is the essence of Walker's approach to commercials. "He must have hundreds of songs," said Miss Kinsey, who pointed out that the 88 half-hours of fully orchestrated music is just what we have on file. There is so much on the floor. Everything is cataloged according to sponsor and it takes her only seconds to find a given arrangement.

### Both Jazz & Rock

Walker's arrangements now include a lot of emphasis on jazz and rock. A 15-minute industrial sales film he recently created used three trombones, one bass trombone, two trumpets, two French horns, an electric bass, tamborine, drums, guitars, and a scat singer. Walker's 19-year-old son, Jeffrey, wants his father to release the music as part of an instrumental album. "It's so contemporary," said young Walker, in describing the combination of big band jazz and rock.

Walker combined jazz and rock on a recent commercial for Oldsmobile when he used guitarists Pat Ferreri and Dick Wedler, Bob Sarga on bass, drummer Don Simmons, and three singers. Walker, with a stop watch in one hand, played a Kalamazoo chord organ. In all, counting overdubbing, the final demonstration tape involved 61 takes. "When we finish it at Universal Recording Corp. it will probably be in one or two takes," Walker said.

Also involved in the various takes were arrangements in bossa nova, jazz waltz, and rock 'n' roll. "Composition and arranging is a craft," Walker said. "People don't believe there is anything that is original. There are as many original songs waiting to be written as there are books to be written from words in the English language."

Walker's search for originality has sent him off in many musical directions. For his "Under the Rooftops," a commercial for Chevrolet, he employed four piccolos, one marimba, eight brass horns, a bass guitar, string bass, rhythm guitar, and four singers. For an HFC commercial, the score called for an oboe flute, bassoon, French horn, and rock and roll section. "We made an actual madrigal out of that one," he said.

Of all his many awards (a



PRODUCING A SERIES of 60-second and 30-second soul spots for SSC&B's headache power radio campaign are, from left: Mercury Records artist Jerry Butler, producer Herman Edel, president of Herman Edel Associates, and Horace Ott, arranger.

## Block Drug Spots Aimed At Soul Radio Market

NEW YORK — Block Drug Co. has expanded its drive toward the soul market and Herman Edel Associates has just produced music on a series of 60-second and 30-second radio spots featuring such major recording artists as Jerry Butler of Mercury records, Joe Tex of Dial Records, and Carla Thomas of Stax Records. The new series come as a result of the success of SSC&B's Headache Power radio campaign in 1968. Horace Ott wrote the words and music. Vocals on that first series were by the Sweet Inspirations. Ott also arranged the new ver-

sions. The spots were written by SSC&B writer Bill McQuillen and produced by Ray Sader and tailored to each individual artist.

Herman Edel, president of Herman Edel Associates, was called in by the agency as a consultant from the beginning and handled all of the artist negotiations. This is all part of a total packaging concept now being evolved by Herman Edel Associates — to provide a total service ranging from initial advice to the finished commercial. They were recorded at A&R recording studios.

## Ascher Acquires 30 Hours Music

NEW YORK—Emil Ascher Inc., largest music house in the world, has just signed agreements with Editions Leonardi, Milan, Italy, and Ring Music, Frankfurt, Germany, for a total of 30 new hours of music. Everett Ascher, secretary-treasurer of Emil Ascher Inc., and head of the West Coast branch, Regent Recorded Music, negotiated the new agreements with Franz Leonardi, head of Editions Leonardi, and Johan Michele, head of Ring Music. In both cases, Emil Ascher Inc. will represent the music of these two firms in the U. S. The Editions Leonardi arrangement starts Oct. 1 and includes about 10 hours of music, most written by Mario Nasicombeni, a well-known composer of Italian film scores. Many of his films have been viewed in the U. S. Ascher said, "The works of his that I listened to were incredibly good."

Emil Ascher Inc. now has nearly 400 hours of music avail-

able. The largest users are the producers of TV shows, but radio-TV commercials rank a very high second.

Through a series of agreements — including six of the major British publishing firms — Emil Ascher Inc. now has music available from nearly every major country in the world except behind the Iron Curtain. Ascher said this is not necessarily a gap; "they're 20 years behind in the field of music in the Iron Curtain countries."

As for the British, they're strictly hip. "One of the interesting things is how similar the musical tastes of Americans are to the British. Their music is almost identical to ours in concept. As for the French, they really dig Simon & Garfunkel. The Italians like rock beats, but with a little lyrical in the melody. The Germans are a little more conservative. But basically the music produced in those countries is perfect for our market here."

### WPAZ Format Digs the Oldies

POTTSTOWN, Pa.—WPAZ, 1,000-watt Great Scott station, has just introduced a new "million dollar sound" format hinging in oldies. Music director Robert Clark said that oldies are alternated with major easy listening singles and some light rock. The station formerly featured a standard middle-of-the-road format. Vince Carr is program director, Churt Whitcomb is morning personality.

## Selling Sounds

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

### WEEK OF 6-10 AUGUST

#### CHARLES H. STERN AGENCY, INC., California—273-6890

- Continental Air Lines for Needham, Harper & Steers Advertising Agency. Alan Copeland recorded these commercials, called "Chicago, I Love You" and "Los Angeles, I Love You." These commercials were recorded at TTG Studios, in addition to "Hot Wheels" for Carson/Roberts at TTG Studios, plus Kellogg's for Leo Burnett Advertising at TTG.
- Mr. Clean for Tatham-Laird & Kudner Advertising Agency. Recorded by Perry Botkin Jr. It was recorded at TTG Studios in addition to recording Mottel's "Hot Wheels" for Carson/Roberts at TTG Studios, plus Kellogg's for Leo Burnett Advertising Agency at TTG Studios.
- United California Bank for the Erwin Wasey Agency of Los Angeles. A new campaign recorded by Jack Fascinato at the Annex Studios.
- Canadian Pacific Airlines for McKim/Benton & Bowles. A campaign recorded by Mel Henke at Radio Recorders in Los Angeles.
- Levis for Honig-Cooper & Harrington. These four commercials were recorded by Artie Butler at TTG.

#### ST. JAMES PRODUCTIONS, Deer Park, N. Y.—(516) JU 6-4533, (516) 724-2828 (Artie Schiff, President, reporting)

- Kools cigarette commercial. Voice by Rhys O'Brien.
- Sweedish Tanning Secret for Pfizer Drugs. Voice and music by Rhys O'Brien.

#### ELLIOT-FERGUSON, INC., Studio City, Calif.—(213) 980-3800

- Burgermeister Beer for Post-Keyes-Gardner. Bernie Lee was the producer and Allyn Ferguson was the arranger. There were five spots recorded for radio.
- Primo Beer (Hawaii) for Post-Keyes-Gardner. Jim Deasey was the producer and Allyn Ferguson-Jack Elliot, composer-arrangers. It was a TV spot recorded at United Recorders.
- Air Force Audio Visual Center film scores for new product. Jack Elliot-Allyn Ferguson composing and arranging. It was recorded at Independent Recorders.

#### MBA MUSIC, New York—MU 8-2847 (Richard Simon reporting)

- Oldsmobile for D. P. Brother in Detroit. This is a special spot commercial for the Miss America pageant. Frank Picard was the producer. It was arranged and written by J. J. Johnson. It was recorded at Fine Recording and was a TV spot.

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

##### (Pat Geisinger, Administrative Assistant, reporting)

- American Airlines (demo) for Doyle, Dane & Bernbach. David Fries was the producer. It was recorded at Fine Recording and is a TV spot.
- Simons Mattresses for Young & Rubicam. Bob Naud was the producer. It will be a TV spot and will be recorded at Fine Recording.

#### THE LATIN SOUND, New York (Marco Rosales reporting)

- The series of Spanish language radio spots, now educating New York's Latin community in the use of Spanish headings in the Yellow Pages, was produced by Latin Sound, Inc. The spots embody testimonials by Spanish-speaking New Yorkers on how they have used the Yellow Pages to find goods and services. Music and lyrics are by Sylvia and Marco Rosales. Score by Mike Abene. Marc Fredricks produced for BBD&O.

# Radio-TV programming

## Tight Playlist Here to Stay Says Key U. S. Programmers

• Continued from page 1

list only exposes those records that don't sell that well."

Much the same opinion was expressed by such leading programming executives as WIFE program director Perry Murphy, Indianapolis; WIXZ program director George Brewer, Pittsburgh; WNOR program director Ron Fraiser, Norfolk, Va.; and WCAO music director Frankie Jordan, Baltimore.

Brewer, who kicked off the new WIXZ recently with a long playlist, said he had to cut it back. "People keep talking about advocating the long or the short playlist, but never take into consideration the load of commercial spots. With a heavy schedule of commercials, a station playing a long list of records is not going to be able to give any of them much exposure. We simply found that we were not giving certain individual records as much exposure as they deserved. So, we had to cut back to between 40 and 50 records . . . and this includes the new records we add each week." He said he personally preferred a medium playlist because "a radio station sounds better with 40 records than it does with 50." He considers a playlist "medium" at 40 records. And,

## WXOK Gets Play Warning

WASHINGTON — Radio station WXOK, Baton Rouge, has been warned by the Federal Communications Commission to keep closer watch on its program selection. The FCC has written the station that in February to October of 1968, Stephen O. Cohen, then program director, denied allegations of payola, but admitted getting "loans" from promoters of records, and the FCC investigators could find no record of the loans having been repaid. Cohen, who is no longer with the Louisiana station, was in charge of the playlist, and the FCC found two records from the people who gave him the "loans" the playlist.

Although the station claimed it had issued instructions to its employees about impartial program selection, the FCC says it is licensee's job to make sure the instructions are being carried out. The FCC wants to know what new policies and steps have been adopted by WXOK to ensure impartial program choice.

The station was also liable to a \$1,000 fine for using employees not holding the proper class of operator license during periods of 1968.

## KTAL-FM Country

SHREVEPORT — KTAL-FM, 100,000-watt station which serves not only Shreveport but Texarkana, has launched country music from midnight to 6 a.m., reports program director Dan Dellinger. The "fine music" station wants to switch to country full time and will, "just as soon as we can obtain enough country records," Dellinger said.

like many program directors, he felt that there are not enough good singles coming out each week. "With the new records we added last week and the old records we dropped from the playlist, we found we had some holes." He felt that a lot of good material was going onto albums today and that radio might be in a period of "evolving" toward programming more from albums. His playlist runs between 40 and 50, including new releases.

Perry Murphy at WIFE thought that the tight playlist only affects record sales at its first launching. Actually, he felt it helped sales. The reason is that, in order to freshen the station's sound, WIFE will add five or six records. So, the WIFE playlist fluctuates between 30 and 45 records, depending on how much it's "stimulated with new releases."

Personally, he felt the longer playlist might come back to Top 40 radio. The reason, he felt, is that other format stations are playing Top 40-type records today. "A short playlist appeals to the teens—those who want to hear the hits over and over. But, in order to compete with other format stations, the Top 40 station of today has to try to appeal to two audiences—the teens and young adults. Sooner or later, the older audience becomes bored with those records played over and over. The solution is to keep a close eye on the playlist and every two or three weeks, when you feel it's becoming stale, build it up . . . maybe as high as 50 records. Then pull it back down the next two weeks." The competition, including both middle-of-the-road stations and country music stations, have adopted Top 40 approaches in programming and promotion has to detail whether you have a long or short playlist. "But 30 records is about as tight as we've ever got."

Frankie Jordan, music director at WCAO, doesn't think a tight playlist hurts sales at all. WCAO uses a very long playlist, in comparison to most Top 40 stations—a printed list distributed in record stores that features 60 records and an extra list of about 40 records. However, though WCAO plays them all, "we dwell on the top 10 or 20 records," she said. She prefers the short playlist because "records get more exposure and this helps build sales." She considered the WCAO playlist rather long and personally felt that, for radio in general, the long playlist was a thing of the past. WCAO has no local Top 40 competition.

Ron Fraiser, program director of WNOR, also felt that a tight playlist gives "the best records more exposure" and thus builds record sales. The problem with a long list is that it only gives borderline exposure to non-hit records, he said. "I think the playlist will even get tighter. We used to have a playlist of 30 records, plus five new records. Now we have 30, plus one. However, we are adding a new record each Monday, Wednesday, and Friday instead of waiting for the end of the week."

Todd at WAKY is playing about 34 records, with two-to-four records new each week.

The value of the tight playlist in programming is that it "eliminates guesswork about the most-popular records in the market."

He advocates letting the small market stations break the new records. Major market Top 40 stations have to watch these small market stations carefully, as well as the records being played on the local r&b stations.

"You can't go overboard on a tight playlist, because you have to keep your sound fresh, but I personally feel the long playlist is nothing more than an easy cop-out to the record industry. The tight playlist sounds better on radio."

A Top 40 station can expand its playlist at night because young people want to hear new records. The station might even add four or five new records at night."

But the mass audience does not even recognize a tune until it had been out a good while. For a record to be a hit, it has to be accepted by everybody.

A record in the top 20 of Billboard's "Hot 100 Chart" is a hit . . . "the rest are playing games," he said.

## THE ALBUM QUESTION

# Single—a Programming Tool?

**EDITOR'S NOTE:** How would program directors and music directors adjust to the album for programming if there were no single record? Here is the latest in a series of articles discussing the possible solutions to the problem. These are the viewpoints of program director Dan Clayton, WPOP, Hartford, Conn. Others who've written articles for this series include WKGN program director Skip Brouard, Knoxville, and KTHO program director William A. Kingman, South Lake Tahoe.

One of the reasons for the success of format radio, in all of its forms, has come in part, from familiarity. This is especially true in regard to music. One of the deciding factors in our current form of programming is the single record. Striving for a "familiarity" sound, many programmers have gone to what we now term a "short list," knowing full well that with a limited number of songs on their list to play, over and over again, that each song had better be the right song! However, with the hypothesis that we no longer have single records, comes a myriad of problems to the record companies, as well as all radio stations. How to select a particular cut; how often to play the cut; how to physically handle 40 to 60 albums in the control room; how to promote an album nationally with the increased competition, and whether to promote it as an entity or a particular cut; and what about oldies. . . etc., etc. The questions go on and on. However, even with this in mind, I still look for a continuation and expansion of the LP service as we now know it. Therefore, it is high time we started looking into some of the



WMAK PROGRAM DIRECTOR Joe Sullivan receives a plaque for breaking "Morning Girl" by the Neon Philharmonic in Nashville from Warner Bros.-7 Arts and Acuff-Rose Music. From left: Tupper Saussy and Don Gant of the Neon Philharmonic, Sullivan, and Gene Kennedy and Bob McClusky of Acuff-Rose.

## Avco Ohio Fair Telecast

COLUMBUS — Avco Broadcasting will televise most of its original live music-variety shows remote from the annual Ohio State Fair here, according to Avco Broadcasting president John T. Murphy. The Bob Braun "50-50 Club," the "Paul Dixon Show," and the "Phil Donahue Show" will originate at the Columbus Fairground the week of Aug. 25-29. "Midwestern Hayride," hosted by Henson Cargill, will telecast from the

grandstand Aug. 23 and 30. An "Avco Hour of Stars" will again be a special prime time telecast from the site. In addition, WLWC-TV in Columbus will originate additional programs for viewing in that area only. Other shows are carried on all Avco stations and the "Midwestern Hayride" is also syndicated. The shows feature two dozen vocalists and four orchestras. This is the fourth year for the remotes.

problems that we will encounter.

When we speak of familiarity, we connote a feeling of popularity. Obviously we could never get really familiar with a piece of music we didn't like. Therefore, to play music that will be familiar (and desirable) we must play music that is popular. . . well-liked. One of the biggest things going for single records is the ease with which the research on popularity can be maintained. Sales, requests, trends, etc., are fairly easily spotted. Also, the mobility of the single is advantageous to the adaptability of demographically programming a particular day-part. Imagine listening to every cut on the 200 albums that hypothetically will come in every week in order to pick out a good midday selection!

The question, of course, that must arise from the flood of LP's and the potential death of the single, is one of selection and programming. It would be almost impossible for an organization, especially the smaller station, to screen the mass of LP product and seek out individual cuts with any hope of attaining some continuity of national play on certain songs, or of having any certainty of being able to pick the "right" cuts. It will be equally difficult for record companies to co-ordinate promotion for the same reason; that is, they would stand a much better chance of getting play, if they could confirm nationwide play. . . or some play somewhere, especially on a particular cut.

Some of the areas that will need expanding along with the expanding LP service are:

1. Notification by the record companies of the cover of each LP as to the suggested cuts for particular formats. This would tend to reduce listening to all

of the tracks on all of the albums, and cut auditioning time considerably. However, it would still have to be done, and therefore would open up a few more jobs at record companies for radio-oriented people who know what's happening, to pre-select push cuts.

2. Exchanging information on play and reaction to particular tracks will be extremely valuable. Factual information will be desirable, and needed, concerning response to styles and "sounds" of music, as well as particular selections.

We will always need a barometer of some sort to know how to program music to attract the largest audience possible. Now we use request sheets, single sales, LP sales, on a local and a national scale, including other forms of research . . . mainly locally focused. If we should take away portions of this barometer (sales of singles), we will simply have to construct another. Sales of LP's, requests for certain cuts, will carry more weight than ever before, and the "short list" stations will have to be more cautious than ever before. Music directors will be happy to hear, no doubt, that I believe the job of the music director will be more difficult and therefore more important to stations of all sizes in the immediate future.

Mechanically and physically, LP's are going to present more problems. They are bulkier than singles, so new racks will have to be constructed. They will scratch just as easily as a single record (if not more so), so replacement costs are certainly a major factor. Replacing a scratched single and replacing a scratched stereo LP are quite different stories. I suggest therefore, that you start gearing up

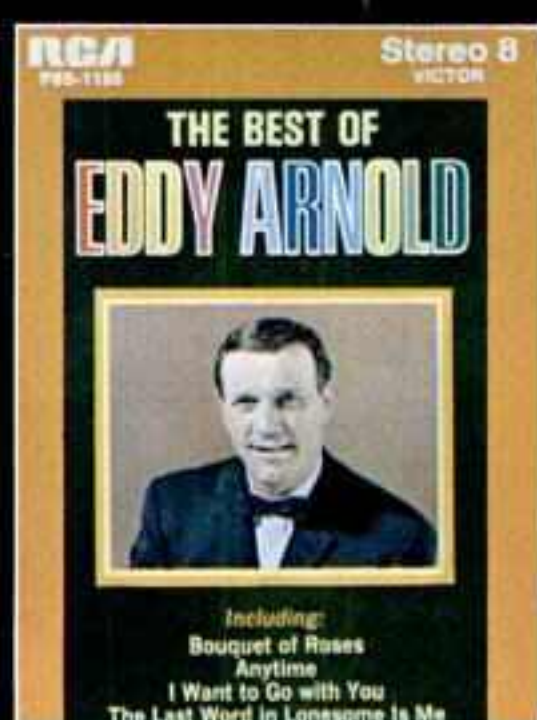
(Continued on page 39)

# The Stereo 8 Story

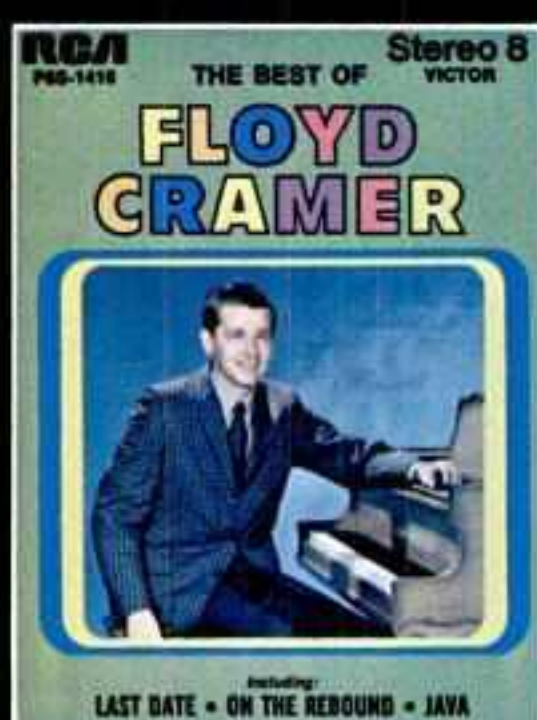
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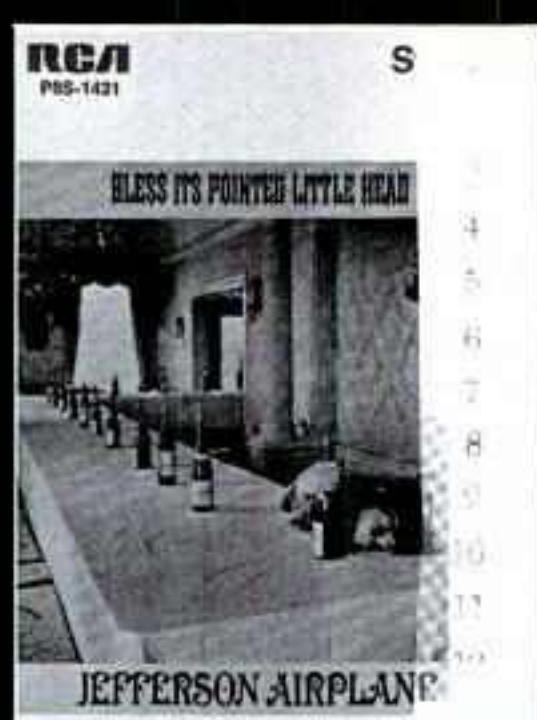
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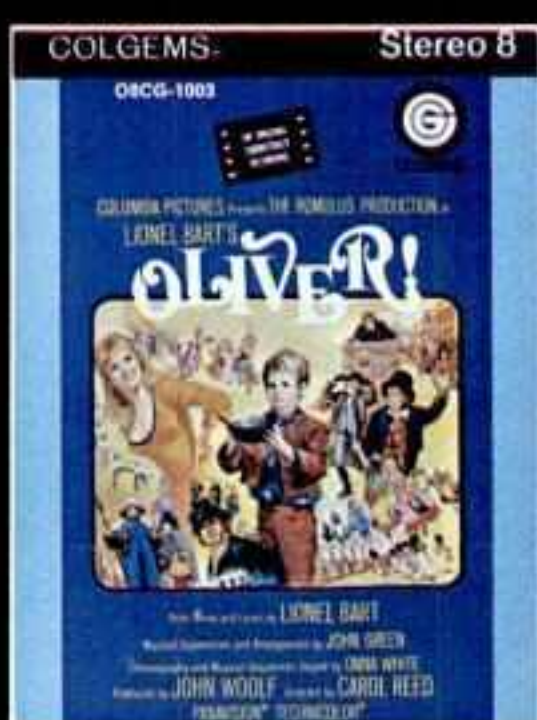
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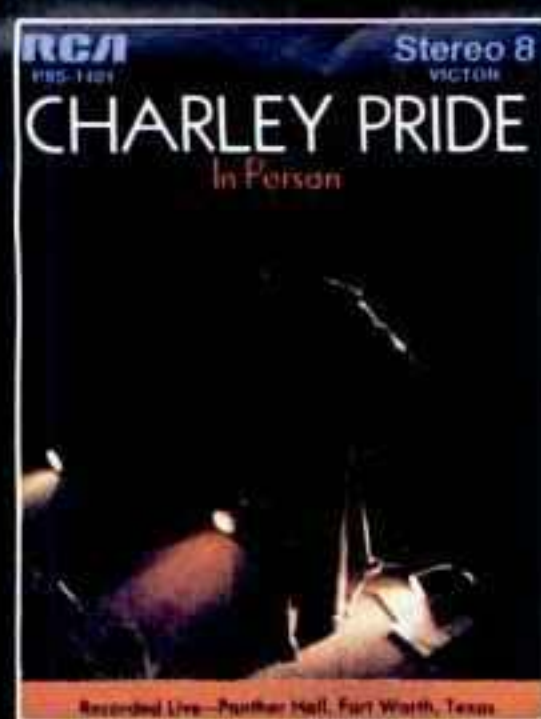
P8S-1416



P8S-1431



O8CG-1003\*



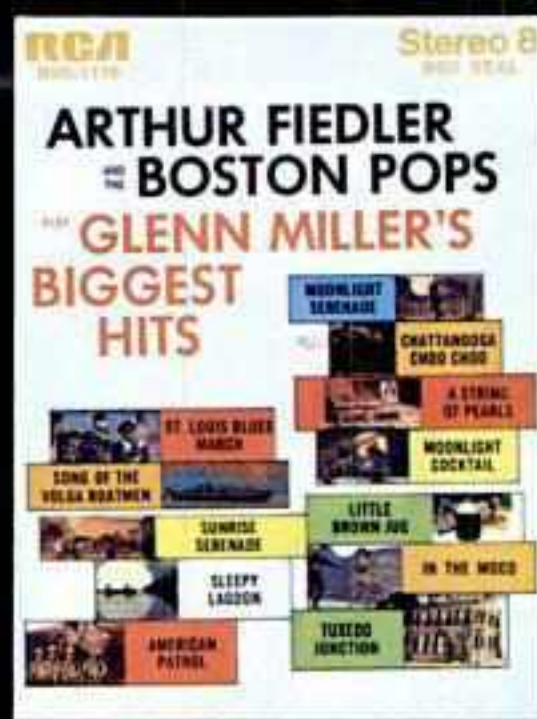
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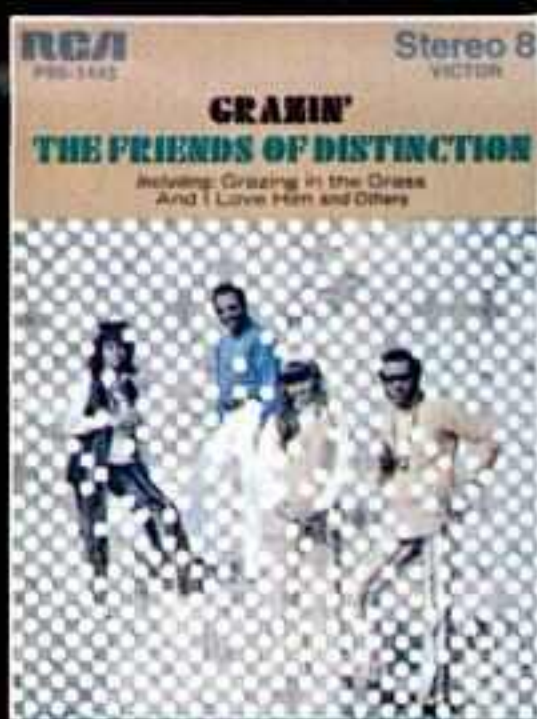
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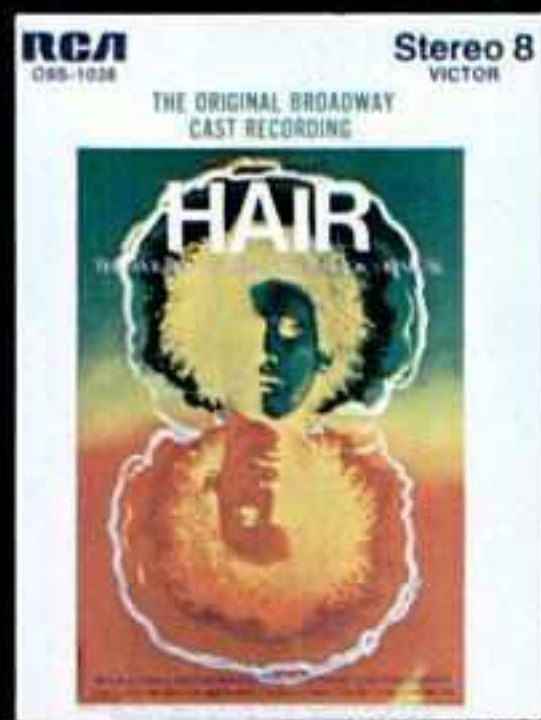
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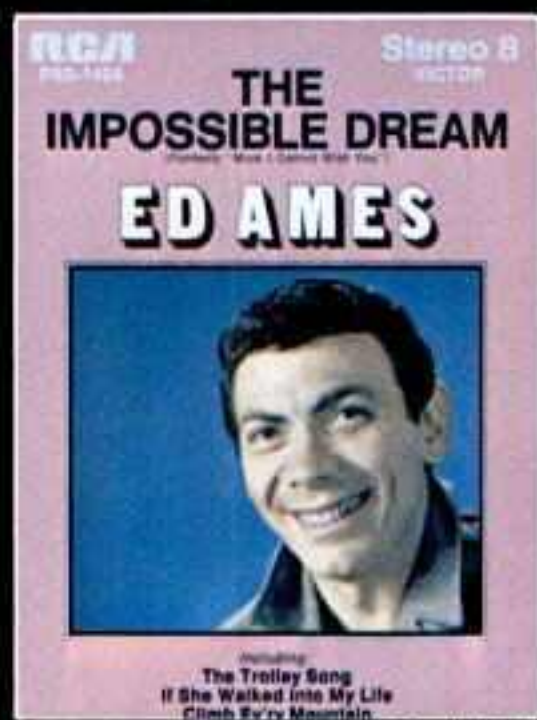
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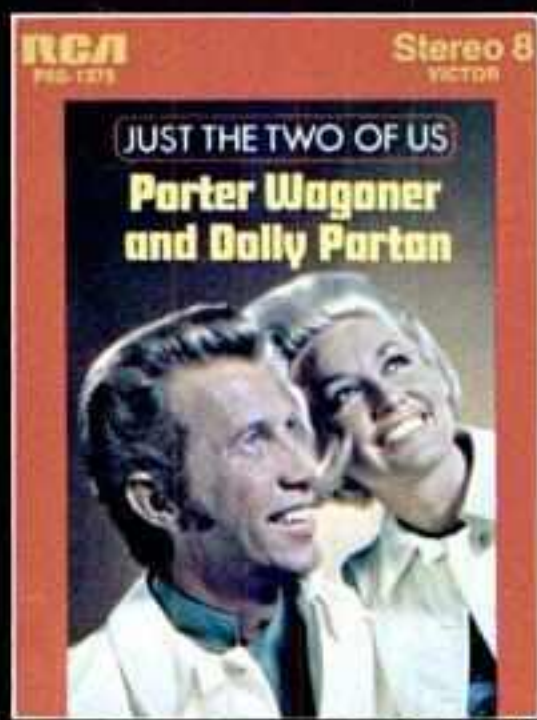
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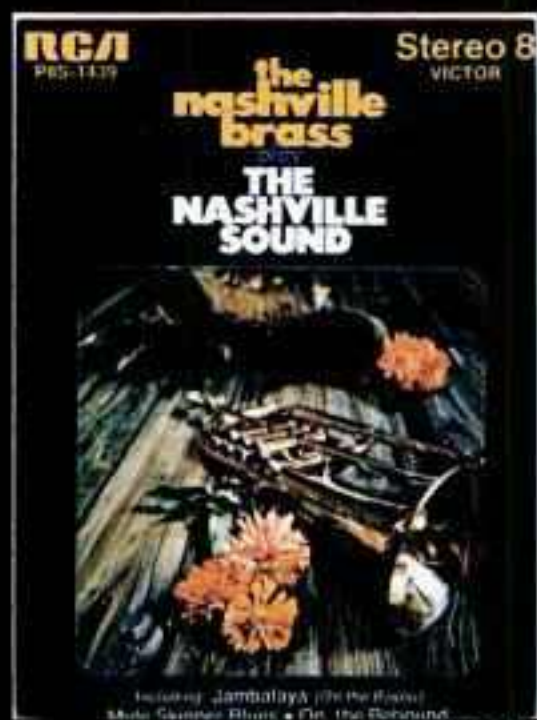
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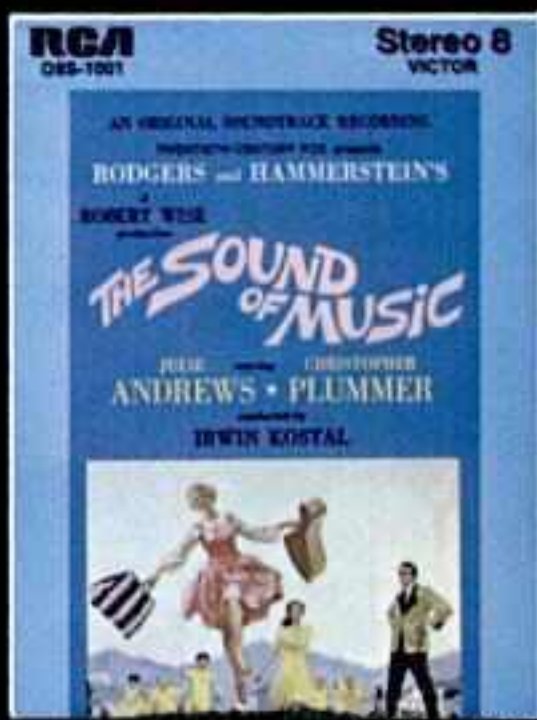
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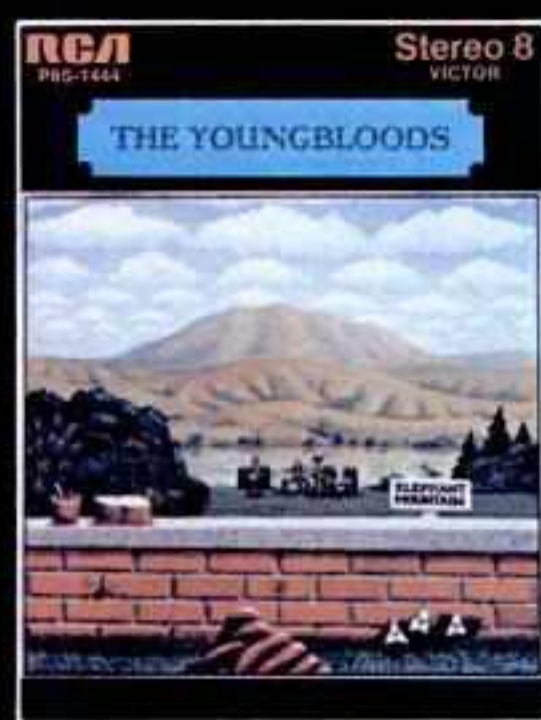
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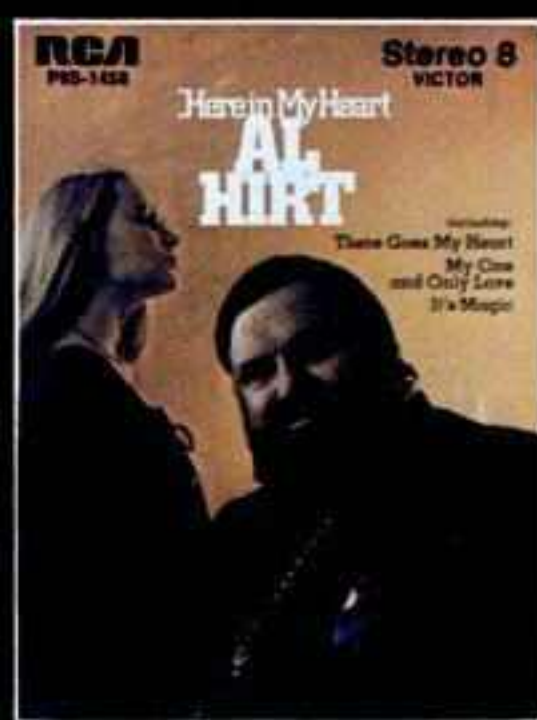
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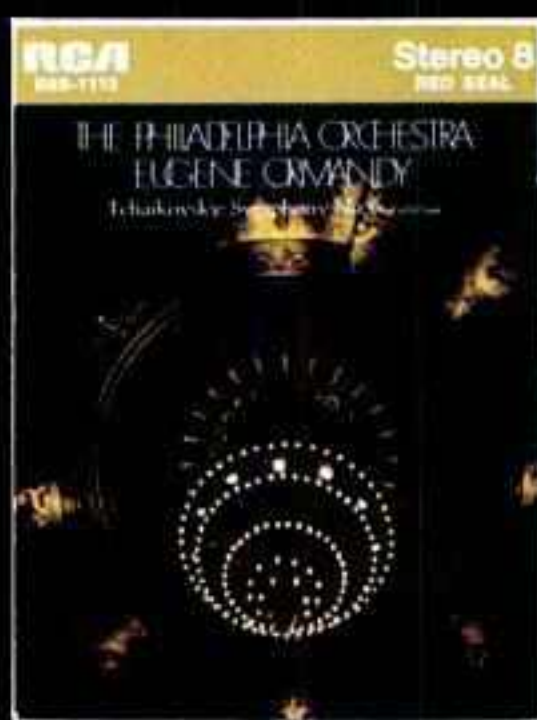
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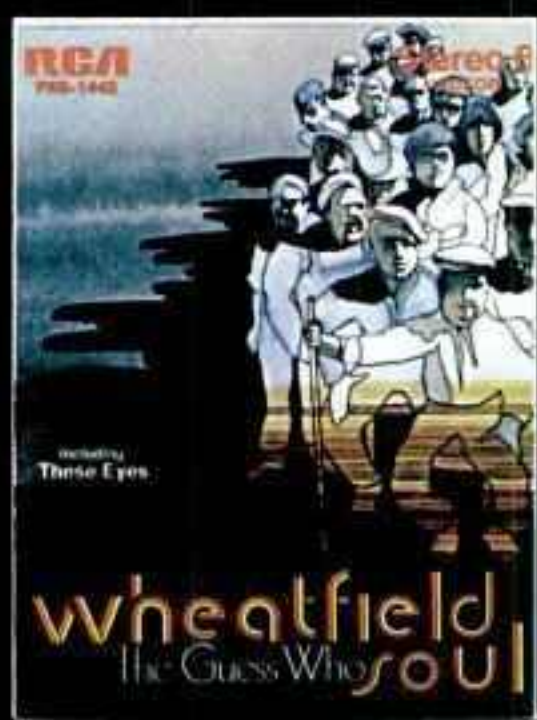
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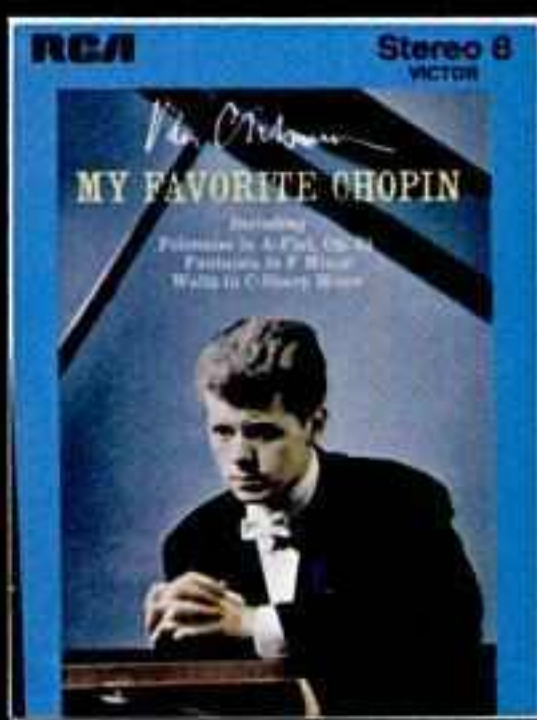
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R8S-1112



P8S-1442



R8S-1053

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# Programming Aids

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

## HOT 100

**Wilmington, Del. (WAMS), Jay Brooks**  
**BP:** "Oh What a Night," Dels. Cadet.  
**BLFP:** "Super Lungs," Terry Reid.  
**Epic. BH:** "In the Year 2525," Zager & Evans, RCA. **BLFH:** "Birthday," Underground Sunshine, Intrepid.

**Albany, N. Y. (WSUA)**  
**Jan Rosen, Music Director, Personality**  
**BP:** "She's a Woman," Feliciano, RCA.  
**BLFP:** "Something in the Air," Thunderclap Newman, Track. **BH:** "Spinning Wheel," Blood, Sweat & Tears, Columbia. **BLFH:** "Marakesh Express," Crosby, Stills & Nash, Atlantic.

**Babylon, L. I., N. Y. (WBAB), Mike Jeffries, Music Director, Personality**  
**BP:** "Working on a Groovy Thing," 5th Dimension, Soul City. **BLFP:** "What a Way to Die," Ola & the Janglers, GNP. **BH:** "Ruby, Don't Take Your Love to Town," Kenny Rogers & 1st Edition, Reprise. **BLFH:** "I'm Free," The Who, Decca.

**Charleroi, Pa. (WESA AM-FM)**  
**Neil Hart, Music Director, Personality**  
**BP:** "Hot Summer Fun," Sly & the Family Stone, Epic. **BLFP:** "Apricot Brandy," Rhinoceros, Elektra. **BH:** "A Boy Named Sue," Johnny Cash, Columbia. **BLFH:** "Alley, Alley," Sight and Sound, Fontana.

**Clarksville, Tenn. (WDXN)**  
**Lee Dorman, Program Director**  
**BP:** "Your Good Thing," Lou Rawls, Capitol. **BLFP:** "We Can't Go on This Way," Unchained Mynds, Buddah. **BH:** "What Does it Take," Junior Walker, Soul. **BLFH:** "The Hunter," Ike and Tina Turner, Blue Thumb.

**De Kalb, Ill. (WLBK), Jerry Halasz, Music Director, Personality**  
**BP:** "In The Year 2525," Zager & Evans, RCA Victor. **BLFP:** "Polk Salad Annie," Tony Joe White, Monument. **BH:** "A Boy Named Sue," Johnny Cash, Columbia. **BLFH:** "Honky Tonk Woman," Rolling Stones, London.

**Denver, Colo. (KTLK AM)**  
**Jeff Starr, Music Director**  
**BP:** "Lay Lady Lay," Bob Dylan, Columbia. **BLFP:** "Baby," The Joneses, MGM. **BH:** "Young Folks," Supremes, Motown. **BLFH:** "Reconsider Me," Johnny Adams, SSS Int.

**Lynchburg, Va. (WLL)**  
**Bob Davis, Music Director**  
**BP:** "Kind Woman," Percy Sledge, Atlantic. **BLFP:** "Cherry Hill Park," Billy Joe Royal, Columbia. **BH:** "In The Year 2525," Zager & Evans, RCA. **BLFH:** "Polk Salad Annie," Tony Joe White, Monument.

**Middletown, N. Y. (WALL)**  
**Larry Berger, Music Director**  
**BP:** "Commotion," Creedence Clearwater Revival, Fantasy. **BLFP:** "Maybe," Nilsson, RCA (LP cut). **BH:** "My Cherie Amor," Stevie Wonder, Tamla. **BLFH:** "Workin' on a Groovy Thing," 5th Dimension, Soul City.

**Odessa, Tex. (KOZA), Frank Hall, Music Director, Personality**  
**BP:** "Saved by the Bell," Robin Gibb, Atco. **BLFP:** "That's The Way God Planned It," Billy Preston, Apple. **BH:** "In The Year 2525," Zager & Evans, RCA. **BLFH:** "A Boy Named Sue," Johnny Cash, Columbia.

**Orangeburg, S. C. (WORG)**  
**Ted Bell, Music Director**  
**BP:** "Green River," Creedence Clearwater, Fantasy. **BLFP:** "Hot Fun in the Summertime," Sly and the Family Stone, Epic. **BH:** "Put a Little Love in Your Heart," Jackie DeShannon, Imperial. **BLFH:** "Whooping It on Me," Brenton Wood, Double Shot.

**Pittston, Pa. (WPTS)**  
**Rick Shannon, Personality**  
**BP:** "Change of Heart," Dennis Yost & Classics IV, Imperial. **BLFP:** "A Boy Named Sue," Johnny Cash, Columbia. **BH:** "Put a Little Love in Your Heart," Jackie DeShannon, Imp. **BLFH:** "I'm Gonna Make You Mine," Lou Christie, Buddah.

**Roanoke Rapids, N. C. (WCBT)**  
**Bob Free, Music Director, Personality**  
**BP:** "Put a Little Love in Your Heart," Jackie DeShannon, Imperial. **BLFP:** "We're Gonna Hate Ourselves in the Morning," Charlie McCleendon and the Magnificants, Colossus. **BH:** "Abergavenny," Shannon, Heritage. **BLFH:** "Don't Wake Me Up in the Morning Michael," Peppermint Rainbow, Decca.

**San Antonio, Tex. (KSTA)**  
**Kahn Hammon, Program Director**  
**BP:** "A Boy Named Sue," Johnny Cash, Columbia. **BLFP:** "You're a Good Thing," Lou Rawls, Capitol. **BH:** "True Grit," Glen Campbell, Capitol. **BLFH:** "But it's Alright," J. J. Jackson, Reprise.

**St. Louis, Mo. (KSHE), Dick Richards**  
**BP:** "Hallelujah," Deep Purple, Tetragrammaton. **BLFP:** "Talk to Me," 49th Parallel, Maverick. **BH:** "Honky Tonk Women," Rolling Stones, London. **BLFH:** "One Road," Love Affair, Date.

**San Luis Obispo, Calif. (KATY AM-FM)**  
**Jay Martin, Personality**  
**BP:** "Commotion," Creedence Clearwater, Fantasy. **BLFP:** "White Bird," It's a Beautiful Day, Columbia. **BH:** "Laughing," The Guess Who, RCA. **BLFH:** "Lay Lady Lay," Bob Dylan, Columbia.

**Savannah, Ga. (WSGA), Jerry Rogers**  
**BP:** "Get Ourselves Together," Delaney and Bonnie, Elektra. **BLFP:** "Simple Song of Freedom," Tim Harden. **BH:** "Give Peace a Chance," Plastic Ono Band, Apple. **BLFH:** "Questions 67 & 68," Chicago, Columbia.

**Seward, Alaska (KIBH)**  
**Steve Glass, Rock Director**  
**BP:** "April Fool," Paper Dragon, Bell. **BLFP:** "It Ain't Me Babe," Bedford Incident, Kapp. **BH:** "Sugar Lady," Popcorn Rebellion, RCA. **BLFH:** "Make a Change," Anders & Poncia, Warner Bros.-7 Arts.

**Syracuse, N. Y. (WOLF)**  
**Rick Gary, Personality**  
**BP:** "On Campus," Dickie Goodman, Cotique. **BLFP:** "A Boy Named Sue," Johnny Cash, Columbia. **BH:** "San Francisco Girls," Fever Tree, UNI. **BLFH:** "Polk Salad Annie," Tony Joe White, Monument.

**Troy, N. Y. (WTRY), Mike Mitchell, Music Director, Personality**  
**BP:** "Goo Goo Barabajagal," Donovan, Epic. **BLFP:** "That's The Way God Planned it," Billy Preston, Apple. **BH:** "My Cherie Amor," Stevie Wonder, Motown (Tamla). **BLFH:** "I'll Never Fall in Love Again," Tom Jones, Parrot.

**Valdese, N. C. (WSVM)**  
**Roy Cook, Personality**  
**BP:** "Share Your Love with Me," Aretha Franklin, Atlantic. **BLFP:** "Saved by the Bell," Robin Gibbs, Atco. **BH:** "Along Came Jones," Ray Stevens, Monument. **BLFH:** "Laughing," Guess Who, RCA.

**West Long Branch, N. J. (WMCJ)**  
**Barry W. Sims, Station Manager**  
**BLFP:** "Clean out Your Own Back Yard," Elvis Presley, RCA. **BH:** "Spinning Wheel," Blood, Sweat & Tears, Columbia. **BLFH:** "Part I, Mother Popcorn," James Brown, King.

## COLLEGE

**Brooklyn, N. Y. (WBCR)**  
**Lenny Bronstein, Music Director**  
**BP:** "Tell Mama," Martha Valez, Sire Records. **BLFP:** "Tomorrow, Today," Hardin-York, Bell. **BH:** "Suite Judy Blue Eyes," Crosby, Stiles & Nash, Atco. **BLFH:** "Walking in the Park," Colosseums, ABC.

## EASY LISTENING

**Miami, Fla. (WIOD)**  
**Yolanda Parapar, Music Director**  
**BP:** "Odds and Ends," Dionne Warwick, Scepter. **BLFP:** "Honey Pie," Barbra Streisand, Columbia. **BH:** "Ruby, Don't Take Your Love," Kenny Rogers, Reprise. **BLFH:** "Abergavenny," Shannon, Heritage.

**Midland, Mich. (WMDN)**  
**Jim Wiljanen, Music Director**  
**BP:** "Odds And Ends," Dionne Warwick, Scepter. **BLFP:** "Abergavenny," Nancy Marand, Columbia. **BH:** "It's A Beautiful Day," Roslyn Kind, RCA. **BLFH:** "What Does It Take," Jr. Walker, Soul.

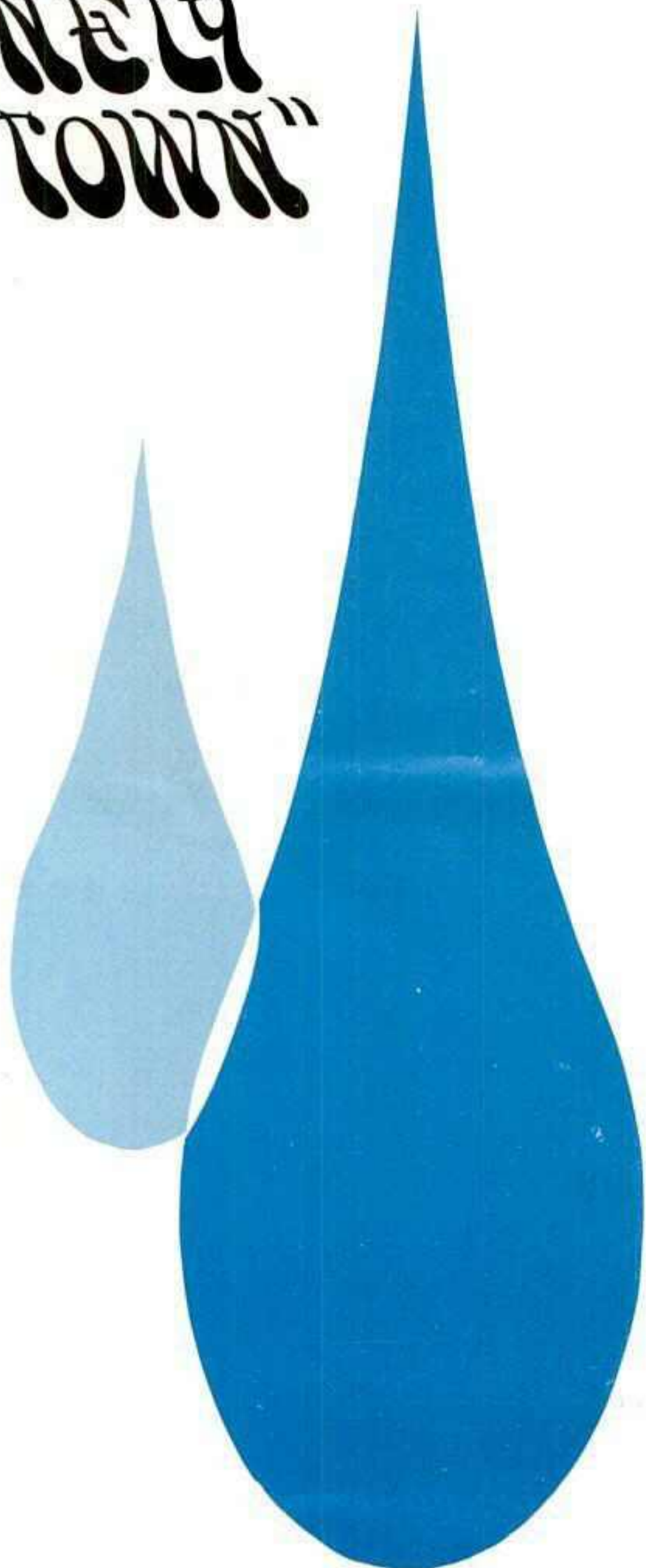
**South Lake Tahoe, Calif. (KTHO AM-FM)**  
**Bill Kingman, Program Director**  
**BP:** "Why Can't I Walk Away," Karen Wyman, Decca. **BLFP:** "White Bird," It's a Beautiful Day, Columbia. **BH:** "Put a Little Love in Your Heart," Jackie DeShannon, Imperial. **BLFH:** "Honey Pie," Barbra Streisand, Columbia.

**Springdale, Ark. (KSPR), Dave Sturm**  
**BP:** "Angelica," Roy Hamilton, AGP. **BLFP:** "Apollo 11," Libra, Ranwood. **BH:** "Muddy River," Johnny Rivers, Imperial. **BLFH:** "Moonflight," Vik Venus, Buddah.

**Springfield, Mass. (WSPR)**  
**Budd Clain, Program Director**  
**BP:** "I've Gotta Be Me," Tony Bennett. **BLFP:** "Wave," The Sandpipers. **BH:** (Continued on page 39)

ROBERTA SHERWOOD

# "SAN FRANCISCO IS A LONELY TOWN"



PRODUCED BY JOSEPH PORTER FOR POMEGRANATE PRODUCTIONS

HT-513A

DESIGN / PETER KOEHN



# Rhythm & Blues

BEST SELLING

Billboard SPECIAL SURVEY For Week Ending 8/2/69

## Billboard Rhythm & Blues Singles

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	3	MOTHER POPCORN James Brown, King 6245 (Dynatone, BMI)	7	26	26	LET'S GET TOGETHER Little Milton, Checker.1225	3
2	1	WHAT DOES IT TAKE TO WIN YOUR LOVE Jr. Walker & the All Stars, Soul 35062 (Jobete, BMI)	10	27	27	I'M STILL A STRUGGLING MAN Edwin Starr, Gordy 7087 (Jobete, BMI)	6
3	4	CHOICE OF COLORS Impressions, Curtom 1943 (Camad, BMI)	6	28	28	FOLLOW THE LEADER Major Lance, Dakar 608 (Dakar, BMI)	7
4	2	COLOR HIM FATHER Winstons, Me'Rmedia 117 (Holly Bee, BMI)	9	29	30	YOU MADE ME A BELIEVER Ruby Andrews, Zodiac 1015 (Wilric, BMI)	8
5	8	MY CHERIE AMOUR Stevie Wonder, Tamla 54181 (Jobete, BMI)	8	30	34	NOBODY BUT YOU BABE Clarence Reed, Alston 4574 (Sherlyn, BMI)	5
6	5	LOVE IS BLUE (I Can Sing a Rainbow) Dells, Cadet 5641 (Croma/Mark VII, ASCAP)	10	31	31	WHILE YOU'RE OUT LOOKING FOR SUGAR Honey Cone, Hot Wax 6901 (Gold Forever, BMI)	5
7	7	MOODY WOMAN Jerry Butler, Mercury 72929 (Gold Forever/Parabut, BMI)	9	32	32	HEY JOE Wilson Pickett, Atlantic 2648 (Third Story, BMI)	4
8	10	RECONSIDER ME Johnny Adams, SSS International 770 (Singleton, BMI)	7	33	25	WHY I SING THE BLUES B. B. King, BluesWay 61034 (Pamco/Sounds of Lucille, BMI)	14
9	16	THE FEELING IS RIGHT Clarence Carter, Atlantic 2648 (Fame, BMI)	5	34	50	YOUR GOOD THING (Is About to End) Lou Rawls, Capitol 2550 (East, BMI)	2
10	6	I TURNED YOU ON Isley Brothers, T Neck 902 (Triple 3, BMI)	9	35	35	I DO Moments, Stang 5005 (Gambi, BMI)	3
11	9	I'D RATHER BE AN OLD MAN'S SWEETHEART Candi Staton, Fame 1456 (Fame, BMI)	8	36	37	EASE BACK Meters, Josie 1008 (Marsaint, BMI)	3
12	11	TOO BUSY THINKING ABOUT MY BABY Marvin Gaye, Tamla 54181 (Jobete, BMI)	14	37	47	LET ME BE THE MAN MY DADDY WAS Chi-Lites, Brunswick 755414 (Dakar/BRC, BMI)	2
13	13	GIRL, YOU'RE TOO YOUNG Archie Bell & the Drells, Atlantic 2644 (World War Three, BMI)	6	38	39	HOOK & SLING Eddie Bo, Scram 117 (Uzza, BMI)	3
14	14	DOGGONE RIGHT Smokey Robinson & the Miracles, Tamla 54183 (Jobete, BMI)	6	39	43	NITTY GRITTY Gladys Knight & the Pips, Soul 35063 (Gallico, BMI)	2
15	21	ONE NIGHT AFFAIR O'Jays, Neptune 12 (Gold Forever, BMI)	5	40	—	SHARE YOUR LOVE WITH ME Aretha Franklin, Atlanta 2650 (Don, BMI)	1
16	23	ABRAHAM, MARTIN & JOHN Smokey Robinson & the Miracles, Tamla 54184 (Roznique, BMI)	4	41	41	OH HAPPY DAY Billy Mitchell Group, Calla 165 (Sea Jack/Jamf, BMI)	5
17	20	BABY DON'T BE LOOKING IN MY MIND Joe Simon, Sound Stage 7 2634 (Wilderness, BMI)	5	42	42	MEMPHIS UNDERGROUND Herbie Mann, Atlantic 2621 (Mann, ASCAP)	6
18	19	ABRAHAM, MARTIN & JOHN Moms Mabley, Mercury 72935 (Roznique, BMI)	5	43	44	THESE ARE THE THINGS THAT MAKE ME KNOW YOU'RE GONE Howard Tate, Turntable 505 (Bay-West, BMI)	4
19	15	THE POPCORN James Brown, King 6240 (Golo, BMI)	9	44	—	I LOVE YOU Eddie Holman, ABC 1149 (Damian/Virtu/Schoochiegug, BMI)	3
20	12	BLACK PEARL Sonny Charles with the Checkmates, Ltd., A&M 1053 (Irving, BMI)	12	45	—	SPINNING WHEEL Blood Sweat & Tears, Columbia 44871 (Blackwood/Minnesingers, BMI)	1
21	17	DON'T LET THE JONESES GET YOU DOWN Temptations, Gordy 7086 (Jobete, BMI)	2	46	—	TIME WILL COME Whispers, Soul Click 107 (Talk & Tell/Jondora/Franoak, BMI)	1
22	38	TILL YOU GET ENOUGH Watts 103rd Street Rhythm Band, Warner Bros.-Seven Arts 7298 (Wright Gerstl/Tamerlane, BMI)	2	47	—	THAT'S THE WAY Joe Tex, Dial 4093 (Tree, BMI)	1
23	24	I'VE LOST EVERYTHING I'VE EVER LOVED David Ruffin, Motown 1149 (Jobete, BMI)	3	48	—	YES, MY GOODNESS, YES Al Perkins, Atco 6693 (Trace Bob, BMI)	1
24	18	DON'T TELL YOUR MAMA (Where You've Been) Eddie Floyd, Stax 0036 (East/Memphis, BMI)	6	49	—	DON'T KNOW HOW (To Fall Out of Love) Persians, GWP 509 (Jibaro, BMI)	1
25	29	NOTHING CAN TAKE THE PLACE OF YOU Brook Benton, Cotillion 44034 (Su-Ma, BMI)	4	50	—	I'VE FALLEN IN LOVE Carla Thomas, Stax 0011 (East Memphis, BMI)	1

## Soul Sauce

By ED OCHS

**SOUL SLICES:** Hi Records celebrated its tenth anniversary in Memphis last week with its biggest album release (7) ever. Hi's product included: "The Greatest Hits From Memphis," with cuts by **Bill Black's Combo**, **Willie Mitchell**, **Ace Cannon** and **Jumpin' Gene Simmons**; as well as "Soul Bag," by Willie Mitchell; "Ace of Sax," by Ace Cannon; and "Soul and Raunchy the 3rd," by Bill Black's Combo. New LP's featured "This Is Ann Peebles," by **Ann Peebles**; "Green Is Blues," by **Al Green**; and "Precious Soul," by **Don Byrant**. . . . Scepter has bought **Eddie Bo's** "Hook and Sling" on the Scram label, which Scepter will also distribute. . . . Bluesman **Percy Mayfield** has signed with **Andy Stroud's** Stroud Productions. He will also write for the label's other artists. . . . New **Delphonics**: "You Got Yours and I'll Get Mine," on Philly Groove. . . . Mercury has issued a special album by **Big Mama Thornton**. The LP, "Stronger Than Dirt," features her version of "Hound Dog" and her own composition of "Ball and Chain," popularized by **Janis Joplin**. . . . New

(Continued on page 28)

"Thanks" from  
Henry O'Neal  
and  
all the gang  
at 

### "I ALMOST CALLED YOUR NAME"

Johnny Soul

#763



### "RECONSIDER ME"

Johnny Adams

#770



### "TIL HE CALLS MY NAME"

Georgie Boy

#771



### "BREAKING UP IS HARD TO DO"

Big John Hamilton

#M143



### "KAY"

Billy Lee Riley

#1100



### "COLOR HIM FATHER"

Linda Martell

#24



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The  
charts  
tell the story —  
**Billboard**  
has  
THE CHARTS

Billboard SPECIAL SURVEY For Week Ending 8/2/69

## BEST SELLING Rhythm & Blues 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	ARETHA'S GOLD Aretha Franklin, Atlantic SD 8227 (S)	3	26	26	CHOKIN' KIND Joe Simon, Sound Stage 7 SSS 15006 (S)	8
2	2	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522 (S)	11	27	35	LOVE MAN Otis Redding, Atco SD 289 (S)	2
3	4	STAND Sly & the Family Stone, Epic BN 26456 (S)	14	28	28	GRAZIN' IN THE GRASS Friends of Distinction, RCA Victor LSP 4149 (S)	13
4	5	IT'S OUR THING Isley Brothers, T-Neck TNS 3001 (S)	15	29	38	NOW Four Tops, Motown MS 675 (S)	3
5	3	MY WHOLE WORLD ENDED David Ruffin, Motown MS 685 (S)	7	30	30	SON OF A PREACHER MAN Nancy Wilson, Capitol ST 234 (S)	5
6	6	AGE OF AQUARIUS Fifth Dimension, Soul City SCS 92005 (S)	9	31	33	STONE SOUL Mongo Santamaria, Columbia CS 9780 (S)	22
7	9	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001 (S)	4	32	32	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)	15
8	7	LET THE SUN SHINE IN Diana Ross & the Supremes, Motown MS 689 (S)	6	33	36	THE METERS Josie JOS 4010 (S)	7
9	8	CLOUD NINE Temptations, Gordy GLPS 939 (S)	21	34	39	RARE STAMPS Johnny Taylor, Stax STS 2012 (S)	2
10	10	BOOKER T. SET Booker T. & the M.G.'s, Stax STS 2009 (S)	8	35	34	DAMIFINKNOW Markeys Stax STS 2025 (S)	4
11	11	THE WAY IT WAS/THE WAY IT IS Lou Rawls, Capitol ST 215 (S)	9	36	37	ELEGANT SOUL Gene Harris & the Three Sounds, Blue Note BLP 84301 (S)	2
12	12	ICE MAN COMETH Jerry Butler, Mercury SR 66188 (S)	30	37	42	DOIN' HIS THING Ray Charles, Tangerine ABCS 695 (S)	4
13	13	M.P.G. Marvin Gaye, Tamla TS 292 (S)	9	38	22	SWEET SOUL SHAKIN' Young Hearts, Minit LP 24106 (S)	10
14	15	GETTIN' DOWN TO IT James Brown, King KSD 5-1051 (S)	11	39	29	MEMPHIS QUEEN Carla Thomas, Stax STS 2019 (S)	5
15	16	FELICIANO/10 TO 23 Jose Feliciano, RCA Victor LSP 4185 (S)	3	40	40	GOTTA GROOVE Bar Kays, Volt VOS 6004 (S)	2
16	17	MARVIN GAYE & HIS GIRLS Tamla TS 293 (S)	8	41	41	GRITS AIN'T GROCERIES Little Milton, Checker LPS 3011 (S)	2
17	14	SOULFUL Dionne Warwick, Scepter SRS 573 (S)	18	42	31	PHILOSOPHY CONTINUES Johnny Taylor, Stax STS 2023 (S)	5
18	18	LET US GO INTO THE HOUSE OF THE LORD TOGETHER Edwin Hawkins Singers, Pavilion BPS 10001 (S)	12	43	43	SO I CAN LOVE YOU Emotions, Volt VOS 6008 (S)	4
19	20	JR. WALKER & THE ALL STARS' GREATEST HITS Soul SS 718 (S)	5	44	44	8:15-12:15 Bill Cosby, Tetragrammaton T 5100 (S)	3
20	19	MOTHER NATURE'S SON Ramsey Lewis, Cadet LPS 821 (S)	22	45	50	MOOG Dick Hyman, Command 938 (S)	2
21	27	GREATEST HITS Dells, Cadet LSP 824 (S)	8	46	—	THIS IS TOM JONES Parrot PAS 71028 (S)	1
22	24	SAY IT LOUD—I'M BLACK AND I'M PROUD James Brown, King 5-1047 (S)	17	47	—	TIME OUT FOR SMOKEY ROBINSON AND THE MIRACLES Tamla TS 295 (S)	1
23	23	JAMMED TOGETHER Cropper/King/Staples, Stax STS 2020 (S)	3	48	48	THE BOSS Jimmy Smith, Verve V6-8770 (S)	2
24	21	SOUL '69 Aretha Franklin, Atlantic SD 8212 (S)	25	49	49	CLOSE-UP Lou Rawls, Capitol SWBB 261 (S)	2
25	25	LIVE AND WELL B. B. King, Bluesway BLS 6031 (S)	6	50	47	OUTTA SEASON Ike & Tina Turner, Blue Thumb BTS 5 (S)	7

## Soul Sauce

BEST NEW RECORD  
OF THE WEEK:  
"AIN'T THAT  
PECULIAR"  
GEORGE TINDLEY  
(WAND)



Continued from page 27

**Tyrone Davis:** "All the Waiting Is Not in Vain," on Dakar. . . . The Ann Arbor Blues Festival opens Friday (1) in Ann Arbor, Mich., for three days. Among the acts appearing on the four-concert program are **B. B. King, Muddy Waters, John Lee Hooker, Clifton Chenier, Howlin' Wolf** and the great **Lightnin' Hopkins**. . . . **New B. B. King:** "I Want You So Bad," on Bluesway. . . . **Tyrone Davis' brother, Roy**, who acted as the singer's chauffeur-road manager, was seriously hurt in a car crash in Bowling Green, Ky. Davis' guitarist, **L. V. Johnson**, was also involved, but only slightly injured. . . . Stax will have shipped over 1,000,000 LP's before their latest sales program ends Thursday (31). . . . Plugged-in saxophone **Eddie (High Voltage) Harris**, recently returned from the Montreux Jazz Festival, has been signed by Columbia Pictures to write the musical score for "Why America," which will be filmed in Paris. . . . At the Copacabana till Friday (8) are **Little Anthony & the Imperials**. . . . **Isaac Hayes' "Hot Buttered Soul"** LP has hit on the pop, r&b and jazz charts, as his single "By the Time I Get to Phoenix" bids for a breakthrough on the singles chart. . . . Stax's **Carla Thomas** will headline her own show at Mr. Kelly's in Chicago starting Dec. 8. **Clarence Carter** just finished up at the night spot. . . . **Earl Cage**, who heads Fame Records' Memphis office, is writing material for **Candi Staton's** debut album and for **Wilson Pickett** and **Clarence Carter**. . . . Mercury will issue a **Jerry Butler** "Golden Hits" album.

**ON THE CHARTS:** Aretha Franklin is back on top again as her gold hits album jumped to the lead in r&b after only two weeks and streaks for the top 10 in pop. Her latest single, due to hit with impact this week, will re-establish her chart credentials. . . . Six different companies have singles in the top 10, even though Motown has three representatives, Stax two and Atlantic two. . . . Artists with two LP's on the r&b charts include **Aretha Franklin, Marvin Gaye, Johnnie Taylor** and **Lou Rawls**. . . . Out of the top 100 albums, 19 are rhythm & blues, while a total of 38 r&b LP's have registered on Billboard's top 200. . . . With Stax's sales campaign for its latest releases over, the company has landed 10 LP's on the r&b charts. . . . **Otis Reddings'** new album, "Love Man," is talked about as one of his best. . . . Visitors to the soul charts include the jazz sounds of **Gene Harris, Mongo Santamaria, Dick Hyman** and **Jimmy Smith**, as well as comedy from **Bill Cosby**, middle-of-the-road soul from **Jose Feliciano, Lou Rawls, Nancy Wilson** and the **Fifth Dimension**, blues from **B. B. King, Little Milton** and **Ray Charles**, gospel from the **Edwin Hawkins Singers**, and instrumentals from the **Meters, Bar Kays, Markeys** and **Junior Walker**.

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DEE DEE WARWICK, Mercury artist, chats with actor Bill Travers, who is holding the pet otter featured along with Travers in the new film, "Ring of Bright Water." Miss Warwick is heard in the film singing the title song, which has been released as a single by Mercury.



ESTHER ERWARDS, left, Motown senior vice-president, presents a scholarship award to Ronald Smith, one of 10 outstanding inner-city high school graduates honored recently at the Loucy Gordy Wakefield Scholarship Awards Dinner. The dinner was held at Wayne State University's McGregor Memorial Conference Center. Left to right are, Arthur Nees, executive secretary of Higher Education Opportunities Committee; Noah Brown, director of special student programs; and two other scholarship award recipients, Theresa Phelps and Melvin Barrie White.

Say You Saw It in Billboard

# Country Music

## WMCV Programs New C&W Concept

NASHVILLE—What is described as a "totally new concept" in country television programming has been announced by WMCV, this city's UHF channel.

"It is an effort to draw the city of Nashville and the music community together," said Skip Rogers, who will produce the show for Channel 17. "Nashville has never really understood the music industry, nor has the industry understood the city. Hopefully this will be an opportunity for them to get to know each other."

The new show, which goes on the air Aug. 5, is basically a talk format interviewing four to six country artists each week. They will be interviewed by Doc Holliday, WENO radio personality, who formerly programmed a series of country formatted stations.

"Artists will occasionally sing current releases, and the show will feature filmed or taped visits of Music Row," Rogers said. "The tours will highlight visits to different recording studios, talent agencies, record com-

panies, publishing companies, and record pressing plants. There will be interviews with the staff and the artists on hand."

The show will also do a weekly salute to one of the major record labels and its artists, the publishers or agencies for their work in supporting and promoting the country music industry in Nashville.

For the first time, the companies have become involved in the sponsorship of such a TV show. Among those who have bought prime time are Columbia Records, which will plug its current releases; Jim Reeves Enterprises, World Wide Records (pressing plant), Shobud Guitars, WMTS Radio, an all-country station in nearby Murfreesboro, and Hank Williams Jr., who will advertise his food franchises. Paradoxically one of the guests on the first show will be Tex Ritter, who also sells food franchises. Also on the initial program will be John Wesley Ryles I, Skeeter Davis, Stonewall Jackson and Nat Stuckey.

The show will be titled "Holiday Country." Holliday, formerly a top 40 disk jockey, long has been associated with Acuff-Rose as a writer. Rogers has been active in local theater work and radio for some 12 years here.

## 'Ozarkland Jamboree' Fuels Old Controversy

NASHVILLE — A simmering feud of more than a decade was rekindled this week with the announcement by Al Gannoway of the formation of "Ozarkland Jamboree," a proposed network television show.

The trouble began when Gannoway, long-time film producer, came here to secure talent for his new show. This was part of a chain-reaction which included the following:

1. Granting of a series of union contracts to Gannoway by the American Federation of Musicians in New York despite opposition of the Nashville local AFM president, George Cooper.

2. Payment by Gannoway to the union of a "token" \$5,000 to erase any "rumor, innuendo or scuttlebutt" about his alleged non-payment of fees to musicians in the past.

3. The tie-in of Gannoway's Ozark operation with Diserie Records, a relatively new firm operating here, co-ordinated by Hillus Buttram, once one of the "Drifting Cowboys" of Hank Williams, later a "talent co-ordinator" for low-budget films, including some of those made by Gannoway.

4. A charge by WSM president Irving Waugh that Gannoway had been "violating a contract between WSM and the

Flamingo Film Co. for at least 10 years" and had "cheated" the people in the Nashville music community of their just money during that same length of time.

5. An announcement by Lester Vanador, business partner of Decca artist Webb Pierce, that Pierce was in accord with Gannoway, and would sign a contract to do dramatic films for him.

6. A claim by Cooper that Gannoway once offered to pay the union \$10,000 and to pay him personally \$300 to intercede on his behalf with WSM to "get them off his back."

Gannoway contends that his payment to the union in New York was a "final payment in full for any and all rights, titles and interest of all AFM members who appeared in a film called "Stars of the Grand Ole Opry."

### Started in '50's

The problems actually began in the 1950's when Gannoway and others, representing Flamingo Films signed an agreement with the union and with WSM to do a series of "Opry films." Cooper claims the films were for television only. Gannoway claims the agreement made no stipulation against movies, and therefore he filmed

in 35mm, distributing to motion picture theaters. The 16mm versions were sold to more than 120 television stations, well before the days of widespread TV syndications.

Waugh said the artists were so anxious to make film appearances that they agreed to do the films for minimum scale. WSM, however, forced Flamingo to agree to pay residuals, he says. "We were looking out for our artists, all of whom were members of our 'Grand Ole Opry,' because they were in no position of looking out for themselves," Waugh recalls.

"They paid for one year," he continued, "under the agreement that 10 per cent of all net profits would come to WSM, and 80 per cent of that money would be distributed to the artists and musicians. After one year the money slowed to a trickle, and then stopped. We have tried, unsuccessfully, over all these years to get Gannoway to pay the rest."

Gannoway claims he gave WSM \$80,000 (which Waugh denies) and said he would like an accounting of this money. Later he said the money probably was passed on to the union local, and wants an accounting from them. Cooper said neither

*(Continued on page 33)*

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Say You Saw It in  
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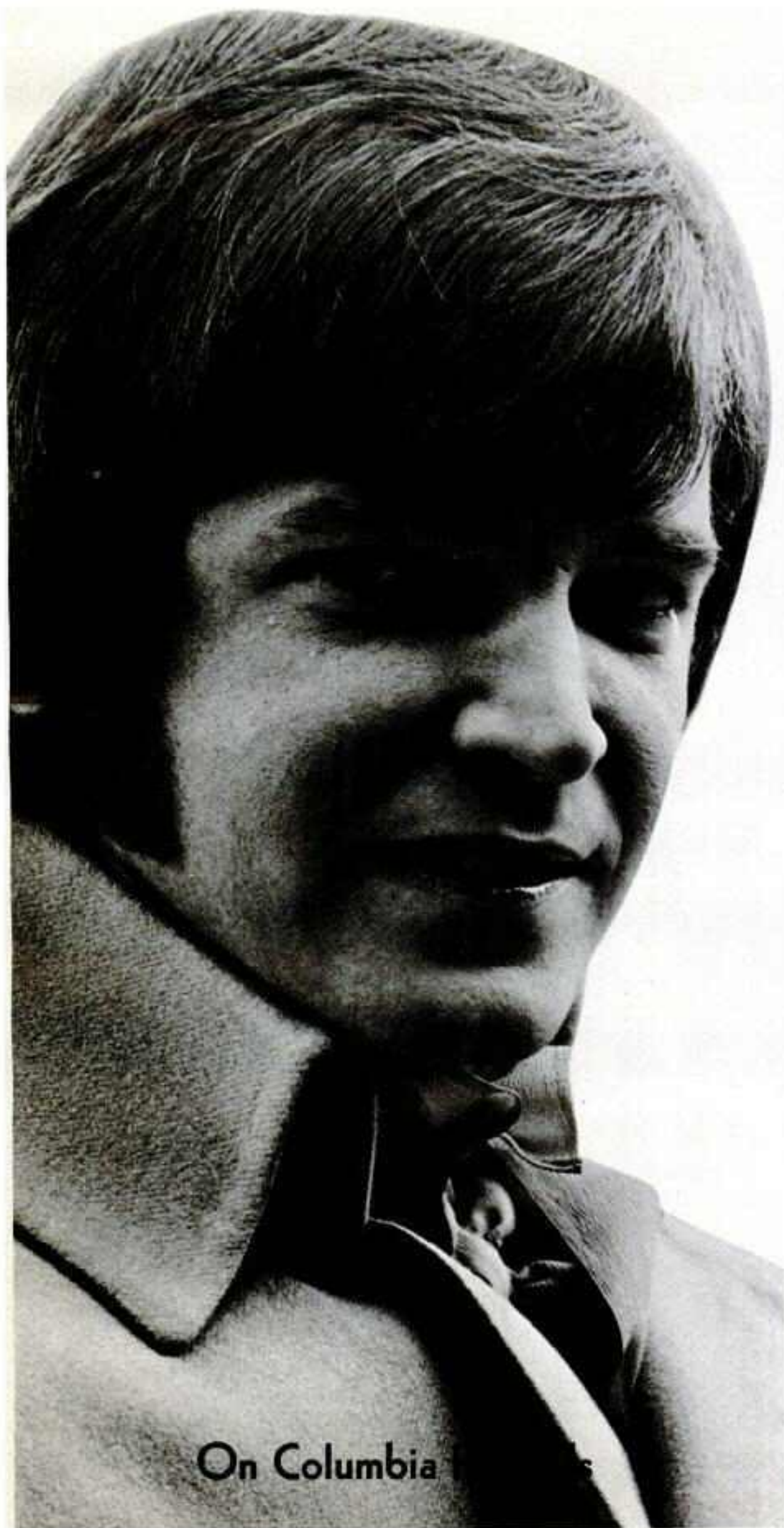
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# Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 8/2/69

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

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
1	1	JOHNNY B. GOODE Buck Owens & His Buckaroos, Capitol 2485 (Arc, BMI)	11	39	41	WHEREVER YOU ARE Johnny Paycheck, Little Darlin' 0060 (Mayhew, BMI)	6
2	2	ALL I HAVE TO OFFER YOU (Is Me) Charley Pride, RCA 74-0167 (Hill & Range/Blue Crest, BMI)	8	40	43	ME & BOBBY McGEE Roger Miller, Smash 2230 (Combine, BMI)	5
3	3	ONE HAS MY NAME Jerry Lee Lewis, Smash 2224 (Peer Gyn, BMI)	10	41	42	HOLD ME, THRILL ME, KISS ME Johnny & Joni Mosby, Capitol 4729 (Mills, ASCAP)	7
4	12	WORKIN' MAN BLUES Merle Haggard & the Strangers, Capitol 2503 (Blue Rock, BMI)	5	42	54	A BOY NAMED SUE Johnny Cash, Columbia 4-44944 (Evil Eye, BMI)	2
5	7	BIG WIND Porter Wagoner, RCA 74-0168 (Tree, BMI)	8	43	44	SWEET BABY GIRL Peggy Little, Dot 17259 (Black White, BMI)	7
6	5	BE GLAD Del Reeves, United Artists 50531 (Tree, BMI)	11	44	57	THESE ARE NOT MY PEOPLE Freddy Weller, Columbia 4-44916 (Lowery, BMI)	2
7	6	STATUE OF A FOOL Jack Greene, Decca 32490 (Sure-Fire, BMI)	13	45	50	SWEET MEMORIES Dottie West & Don Gibson, RCA 74-0178 (Acuff-Rose, BMI)	4
8	4	I LOVE YOU MORE TODAY Conway Twitty, Decca 32481 (Stringberg, BMI)	13	46	48	YOUR LOVIN' TAKES THE LEAVING OUT OF ME Tommy Cash, Epic 10469 (Norma/SPR, BMI)	7
9	10	ALL FOR THE LOVE OF A GIRL Claude King, Columbia 44833 (Vogue, BMI)	12	47	47	EVERYDAY I HAVE TO CRY SOME Bob Luman, Epic 5-10480 (Piki/Combine, BMI)	6
10	9	RUNNING BEAR Sonny James, Capitol 2486 (Big Bopper, BMI)	13	48	25	"NEVERMORE" QUOTE THE RAVEN Stonewall Jackson, Columbia 4-44863 (Delmore, ASCAP)	8
11	11	LEAVE MY DREAM ALONE Warner Mack, Decca 723473 (Page Boy, SESAC)	14	49	59	EVERYTHING'S LEAVING Wanda Jackson, Capitol 2524 (Tree, BMI)	4
12	13	YESTERDAY WHEN I WAS YOUNG Roy Clark, Dot 17246 (T.R.O.-Dartmouth, ASCAP)	9	50	56	WORLD WIDE TRAVELIN' MAN Wynn Stewart & the Tourists, Capitol 2549 (Freeway, BMI)	2
13	18	I'M DOWN TO MY LAST "I LOVE YOU" David Houston, Epic 5-10488 (Gallico, BMI)	6	51	19	GAMES PEOPLE PLAY Freddy Weller, Columbia 44800 (Lowery, BMI)	17
14	14	MY GRASS IS GREEN Roy Drusky, Mercury 43162 (Funny Farm, BMI)	9	52	52	LOVIN' SEASON Bill Wilbourn & Kathy Morrison, United Artists 50537 (Acuff-Rose, BMI)	6
15	15	CUT ACROSS SHORTY Nat Stuckey, RCA 74-0163 (Cedarwood, BMI)	9	53	51	IT TAKES ALL NIGHT LONG Cal Smith, Kapp 994 (Forest Hills, BMI)	8
16	16	ALWAYS, ALWAYS Porter Wagoner & Dolly Parton, RCA 74-0172 (Sawgrass, BMI)	13	54	58	HONEY EYED GIRL Tennessee Ernie Ford, Capitol 2522 (Robertson, ASCAP)	2
17	22	I CAN'T SAY GOODBYE Marty Robbins, Columbia 4-44859 (Norma, BMI)	5	55	55	A TRUER LOVE YOU'LL NEVER FIND Bonnie & Buddy, Paramount 0004 (Tree, BMI)	5
18	20	WHO'S GONNA TAKE THE GARBAGE OUT Ernest Tubb & Loretta Lynn, Decca 32496 (Ridge, BMI)	8	56	61	THE PATHWAY OF LIFE Hank Thompson, Dot 17262 (Tree, BMI)	4
19	30	BUT YOU KNOW I LOVE YOU Bill Anderson, Decca 32514 (First Edition, BMI)	4	57	62	WICKED CALIFORNIA Tompall & the Glaser Brothers, MGM 14064 (Jack, BMI)	3
20	21	THE DAYS OF SAND AND SHOVELS Waylon Jennings, RCA 74-0157 (Lonzo & Oscar, BMI)	11	58	68	THE THREE BELLS Jim Ed Brown, RCA 74-0190 (Harris/Meridian/Soc Les Nouvell, ASCAP)	3
21	24	IT'S NOT FOR YOU George Jones, Musicor 1366 (Passkey, BMI)	3	59	66	DRINK CANADA DRY Bobby Barnett, Columbia 4-44861 (Window, BMI)	7
22	23	BEER DRINKIN' MUSIC Ray Sanders, Imperial 66366 (Viva, Tunesville, BMI)	11	60	65	SAN FRANCISCO IS A LONELY TOWN Ben Peters, Liberty 56114 (Singleton, BMI)	3
23	32	TO MAKE A MAN (Feel Like a Man) Loretta Lynn, Decca 732513 (Sure-Fire, BMI)	3	61	63	IRRESISTIBLE Slim Whitman, Imperial 66384 (4-Star, BMI)	4
24	39	WINE ME UP Faron Young, Mercury 72936 (Passport, BMI)	4	62	67	HURRY UP Darrell McCall, Wayside 003 (Rose, BMI)	4
25	27	THAT'S WHY I LOVE YOU SO MUCH Ferlin Husky, Capitol 2512 (Hall-Clement, BMI)	7	63	64	WE'LL SWEEP OUT THE ASHES IN THE MORNING Carl Butler & Pearl, Columbia 4-44862 (Sawgrass, BMI)	5
26	26	BUT FOR LOVE Eddy Arnold, RCA 74-0175 (Ampco, ASCAP)	6	64	69	WALK AMONG THE PEOPLE Cheryl Poole, Paula 1214 (Su-Ma, BMI)	4
27	8	CAJUN BABY Hank Williams Jr., MGM 14047 (Rose, BMI)	14	65	70	RUBY, DON'T TAKE YOUR LOVE TO TOWN Kenny Rogers & the First Edition, Reprise 0829 (Cedarwood, BMI)	3
28	29	I'M DYNAMITE Peggy Sue, Decca 32485 (Sure-Fire, BMI)	9	66	—	THAT'S A NO NO Lynn Anderson, Chart 66-5021 (Singleton, BMI)	1
29	33	YOUNG LOVE Connie Smith & Nat Stuckey, RCA 74-0181 (Lowery, BMI)	5	67	—	COLOR HIM FATHER Linda Martell, Plantation 24 (Hollybee, BMI)	1
30	31	SPRING Clay Hart, Metromedia 119 (Motola, ASCAP)	10	68	—	WHO AM I Red Sovine, Starday 872 (Window, BMI)	1
31	17	DON'T LET ME CROSS OVER Linda Gail & Jerry Lee Lewis, Smash 2220 (Martin, BMI)	11	69	73	IN THE GHETTO Dolly Parton, RCA 74-0192 (Bnb/Gladys, ASCAP)	2
32	34	THE RIB Jeannie C. Riley, Plantation 22 (Singleton, BMI)	6	70	—	WHICH ONE WILL IT BE Bobby Bare, RCA 74-0202 (Pamper, BMI)	1
33	35	CANADIAN PACIFIC George Hamilton IV, RCA 74-0171 (Blue Echo, BMI)	7	71	71	WHAT EVA DOESN'T HAVE Ray Pennington, Monument 1145 (Tree, BMI)	5
34	37	WHEN SHE TOUCHES ME Johnny Duncan, Columbia 4-44864 (Brookmont, BMI)	7	72	—	SO LONG Bobby Bare Helms	1
35	45	PROUD MARY Anthony Armstrong Jones, Chart 66-5017 (Jondora, BMI)	6	73	74	GROWIN' UP Tex Ritter, Capitol 2451 (BMI Canada Ltd/Glaser, BMI)	2
36	49	THIS THING Webb Pierce, Decca 32508 (Wandering Acres, SESAC)	5	74	75	RESTLESS MELISSA Hugh X. Lewis, Kapp 2020 (Terrace, ASCAP)	2
37	53	TRUE GRIT Glen Campbell, Capitol 2573 (Campbell, BMI)	2	75	—	THAT'S YOUR HANG UP Johnny Carver, Imperial 66389 (Tuff, BMI)	1
38	40	BE CAREFUL OF STONES THAT YOU THROW Luke the Drifter Jr., MGM 14062 (Acuff-Rose, BMI)	5				



K 14064

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Ray Pillow

## "THE DAY AFTER FOREVER"

Decca #732495  
Mike Douglas

## "THAT'S A NO NO"

Chart CH5021  
Lynn Anderson

## "THE CIRCLE OF FRIENDS"

Hickory #1544  
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# Billboard Hot Country LP's

Billboard SPECIAL SURVEY  
For Week Ending 8/2/69

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827 (S)	5
2	3	THE SENSATIONAL CHARLEY PRIDE RCA Victor LSP 4153 (S)	8
3	4	YOUR SQUAW IS ON THE WARPATH Loretta Lynn, Decca DL 75084 (S)	22
4	1	SAME TRAIN, DIFFERENT TIME Merle Haggard, Capitol SWBB 223 (S)	11
5	5	HALL OF FAME, VOL. 1 Jerry Lee Lewis, Smash SRS 67117 (S)	13
6	8	I'LL SHARE MY WORLD WITH YOU George Jones, Musicor MS 3177 (S)	6
7	7	SONGS MY FATHER LEFT ME Hank Williams Jr., MGM SE 4621 (S)	17
8	9	FROM ELVIS IN MEMPHIS Elvis Presley, RCA Victor LSP 4155 (S)	7
9	6	DARLING YOU KNOW I WOULDN'T LIE Conway Twitty, Decca DL 75105 (S)	12
10	11	BUCK OWENS IN LONDON Buck Owens & His Buckaroos, Capitol ST 232 (S)	7
11	15	STATUE OF A FOOL Jack Greene, Decca DL 75124 (S)	6
12	10	HALL OF FAME, VOL. 2 Jerry Lee Lewis, Smash SRS 67118 (S)	13
13	13	CHARLEY PRIDE . . . IN PERSON RCA Victor LSP 4094 (S)	26
14	17	MORE NASHVILLE SOUNDS Danny Davis & the Nashville Brass, RCA Victor LSP 4176 (S)	8
15	12	GALVESTON Glen Campbell, Capitol ST 210 (S)	18
16	14	WICHITA LINEMAN Glen Campbell, Capitol ST 103 (S)	38
17	18	JUST TO SATISFY YOU Waylon Jennings, RCA Victor LSP 4137 (S)	18
18	16	SMOKEY THE BAR Hank Thompson, Dot DLP 25932 (S)	12
19	19	IF WE PUT OUR HEADS TOGETHER Ernest Tubb & Loretta Lynn, Decca DL 75115 (S)	5
20	20	STAND BY YOUR MAN Tammy Wynette, Epic BN 26451 (S)	26
21	—	WOMAN OF THE WORLD/TO MAKE A MAN Loretta Lynn, Decca DL 75113 (S)	1
22	23	IT'S A SIN Marty Robbins, Columbia CS 9811 (S)	4
23	21	CARROLL COUNTY ACCIDENT Porter Wagoner, RCA LSP 4116 (S)	23
24	24	THAT'S WHY I LOVE YOU SO MUCH Ferlin Husky, Capitol ST 239 (S)	4
25	22	CONNIE'S COUNTRY Connie Smith, RCA Victor LSP 4132 (S)	14
26	25	JAN HOWARD Decca DL 75130 (S)	4
27	30	JOHNNY CASH AT FOLSOM PRISON Columbia CS 9639 (S)	60
28	33	GLORY OF LOVE Eddy Arnold, RCA Victor LSP 4179 (S)	3
29	29	YESTERDAY WHEN I WAS YOUNG Roy Clark, Dot DLP 25953 (S)	4
30	—	DON GIBSON SINGS ALL-TIME COUNTRY GOLD RCA Victor LSP 4169 (S)	1
31	—	I LOVE YOU MORE TODAY Conway Twitty, Decca DL 75131 (S)	1
32	—	THE KIND OF MAN I AM Charlie Louvin, Capitol ST 248 (S)	1
33	—	JIM REEVES' GREATEST HITS, VOL. 3 RCA Victor LSP 4187 (S)	1
34	35	JUST THE TWO OF US Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	44
35	—	ALWAYS, ALWAYS Porter Wagoner & Dolly Parton, RCA Victor LSP 4186 (S)	1
36	—	HITS COVERED BY SNOW Hank Snow, RCA Victor LSP 4166 (S)	1
37	37	BEST OF BUCK OWENS, VOL. 3 Capitol SKAO 145 (S)	20
38	32	CARL PERKINS' GREATEST HITS Columbia CS 9833 (S)	4
39	—	MY LIFE/BUT YOU KNOW I LOVE YOU Bill Anderson, Decca DL 75142 (S)	1
40	40	CARL SMITH'S GREATEST HITS, VOL. 2 Columbia CS 9807 (S)	5
41	39	(Margie's at) THE LINCOLN PARK INN Bobby Bare, RCA Victor LSP 4177 (S)	6
42	42	JOHNNY PAYCHECK'S GREATEST HITS Little Darlin' SLD 8012 (S)	3
43	43	SWEETHEART OF THE YEAR Ray Price, Columbia CS 9822 (S)	2
44	44	MEET DARRELL McCALL Wayside WSS 33-000 (S)	2
45	—	WHY YOU BEEN GONE SO LONG Johnny Darrell, United Artists UAS 6707 (S)	1

## Country Music

# Nashville Scene

By BILL WILLIAMS

CHARLIE PRIDE is still breaking records wherever he goes. His latest feat included the smashing of marks he had set one year earlier in Dallas, San Antonio, Corpus Christi, Houston and Austin. In night clubs alone he grossed \$50,000. The tour was set by Billy Deaton through Jack Johnson. . . . Ray Griff is the writer of the new Carl Dobkins, Jr. record "Pictures" which is just in the process of being released. He's on the Chalet label. . . . SECAC has mailed some 6,500 complimentary copies of the new Webb Pierce Decca single "This Thing" to virtually every radio station in the U. S. It's part of an all-out promotion of the record which has received good reviews and is moving well. SESAC feels it has the potential to go both pop and country. . . . The Shelby Singleton Corp. has announced the re-assignment of Steve Singleton and the addition of Roy Day & Joe Venneri to its staff. Executive vice-president Noble Bell announced the promotion of young Singleton to the position of a&r producer with Shelby Singleton Productions. He also will continue writing for the firm's music company. Former Mercury producer Day joins as a&r co-ordinator, and will be responsible for all SS affiliated labels. Venneri will be chief engineer and general manager for the new Singleton Sound Studio. . . . Ray Price is scheduled for two late summer tours across the northeastern U. S. and into Canada. Prior to that he'll have a series of recording sessions under the guidance of Don Law for Columbia. Loretta Lynn set a 20-year attendance record during an appearance at Lawrence Waltman's Sunset Park in West Grove, Pa. Smiley Wilson announced that Kapp Records' Sonny Wright and Decca's Peggy Sue have been added as regulars to the Loretta Lynn package. . . . Woodland Sound Studios here continue to stay busy with an assortment of artists in a variety of types. Typical in a week's schedule: Ramblin Jack Elliott, recording for Warner Brothers, Sterling Blithe, for Fraternity, Roy Orbison, for MGM, The A&I Choir (see separate story) for Dot, and Tex Ritter for Capitol. . . . Bobbie Stuhler has been signed to Genesis Records, a new label organized in Michigan, owned and operated by Dennis & Gary Hensley. Miss Stuhler will be the first artist, debuting with her own song, "A Time for Love." The record is produced by Dennis Hensley, sound engineered by brother Gary, and arranged by Jeff Jurens. . . . Seven-year-old Steve Britt recently made an appearance on "Haw Haw." Mel Tillis has signed an exclusive booker-manager contract with the Jimmie Klein agency, which has moved its office in with Mel at 106 19th Avenue South. Mel also has formed a new stage band, The Statesiders, the former house band at the Flame in Minneapolis. . . . Del Reeves co-stars with Bobby Goldsboro, Bobby Martin & The American Eagles on a television pilot taped last week. . . . Bobby Parrish, Georgia recording personality, and The Surprises, open a long road tour with appearances in the San Francisco Bay areas. . . . Jan Hurley, Illinois singer, has signed the Tony Capri Trio to back her on future appearances. . . . Ham radio operators might be interested in knowing Chet Atkins' call letters are WA4CZD. He has a first ticket FCC radio engineering license, among other things. He now is undertaking the building of a guitar. . . . Lou Stringer, known primarily as a musician and writer, has started well as a publisher. His third song published, "I Love You More Today," went to the top of the Billboard country chart. (Continued on page 34)



# 'Ozarkland Jamboree' Fuels Old Controversy

• Continued from page 29

the local nor WSM ever received that kind of money.

## Forget the Past

Gannaway said the past should be forgotten, now that he has his union contracts and has agreed to pay the union \$5,000 (spread over two years of monthly payments), and concentrate on the future. That future, he insists, includes his film studios in the Bahamas, but more directly his new plans in the Ozarks.

"The Ozarkland Jamboree," he said, "will be unlike anything performed before. It will be centered at Horseshoe Bend, Ark., where a land development firm is making it the folk capital of America." Gannaway noted that a cultural center now is going up, headed by Gov. Winthrop Rockefeller, and that a full-scale western movie set has

been built. He said he had a prepared script called "Starr Brand" which he hopes will star Faron Young, Carl Smith, Marty Robbins and Pierce." He admitted he had none of these under contract at this time. The Horseshoe Bend property also has a golf club, a country club and a theater, and would host a folk festival.

"To add interest I have brought in NBC's David Dortch, who has been acting in producing many of the network successes," Gannaway said. "We also plan to use Frankie Laine in a dramatic role, and eventually Johnny Cash and Glen Campbell."

The controversial producer said he retains the old "Opry" films, which he admitted are "over-digested and no longer palatable." However, he said he had distributed them until about three years ago. And he

said films he has of now-deceased artists Jim Reeves, Hawkshaw Hawkins, Rod Brasfield, Moon Mullican, Ira Louvin, Cowboy Copas, Jack Anglin, Lew Childre and Lonzo (of Lonzo and Oscar) are "valuable properties."

## Ozark Setting

His new program, which will be developed from the "four States of the Ozarks (Missouri, Arkansas, Oklahoma and Kansas) are already in the filming stage. Those who have filmed include Don Fortune, of Desirie Records, Buttrum, Jerry Tuttle, Chuck Slaughter, Jack Ripley and "Ozark locals." They are augmented, he said, by such groups as the Melody Boys, the Ozarklanders, and 24 different square dancers from four states.

Gannaway said his shows would go a step beyond anything done before. He said his artists first would record their songs and spoken lines in a studio, under the best conditions using a live band or a playback of a record. Then the artists will be taken, he said,

by sound truck to an outdoor location where they will lip-synch to the original playback. Then there will be a third track, with editing, post-mixing and then a mix of images "on film and tape in concert," he said. He called it a "new concept."

# Nashville Scene

• Continued from page 32

Joyce Brown, who has spent the past 10 years with Nuggett Records, now has established her own booking agency, All Star Talent. Located at (Box 82) in suburban Greenbriar, Tenn., she is booking Lonzo & Oscar exclusively, and is doing some work for Bill Carlisle and Del Wood. She plans to add others in the near future. Mrs. Brown says she has the comedy team booked solidly through next March. . . . Bob Sparrow, associate agent at Acuff-Rose, announced that Columbia artist Claude King will be handled exclusively through the Acuff-Rose agency. Hody Forrester, manager of this branch of a-r, said the agency is in a position to put special emphasis on King as well as newcomers Leona Williams, Jim Mundy & Glenn Barber since headliners Tex Ritter, George Hamilton IV and Roy Acuff are booked almost solidly into 1970. Roy Acuff Jr. and Sherwin Linton have heavy bookings into the fall. . . . Freddy Weller, Columbia, who has had two successive chart records will tape the "American Bandstand" and "Happening" at the end of July. He'll also make some one-nighters with Paul Revere & the Raiders. . . . Those Ellis Brothers are now headed into Michigan for a series of shows.

The Dalton Gang has concluded a three-week tour of the Arctic which included Greenland, and are headed for Nashville for a session at a major studio. They are managed by Jack Turner of R.P.M. Associates, Inc. . . . July

## Mercury Plans Nashville Bldg.

NASHVILLE—Billboard has learned that Mercury Records plans to build its own complex here, which will include a recording studio.

Although no formal date has been set for the groundbreaking as yet, it is expected to be built in the very near future on a location on Hawkins Street, just off Music Row.

Mercury has been operating in relatively small offices on the Row, and has been without its own studio. The new structure will include offices for all the Mercury-Smash-Philips personnel as well as the modern studio.

releases of Ohio Records include another by Rusty Delaney, the 10-year-old favorite, and a new artist, 18-year-old Dianne Holtz. . . . Linda Martell, the exciting new Plantation artist, is being booked by the Hubert Long Talent Agency. Long's growing roster now puts an accent on new talent, after years of having helped other young artists to stardom. The list of those whose career he has built is impressive. . . . Bill Anderson and Jan Howard were the hit performers at the big international Banana Festival in Fulton, Ky. . . . Archie Campbell reports that he has sold so many prints of his paintings at the Smoky Mountain resort of Gatlinburg, Tenn., that he's had to re-order 4,000 of them to sell to the tourists. . . . Junior Samples into Nashville for Chart Records session. . . . Warner Mack, Wilma Burgess and Buck Owens will be featured at the WBMD, Baltimore, Shower of Stars show Sept. 13. . . . Ray Pillow recently moved to Plantation Records took the move seriously. He bought a plantation.

LeRoy Van Dyke set to headline the rodeo at Monte Vista, Colo., July 31-Aug. 2. This marks the fourth year in a row the Kapp artist has been the main attraction at the event. The word comes from manager Gene Nash. . . . RCA's Nat Stuckey is back home for two days rest after completing a string of Texas and Louisiana dates. WEEP radio in Pittsburgh recently staged a successful "Nat Stuckey Day." . . . Sonny James' appearance on the "Ed Sullivan Show" in July has drawn a larger mail response to the CBS program than any performer in the past year, according to reports from the show's talent co-ordinators. . . . Little Richie Johnson reports that he was elected to the board of directors of the Country and Western Academy in Hollywood. . . . Larry Heaberlin works the Sheldon, Iowa, fair with Roy Clark. Then he works other fairs with Mike Hoyer, Tommy Cash and Henson Cargill. . . . A new "sound" has been announced here, the "Bachahp Singers." They consist of Duane, Glenn, Laverna & Rita. . . . Milwaukee's city-sponsored "Summerfest" highlighted this week (Wednesday) by the appearance of Porter Wagoner & the Wagonmasters, Dolly Parton, Speck Rhodes, Tex Ritter & the Boll Weavels, Connie Smith and Jim Ed Brown & the Gems. This is the first time a country music show has played the annual affair. . . . Danrite Records has been escorted

(Continued on page 34)



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## Nashville Scene

• Continued from page 33

into business by Howard & Son Sales in Dallas, managed by Howard Bennich Sr. The first release by Paula is already out. Next is Debbie Brimer. . . . One of the most successful Jamboree shows ever presented was held at WWVA, Wheeling, as part of the city's bicentennial celebration. . . . Don Jarrells & Donna Darlene have a new release on the Stop label. . . . Shot Jackson to New York to discuss a dobro for Gretsch, to be dubbed the "Sho-Bro." . . . Barbara Allen is looking for a drummer and steel player so she can form an all-girl band. . . . "Paintings of the West" is the theme of the first annual art exhibit to be presented by KBBQ in the month of July. Bill Ward says the exhibit features more than 40 oil paintings reflecting life in the Golden West. Admission is free, and it's another example of this station's efforts to operate above and beyond for the good of its country listeners.

Jim Preddy, among his other performances, has done shows recently for civic groups in Nashville, where he is much in demand. . . . Ronie Barth, a recent visitor from her New Jersey home, has signed a contract with Alcee Enterprises. Consequently she records on Al Curven's Cherylaine Records, is booked through the fast-growing Cherylaine Talent agency, a division of Alcee, and records in Nashville under Curven's direction. She and her Cattleman's Association now are regulars on the Jamboree. Most of her bookings are in the Northeast, near home, but she brightens up this city wherever she appears. . . . Sarge & Shirley West, who bill themselves as "Mr. and Mrs. Colored Country Music," appeared in the Bobby Reed show at the Rodeo of the Ozarks. The entire show was re-booked for next year. Also on hand was a popular regional favorite, Yvone Eggart. . . . WMDE, one of the more powerful country music stations of the South, now programs country 24 hours a day. It's a 100,000 watt FM outlet. . . . Tex Clark of Brite Star Promotions made a visit to Pittsburgh to set up Camko Records. The firm also will handle the new records of Jimmie Skinner, Ray Crowder, Virgil Pittman & Sally Marcum. . . . Ray Sanders, whose "Beer Drinking Music" is high on many station charts, has returned to Mr. Lucky's in Phoenix following a West Coast tour. . . . Bud Benson, who has freelanced in country music broadcasting, radio and television 25 years, has added programs on radio stations WWVA, Wheeling, and WCBG, Chambersburg, to his multistation broadcast operation. He has been heard daily for 18 years over Eastern stations.

Sonny James has been contracted for a guest appearance on the "Jimmy Durante-Lennon Sisters Show" which will be a regular feature on ABC TV this fall. The show marks the sixth major network guest spot for Sonny this year. . . . The previously announced tour of England and the Continent by Conway Twitty and Loretta Lynn has been delayed indefinitely. Available dates of the two did not coincide. . . . Ray Sanders reports that his production company and recording studio business is up 200 per cent since moving from Hollywood to Phoenix, where the studio is listed as Phoenix Sound. Sanders says the increased income is due to a lessening of competition, better working facilities, the addition of partners Billy Williams and Bob Sikora. . . . Al Urban has moved from KCTI, Gonzales, Tex., to devote full time to other facets of music. His first release since his move is "The First Day of June."

## Country Music

### Billy Edd Wheeler's 'Woods Colt' Termed 'Sheer Poetry'

NASHVILLE — Many of the Billy Edd Wheeler followers have insisted that the lyrics to his songs are sheer poetry.

As if to accentuate the point, "Song of a Woods Colt" (Droke House, \$3.95), which is poetry so powerful it might be called sheer music.

"Song of a Woods Colt" has, as the jacket states, "popping muscles and sweat, sophistication and cosmic humor." The book also has the quality of being intellectual and common at the same time, and more than anything else it is an out-pouring of the inner man.

Wheeler happens to be quite a man. A folk singer and writer, a dramatist (Yale's graduate school of drama), a country artist and a publisher, his songs have been recorded by such artists as Johnny Cash, Glen Campbell, Bobby Goldsboro, Nancy Sinatra, the Kingston Trio, Pat Boone, June

Carter, Judy Collins, Richie Havens, Bobby Darin and others.

The author says the poetry involves 10 years of writing, and it indicates stages of development as well as moods and temperaments. His "Short History of the United States" is a classic as is his entire chapter on "Playing for Money," dealing with the commercial aspects of music, all of it in Nashville.

While much of the book centers around music, there is both reverence and irreverence in other matters, and a great deal of reminiscence of things that have really happened, or perhaps some which Billy Edd Wheeler—in his prolific mind—might have thought happened. At any rate, there's a good deal to which we can all relate.

And it's sheer poetry.

BILL WILLIAMS

### Buddy Killen Cuts Black Chorus in Country Album

NASHVILLE—A chorus of 40 voices from predominately Negro Tennessee A&I State University were blended under the production of Buddy Killen here last week for an LP in country music.

The unique undertaking, described as "genuine country blues," was performed by the A&I University Singers for Dot Records. But thus continues its strong move into country with new concepts.

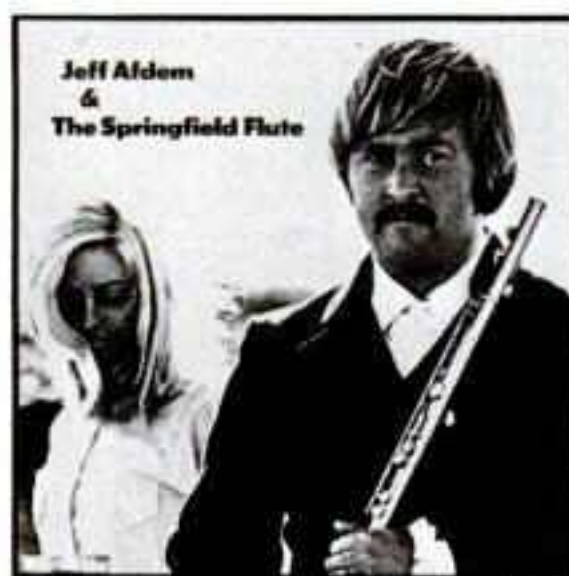
"It's country music with a sort of massive Ray Charles feeling," said Killen, who also produces such artists as Joe Tex, Diana Trask and others for Dot. In addition, he is

vice-president of Tree Publications and co-owner of Dial Records.

The album will contain such country standards as "King of the Road," "Green, Green Grass of Home," "Make the World Go Away," "Heartbreak Hotel," "Forever," "Funny How Time Slips Away," "Skip a Rope," "Night Light," "Don't Touch Me," "Busted" and "Tip of My Fingers."

The recording was done at Woodland Sound Studio, under the engineering supervision of Glen Snoddy.

Killen used all of the well known country musicians on the session.



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- Here Comes Heaven—Jack Hunt (Northland)
- Come on Home—Sally Marcum (K-Ark)
- Ladder of Love—Jack Nelson (Kajac)
- I'll Save the Last Dance for You—Damita Joe (Ranwood)
- Thing of the Past—The Unwanted Children (Murbo)
- Kaleidoscopic—Shiva's Head Band (Ignite)
- Gonna Have to Put You Down—Oscar Bishop (Maxine)
- Take a Long Vacation—Lee Wilson (Rich-R-Tone)
- Installment by the Bottle—Ray Crowder (Camaro)
- Will You Visit Me on Sunday—Virgil Pittman (Country Star)
- Growin' Up—Tex Ritter (Capitol)
- Why Aren't They Taking Me Home—Joe Foster (AOK)
- I Can Remember—Peter & Gordon (Capitol)
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SR 61145	Roy Drusky's Greatest Hits / Vol. 2
SR 61172	Thanks for All the Miles / Dave Dudley
SR 61173	Jody and the Kid / Roy Drusky
SR 61174	Here's Faron Young
SR 61206	A Portrait of Roy Drusky
SR 61211	Ballad of Forty Dollars and His Other Great Songs / Tom T. Hall
SR 61212	Now I've Got Precious Memories / Faron Young
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SRS 67104	Another Place Another Time / Jerry Lee Lewis
SRS 67112	She Still Comes Around (To Love What's Left of Me) / Jerry Lee Lewis
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### SUNDAY, AUGUST 3

3:00 p.m. - 8:00 p.m.—REGISTRATION

### MONDAY, AUGUST 4

9:00 a.m. - 12:00 noon

#### SESSION 1 THE FUTURE OF THE INDUSTRY—HOW CAN IT BEST REACH ITS GROWTH POTENTIAL

The Manufacturer's Point of View

**Edward Reavey**

Vice-President & General Manager  
Consumer Products Division  
Motorola, Inc., Franklin Park, Illinois

The Wholesaler's Point of View

**William E. Goetz**

Chairman and Chief Executive Officer  
Music West, Daly City, California

The Retailer's Point of View

**Harvey S. Laner**, President

Recco Inc., Kansas City, Missouri

#### SESSION 2 RESOLVING THE PACKAGING DILEMMA

**Frederick H. Rice**

National Merchandising Development Manager  
Capitol Records Distributing Corporation  
Hollywood, California

### LUNCH

#### 2:00 p.m. - 5:15 p.m.—CONCURRENT SESSIONS

These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 2:00 p.m. and the other at 3:45 p.m.

#### SESSION 3 NEW OPPORTUNITIES FOR SALES WITH ELECTRONIC VIDEO RECORDING (EVR)—A TALK AND DEMONSTRATION

**John W. Mort**, Director

Western Regional Sales  
CBS Electronic Video Recording Division  
San Raphael, California

#### SESSION 4 THE VALUE OF TAPE CLUBS IN EXPANDING TAPE SALES

The Contribution of National Clubs to the Growth of Tape Sales

**Cornelius F. Keating**, President

CBS Direct Marketing Services  
A Division of Columbia Broadcasting System, Inc. New York, New York

Profit Potential in Developing a Local Club

**Alan Pierce**, Account Executive

Jonathan, James, & Alan, Inc.  
Huntington Woods, Michigan

#### SESSION 5 PINPOINTING THE TAPE AND EQUIPMENT MARKET

The Consumer—Who is He? What Does He Buy? Where Does He Buy It?

**Andrew Csida**

General Manager, Special Projects Division  
Billboard Magazine, New York, New York

Forecasting Equipment Sales — Portables, Home, Automotive

**James R. Gall**, Vice-President, Marketing

Lear Jet Stereo, Inc., Detroit, Michigan

#### SESSION 6 ADVERTISING APPROACHES TO DEVELOP CONSUMER TRAFFIC

When is Broadcasting Advertising Effective

**James W. Johnson**,

Advertising & Sales Promotion Manager  
Ampex Stereo Tapes (Ampex Corporation)  
New York, New York

Getting Greater Mileage from Print Advertising

**James Toland**, Director, Magazine Division

Los Angeles Times, Los Angeles, California

#### SESSION 7 CHANGES IN STORE LAYOUT, DISPLAY AND SELLING THAT IMPROVE TURNOVER

Setting Up a Self-Service Section for Pre-Recorded Tape

**Hal Rothberg**

Merchandising Manager for Special Markets  
Capitol Records Inc., Hollywood, California

Effectively Displaying, Demonstrating and Selling Equipment

**Herman E. Platt**, President

Platt Music Corporation, Torrance, California

Training the Dealer in the Basics of Selling Equipment

**George R. Simkowski**

Marketing Manager—Audio Products  
Bell & Howell Video and Audio Products Division  
Skokie, Illinois

#### SESSION 8 TRENDS IN INTERNATIONAL MARKETING OF TAPES AND EQUIPMENT

Market Growth in Far East

**Robert Mitcham**, Vice-President

C. J. Brady Company, Honolulu, Hawaii

Status in Europe  
**John Jildera**  
 International Manager of Cassettes  
 Philips Phonographic Industries  
 Baarn, Holland

**TUESDAY, AUGUST 5**

**8:30 a.m. - 6:30 p.m.—FIELD TRIPS**

Registrants will make a selection of two of these trips for on-site visits to key tape operations in the San Francisco area. Their visits will be preceded by presentations of what these firms are doing, how they have overcome problems in operations, and what they have found successful and what they have learned are not successful. You will have a chance to ask questions following the presentations as well as at the place of business.

**TRIP A**

**SESSION 9 OPERATION OF AN INSTALLER OF TAPE EQUIPMENT IN CARS**

**Henry Fogel**, President  
 Car Radio Tape Center  
 San Bruno, California

**SESSION 10 HOW AN AUTO ACCESSORY STORE SELLS AND DISPLAYS TAPE AND TAPE EQUIPMENT**

**Merv Levitin**  
 Grand Auto Stores, San Mateo, California

**TRIP B**

**SESSION 11 A TEST STORE FOR TRYING NEW MARKETING IDEAS FOR TAPE AND EQUIPMENT**

**Larry Finn**, Manager Retail Operations  
 Tape Deck, Los Altos, California

**SESSION 12 THE TAPE CARTRIDGE MANUFACTURING PROCESS—EVOLUTION OF THE FINISHED QUALITY PRODUCT**

**Harry Stern**, Vice-President Operations  
 GRT Corporation, Sunnyvale, California

**TRIP C**

**SESSION 13 OPERATION OF A RETAIL RECORD AND TAPE STORE**

**Russ Solomon**, President  
 Tower Records, San Francisco, California

**SESSION 14 AN INSIDE LOOK AT A SUCCESSFUL DISTRIBUTOR**

Music West, Daly City, California

**WEDNESDAY, AUGUST 6**

**9:00 a.m. - 12:00 noon—CONCURRENT SESSIONS**

These sessions are concurrent. Each session will be held in a separate room and repeated. Every registrant will select two of the sessions, attending one at 9:00 a.m. and the other at 10:45 a.m.

**SESSION 15 IMPACT ON TAPE AND EQUIPMENT MARKETING OF ADDITIONAL RETAILERS ENTERING FIELD**

Rack Jobbers' Role in Setting Up and Servicing the New Dealer

**William Hall**, Vice-President  
 Transcontinental Music  
 Burlingame, California

The Camera Store as a Tape and Equipment Retailer

**Ronald W. Inkley**, President  
 Inkley's, Ogden, Utah

The Experience of a Jewelry Chain Entering the Tape Field

**Leon Bauman**, Vice-President  
 Milen's Jewelers, Oakland, California

**SESSION 16 IMPORTANCE OF SERVICING FOR BUILDING SALES OF EQUIPMENT AND TAPE**

Responsibility of Manufacturer, Distributor, Retailer in Setting Policies on Returns and Defectives

**Jack K. Sauter**, President  
 Callectron, San Francisco, California

Profit Opportunities in Equipment Servicing

**Joseph V. Loiacono**  
 Manager, Field Product Service  
 General Electric Company  
 Syracuse, New York

**SESSION 17 NEW TECHNIQUES FOR SELLING PRE-RECORDED TAPES AND EQUIPMENT**

Finding Prospects Through Participation in Exhibits in Local Area

**Philip Costanzo**, Manager  
 Jet Stereo Distributors, Inc.  
 Montebello, California

Using Vending Machines to Sell Tape

**Robert H. Breither**, Vice-President  
 Vendor Sales

Seeburg Sales Corporation  
 Chicago, Illinois

**SESSION 18 SELLING TO KEY TAPE MARKETS**

Selling to the Teen-Age Market

**James Muntz**, National Sales Manager  
 Muntz Stereo-Pak, Inc.  
 Van Nuys, California

How the Affluent Market Affects Tape Sales in Cars

**James P. McCloury**  
 Operations Program Manager  
 Ford Motor Co., Dearborn, Michigan  
**Ralph J. Gleason**, Columnist, Critic  
 San Francisco Chronicle  
 Rolling Stone Magazine  
 San Francisco, California

**SESSION 19 PROMOTIONS THAT PAY OFF**

Developing In-Store Promotions That Make Sales

**Donald M. Roun**  
 Manager, Electronic Sales Operation  
 Consumer Electronic Division  
 General Electric Company  
 Syracuse, New York

Off-Site Promotions That Build Sales

**Donald L. Bohanan**, Sales Manager  
 Muntz Stereo-Pak, Inc., Van Nuys, California

**SESSION 20 TRENDS IN INTERNATIONAL MARKETING OF TAPES AND EQUIPMENT**

The Future in Canada

**Gary Salter**, Vice-President  
 International Tape Cartridge of Canada, Ltd.  
 Downsview, Ontario, Canada

Growth in Latin America

**Manuel Camaro**, President  
 Tape Car Gravacoes, Guanabara, Brazil

**12:30 p.m. - 1:30 p.m.**

**LUNCH**

Protecting Performer's Rights on Tape

**Stan Kenton**  
 National Committee for the Recording Arts  
 Los Angeles, California

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# Sheet Music Info

Music of Today—Brimhall

by: **Jude Porter**

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Here's a super suggestion!! Have a "MOON MUSIC" fete!! Gather and order "moon songs," suspend each sheet from the ceiling on nylon line so that it MOVES . . . and sit back and reap the rewards!!

Start off with . . . MOON RIVER, MOONLIGHT BECOMES YOU, MOON MIST, MOON OVER NAPLES, MR. SUN, MR. MOON and BAD MOON RISING (no offense, please)! It will be different, and will attract lots of buyers!!

## THE MUSIC BANK . . .

Happiness is . . . tabulating the total sales on newcomers, and here are a few that will reap dividends!

### LOVE IS FOR THE TWO OF US (Rene & Rene)

It's a pretty ballad . . . English-cum-Spanish . . . by the artists of "Lo Mucho Que Tiero" fame!

### SMALL PETRUSHKA

Johnny Mercer (Bravo!) wrote the lyrics. Destined to BIG THINGS!

### WICKED CALIFORNIA

(Tompall and The Glaser Brothers) Another country "goodie" . . . that swings with sounds!

THAT'S WHY I LOVE YOU SO MUCH (Ferlin Husky and The Hushpuppies) "Nashville" nitty-gritty . . . and right in the groove!

Saved this one for last 'cause the title is a gas . . . and I don't want anyone to forget it! Note: Color it BLUE!!

### THE FEELING IS RIGHT (And the Time Is Right Now) (Clarence Carter)

## GET READY . . .

Here's the "really big" list of the week!!! Two brand new ones on the way to you!

### LIVE AND LEARN

Andy Williams recorded it . . . can we say more! Yes! Jerry Fuller wrote it! And . . . he's written a FEW smash hits!

### GIVE PEACE A CHANCE

Recorded by . . . Plastic Ono Band. On Apple . . . Produced by John & Yoko! GO!

### SELLING HOT AND HEAVY . . .

LOVE THEME—ROMEO & JULIET  
SWEET CAROLINE  
RUBY DON'T TAKE YOUR LOVE  
TO TOWN  
IN THE YEAR 2525  
WAIT A MILLION YEARS  
I'M FREE  
TRUE GRIT

GOLDEN STANDARDS . . . (that keep selling, and selling, and selling . . .)

LET THERE BE PEACE ON EARTH  
TIJUANA TAXI  
RAMBLIN' ROSE  
NEVER ON SUNDAY  
SO WHAT'S NEW  
HEY JUDE  
DIDN'T WE

SEE YOU IN NEW YORK!!

## GOLD MARK ASSOCIATES

PUBLIC RELATIONS

New York—Beverly Hills—London

# Musical Instruments

## Thomas Dealers Hear \$\$ 'Facts of Leisure'

By **RON SCHLACHTER**

ATLANTA—The musical instrument's importance in the leisure market was stressed to dealers attending the Thomas Organ Co. road show here July 15-16 at the Regency Hyatt House. The show, "A Fair to Remember," was the second in a series of five such presentations which the company is holding across the country this summer.

Speaking at a morning seminar, Zeb Billings, president of Zeb Billings Music Publishing Co., Milwaukee, told dealers:

"We're part of the great big leisure market—not just the music business. We're competing for the leisure dollar. The snow mobile dealer is just as much a competitor as the organ dealer down the street.

"To sell more organs in the leisure market, we have to go to the people. Many people don't know how easy it is to play the organ. We're selling fun, enjoyment and pleasure."

Zeb Billings has developed a new audio-visual instruction package for Thomas called "Magic of Music With Color Glow." The program coordinates taped instruction on cassette with printed instruction and there are even signals on the tape for practice periods. With Thomas' Color Glow, the player can easily distinguish the correct key or keys.

"This gives constant guidance," explained Billings. "The person plays along with the tape and can tell instantly whether he is not doing something right. The tape can also be used in classroom teaching with the use of earphones."

Zeb Billings has also developed a "You Are the Star Series," which provides taped ac-

companiment by major artists as the student plays the melody.

At another morning seminar, Walter Chase of Thomas told dealers: "Don't give up when business gets too good. Guard against complacency. Focus on details. We will provide you with tools but we have to hear from you. Tell your regional man. Give him some headaches. You have to follow through on merchandising ideas."

Dealers attending the Atlanta road show were also treated to a special showing of "Stop Light." The slide presentation, which tells what the organ is, utilizes five screens and is currently being tested for school and dealer programs.

## Children's Day Held at Thomas Show in Atlanta

ATLANTA—Thomas Organ Co. opened up its road show here July 16 to 500 children from five Atlanta park districts. The children, who arrived at the Regency Hyatt House in 10 busloads, were treated to a live show and introduced to the various Thomas organs and Vox guitars and amps on display.

"The children are learning about music," explained Florence Stanley, who worked with Benny Davis, Atlanta's supervisor of recreation in charge of drama and entertainment, in setting up the day for the children. "Thomas is doing for the musical instrument industry what General Motors did for the automotive industry. We are opening up a trade show to the general public.

"Heretofore, musical instrument manufacturers have never



**PANTHER ORGAN.** This is the new Model 2200 from Merson Musical Products. Among the new features are improved styling, an increase of six notes to 44 notes in the upper manual, an increase of seven notes to 37 notes in the lower manual, adjustable tilt stand, mixture tab and upper manual percussion. Controls consist of on/off and slow/fast vibrato, upper and lower manual volume, automatic bass and foot pedal volume. List price is \$650.

## '70 NAMM to Miami Beach

CHICAGO — The Miami Beach Convention Hall will be the site of next year's National Association of Music Merchants (NAMM) Show, which has been held here for the past several years at the Conrad Hilton Hotel. In addition, exhibits will be added to the association's Western Regional Seminar in Los Angeles.

The show has been scheduled for June 3-11 with the Fontainebleau, Eden Roc, Doral Beach and Hilton Plaza hotels reserving rooms. A headquarters hotel has not yet been selected.

In making the surprise announcement here last week, NAMM president Robert McDowell explained that the decision to move the show to Miami Beach was reached following a poll by directors at the recent NAMM Show in Chicago. The directors polled their manufacturers and suppliers and the result was that a large majority favored a change in locations, although no city was named. The exhibitors also favored a proposition having NAMM sponsor exhibits in connection with the Western Regional Seminar in Los Angeles. A similar expression of support was received from the National Association of Band Instrument Manufacturers (NABIM).

"In view of the fact that the new McCormick Place will be available for the Music Show in 1971, the executive committee considered it appropriate to move the 1970 Convention and Music Show out of Chicago if at all possible," said McDowell. "Miami Beach was considered the best location, particularly in view of the fact that we are scheduling exhibits at the Western Regional in April of 1970."

Appearing with McDowell at the Palmer House press conference was Bill Gard, NAMM executive vice-president. Asked whether the recent Las Vegas show had anything to do with NAMM's decision, Gard replied:

"I don't feel there has been any reaction to Las Vegas. Going back several years, there has been dissatisfaction with Chicago. This just seemed to be the time to make a move with McCormick Place not ready yet."

Meanwhile, NAMM has mailed a three-question survey

(Continued on page 39)

## Mixed Reaction to NAMM Fla. Move

• Continued from page 4

hibits to Florida but the new location should be good for the musical instrument importers like Yamaha. If we're going to be moving the show out of Chicago in the future," he said, "I think we ought to stick to more central locations than Miami Beach. Houston or Atlantic City would be good places."

"I don't like it," said Robert Selby Jr., Sunn Musical Equipment Co., Tualatin, Ore. "I would hate to go all the way to Miami—Chicago is a winner as a location." Selby credited the American Music Dealers Industry Exhibit (AMDIE) show in Las Vegas in May with helping to inspire the switch. "NAMM is trying to combat the playground of Las Vegas with Miami Beach," he said. Selby, whose company exhibited at both the AMDIE and NAMM shows, said he preferred the Chicago exhibition. "The Chicago show offered you a greater chance for intimate discussions with customers than the standard convention hall exhibit in Vegas. The new location might bring new faces to the show and endorse the idea of moving the NAMM Show, as long as it's to another central location, like Houston, for instance. Exhibiting in Florida next June will be a logistics hassle."

Jerome King, vice-president, Harmony Co., Chicago, called the move "a bad idea." It will mean less exposure to fewer people at a greater cost. There is a poor atmosphere in Miami Beach for a music show," he said, and predicted that people would not spend much time at the exhibits during the 1970 exhibition.

"Chicago is still the best centrally located convention place in my opinion," said Walter Benson, Wurlitzer Co., DeKalb, Ill. "I was amazed at NAMM's flexibility in getting out of their Chicago commitments so suddenly."

"The reconstruction of McCormick Place might make Chicago a better location," said Delaney, "but there might be acoustical problems in that big

hall. I like Miami both as a person and for the company. It might add to expenses a little, but it will also break the monotony of the Hilton." While moving the show to Miami Beach might create transportation problems for some, he said, the new site might attract many more people to the NAMM exhibition who have not attended it in the past.

## Accordion Event Set

NEW YORK—Thousands of accordion players are expected to participate in a festival culminating the 1969 "Coupe Mondiale" world championship competition here Aug. 6-9 at the Hotel Commodore. A total of 20 accordion manufacturers, music publishers, and distributors have signed as exhibitors. Sponsor of the event is the American Accordionists' Association.

## BEST SELLING Billboard Folios

### BEST SELLING FOLIOS: VOCAL COLLECTIONS

ACADEMY AWARD WINNERS & OTHER BIG HITS  
(Big 3)

CAMELOT—Vocal Selection (Chappell)

GLEN CAMPBELL—Deluxe Songbook (Hansen)

BOB DYLAN—Nashville Skyline (Big 3)

HAIR—Vocal Selection (Big 3)

IRON BUTTERFLY (Warner Bros.-Seven Arts)

OLIVER—Vocal Selection (Plymouth)

ROMEO & JULIET SOUVENIR ALBUM (Hansen)

70 SUPER BLOCK BUSTERS FOR '70 (Hansen)

# Audio Retailing

## Friendly Service, Aggressive Buying Spells Success Story

By EARL PAIGE

SPRINGFIELD, Ill. — Down to earth friendliness, an aggressive buying pattern and modern techniques of merchandising and display have helped Paul Selvaggio and Irv Karpman build their Music Shop here into one of the most successful record retailing operations in the Midwest. Partners for the past 16 years with Karpman, Selvaggio said, "we both remember the record business like it used to be, but we know it has changed fundamentally, and we believe we have kept pace with the changes."

The two men have reason to become nostalgic now and then. Their new, gleaming two-level store here was the site of the original Music Shop, founded here in 1873. Both men were affiliated with the former store but formed their own business directly across the street from the present site. When the present site became available to them recently they moved in and went to considerable expense on their own part in a complete remodeling of the 90 by 25 foot premises.

Surveying the completely carpeted store, Selvaggio said, "We have always wanted something nice for our customers. Now we have it."

The lower level is a complete home entertainment section devoted largely to Magnavox equipment. An electronic tone

tells the partners when someone enters this section, which affords the proper atmosphere for selling a television or home entertainment console. Stark, native lumber panels along one wall provide an interesting contrast to the otherwise inviting decor and arrangement of equipment. Home entertainment lines such as Sony, Craig, Panasonic and others are displayed on the upper level, too.

The upper level provides space for over 10,000 individual titles on long play, a stock of over 2,500 singles and tape CARTRIDGES and cassettes. "We order three times a week, twice from St. Louis and once from Chicago. We never let distributors or one-stops back order merchandise. We simply order the item and stay on it until we get it."

"Staying on records, especially one-of-a-kind orders, has endeared us to customers. We have actually had a record on constant order for over a year and finally obtained it. In some cases when we have called a customer after this length of time the customer is astonished that we have maintained the order on an active basis all that time."

(An order book on the main counter is referred to as a "bible." It is laced with orders for records and is well worn. A loose leaf binder type book, it is constantly up-dated and an order is always being constantly reviewed.)

Constant check of the inventory is the heart of the Music Shop's aggressive buying practices. "We check the stock twice a day. Our system is very simple, one suggested by RCA Victor years ago, and consists of a card inside each floor piece of merchandise. When the item is sold the card becomes our order



ELLA PARIS (left) shows customer some of the titles available in a singles display unit at The Music Shop, Springfield, Ill. Owners Paul Selvaggio and Irv Karpman constructed the unit "just as 45 rpm records were being introduced." Selvaggio, who has been in partnership with Karpman for 16 years, said he could not guess how many singles have been sold from the unit. The store stocks over 2,500 titles in singles, many of which are displayed elsewhere.

reference form. You should see the history on the back of the card for 'South Pacific' and other long established titles."

The long established dealers pick up record orders every morning at the UPS depot here. The stock room looks like a one-stop operated in reverse. Singles are not inventoried by card system, but many artists are stocked on a "catalog" basis, meaning, Selvaggio said, that in the case of, for example, Marty Robbins, there would be 15 different titles under Robbins alone.

"Although we have discount competition in the area, such as K-Mart, Osco Drug and others, we maintain regular list price and have never felt that we had to be satisfied with less than a fair markup," Selvaggio pointed out.



DEMONSTRATION of records is still important for The Music Shop, but the area is closely supervised. Earphones prevent disturbing customers in other parts of the completely modernized store.



MORE SINGLES and an important and growing segment of the Music Shop's inventory—prerecorded tapes. Partners Paul Selvaggio and Irv Karpman expect tape to become increasingly important and can add more display space at any time. The Music Shop recently moved to the original site of a store that had the same name and was founded in 1873 in the Illinois capital. Two floors, each comprising 90 by 25 feet in area, are being used. The downstairs section is devoted to a complete Magnavox home entertainment section.

## Programming Aids

• Continued from page 25

"Yesterday When I Was Young," Roy Clark. **BLFH:** "Blue Moon," The Star-right A's.

Atlanta, Ga. (WSB-Radio)

Chris Fortson, Music Librarian  
**BP:** "A Gift of Song," Mason Williams, War. Bros./7-Arts. **BLFP:** "The Girt I'll Never Know," Frankie Valli, Philips. **BH:** "I Take a Lot of Pride in What I Am," Dean Martin, Reprise. **BLFH:** "Blue Moon," Straight A's, Kapp.

Fort Collins, Colo. (KCOT)

Don Bishop, Music Librarian  
**BP:** "Brown Arms in Houston," Orpheus, MGM. **BLFP:** "For Pete's Sake," Sweetwater, Reprise. **BH:** "In The Year 2525," Zager & Evans, RCA. **BLFH:** "Do I Have to Come Right Out and Say It?" Sing-In Boulder, Owl.

Tulare, Calif. (KBOS FM), Steven Behar

**BP:** "Theme from 'Popi,'" Hugo Winterhalter, Musicor. **BLFP:** "Let's Call It a Day Girl," Bobby Vee, IR. **BH:** "True Grit," Glen Campbell, Capitol. **BLFH:** "Does Anybody Miss Me?" Shirley Bassey, UA.

## RHYTHM AND BLUES

Columbus, Ohio (WOKS)

Ernestine Mathis, Music Director  
**BP:** "It's Gonna Rain," Bobby Womack. **BLFP:** "Miss You," Carolyn Franklin. **BH:** "Good Thing," Lou Rawls. **BLFH:** "Feelin'," Allie and the Nightmates.

Welch, W. Va. (WOUE)

Arnell Church, Music Director  
**BP:** "Never Can You Be," Margie

Joseph, Volt. **BLFP:** "The Challenge," Staple Singers, Stax. **BH:** "I've Lost Everything," David Ruffin, Motown. **BLFH:** "So I Can Love You," Emotions, Volt.

## COUNTRY

Ashland, Ky.; Huntington, W. Va. (WTCR), Mike Todd,

Program Director, Personality  
**BP:** "A Boy Named Sue," Johnny Cash, Columbia. **BLFP:** "Color Him Father," Linda Martell, Plantation. **BH:** "But You Know I Love You," Bill Anderson, Decca. **BLFH:** "Ruby," Kenny Rogers, Reprise.

Burbank, Calif. (KBBQ)

Corky Mayberry, Air Personality  
**BP:** "To Make A Man," Loretta Lynn, Decca. **BLFP:** "Lifes Little Ups and Downs," Charlie Rich, Epic. **BH:** "Boy Named Sue," Johnny Cash, Columbia. **BLFH:** "Oklahoma City Times," Hamilton Camp, Warner 7.

Chester, Pa. (WEEZ)

Bob White, Music Director, Personality  
**BP:** "My Cup Runneth Over," Johnny Bush, Stop. **BLFP:** "Tennessee Hound Dog," Osborne Bros., Decca. **BH:** "A Boy Named Sue," Johnny Cash, Columbia. **BLFH:** "Today Has Been Cancelled," Billy Meshel, ABC.

Cincinnati, Ohio (WUBE)

Bob Tiffin, Station Manager, Personality  
**BP:** "Tall Dark Stranger," Buck Owens, Capitol. **BLFP:** "A Woman's Hand," Barbara Fairchild, Columbia. **BH:** "All I Have to Offer You Is Me," Charley Pride, RCA. **BLFH:** "A Boy Named Sue," Johnny Cash, Columbia.

## BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	MEMPHIS UNDERGROUND Herbie Mann, Atlantic SD 1522 (S)	13
2	2	SOULFUL STRUT Young-Holt Unlimited, Brunswick BL 754144 (S)	28
3	17	HOT BUTTERED SOUL Isaac Hayes, Enterprise ENS 1001 (S)	3
4	3	THE FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M SP 4160 (S)	34
5	5	MILES DAVIS' GREATEST HITS Columbia CS 9808 (S)	9
6	7	STONE SOUL Mongo Santamaria, Columbia CS 9780 (S)	21
7	10	KARMA Pharaoh Sanders, Impulse A 9181 (S)	4
8	4	SAY IT LOUD Lou Donaldson, Blue Note BST 84299 (S)	18
9	6	MOTHER NATURE'S SON Ramsey Lewis, Cadet LPS 821 (S)	22
10	11	AQUARIUS Charlie Byrd, Columbia CS 9841 (S)	4
11	8	LIGHT MY FIRE Woody Herman, Cadet LPS 819 (S)	14
12	9	A DAY IN THE LIFE Wes Montgomery, A&M SP 3001 (S)	96
13	12	SUMMERTIME Paul Desmond, A&M SP 3015 (S)	15
14	14	THE BOSS Jimmy Smith, Verve V6-8770 (S)	3
15	13	SILVER CYCLES Eddie Harris, Atlantic SD 1517 (S)	23
16	—	MAKE IT EASY ON YOURSELF Burt Bacharach, A&M SP 4188 (S)	1
17	18	MOOG: THE ELECTRIC ECLECTICS OF Dick Hyman, Command 938 (S)	2
18	16	BETWIXT AND BETWEEN J. & K., A&M 3016	4
19	19	MERCY MERCY Buddy Rich Big Band, World Pacific ST 20133 (S)	38
20	15	DETROIT Yusef Lateef, Atlantic SD 1525 (S)	7

Billboard SPECIAL SURVEY For Week Ending 8/2/69

## Singles—An Airing Tool?

• Continued from page 22

to play everything from tape cartridge, if you're not now doing so. A tape cartridge playback system, with secondary and tertiary cue tones as a backup warning system to the jock, is the obvious choice. Great fidelity, consistency of tone and over-all sound, of cues, of levels, of fades, etc., not to mention the fact there will not be any scratchy records, adds up to the answer as far as playback is concerned.

But finding what to playback is the question. My opinion is that while sales are certainly falling off and with that, the reliability of sales-oriented

charts (see paragraph No. 2), single records will remain in the picture for some time to come, if only as a medium for exposing album product. As a promo piece, as it were. Cost-wise, this makes more sense than promoting albums with albums. Certainly radio is an adaptable medium, and with the technological advances we have made in the past few years, we will convert to playing LP's if we have to.

While answers to the questions are lagging at this time, demographic and motivational research are pointing us toward a "sound" programming as opposed to strictly a "sales" oriented diet that we've been accustomed to. This lends itself to the programming of LP product much more readily than with singles, simply because you have so much more to choose from. It's like finding a lake of fresh, clean, cool water, and then drowning in it!

## '70 NAMM to Miami

• Continued from page 38

to more than 9,500 music stores, including active and commercial association members, as part of its long-range planning for future shows and member conventions. The questions ask what month the show should be held, how often Chicago should be the site and which of 10 other cities should be selected as a show site.

NAMM is also planning to poll its exhibitors on the matter of opening up the show to the public on the final day and moving up the opening day to Saturday rather than Sunday.

Flint, Mich. (WKMF), Jim Harper,

Program/Music Director, Personality  
**BP:** "If Not For You," George Jones, Musicor. **BLFP:** "Blue Collar Job," Darrell Statler, Dot. **BH:** "But For Love," Eddy Arnold, RCA. **BLFH:** "Ain't Had No Lovin'," Lynda K. Lance, Royal American.

So, while I feel that problems created by the expansion of LP product are enormous, they represent problems of growth in our industry, and are therefore desired. I do feel that the transition to LP from single will be a long time in the works, and in fact may never come completely, if record companies use the single as a promotion "spot" for the album, as I've suggested. In any event, the tape cartridge playback system, if not already in use, will have to supplant the playing of records in an all-LP station . . . or more probably, in all stations, period. In fact, everything we play will be on cartridge!

Can't you just see it 20 years from now. . . "Mommy, why do they call themselves disk jockeys?"





# Coin Machine World

## Bally Acquiring Midway, Lenc-Smith; Sam Stern Reveals Expansion Plans

CHICAGO—Bally Manufacturing Corp. here is in the midst of a major expansion program. A publicly owned firm since March 1969, the 37-year-old company set a sales record last year, and through acquisitions and expansion, will soon offer every type of coin-operated amusement game. Agreements in principal to acquire Midway Manufacturing Co. and Lenc-Smith, a Chicago-based cabinet maker, were announced last week. The growth potential of Bally, the acquisition of music routes by national vending firms, and the growing leisure market were particularly attractive to Sam Stern, who last week explained why he agreed to join Bally and what Bally's expansion means.

The agreement to acquire Midway, negotiations of which were reported exclusively (Billboard, May 17, 1969), adds significantly to Bally's expansion plans. Founded in 1958 by Henry (Hank) Ross and Marcine

(Iggy) Wolverton, Midway has developed a wide range of amusement equipment, complementing and not directly competitive with Bally games. Plans call for expansion of Midway's Schiller Park, Ill., plant.

Bally's further expansion is enhanced by the prospects of adding Lenc-Smith, one of the largest woodworking firms in Illinois, with a plant occupying 100,000 square feet of space and employing 200 people. Lenc-Smith makes cabinets and other wood components for all types of coin-operated amusement devices, including pool tables. In a separate release, Bally President Bill O'Donnell said both purchase agreements involved undisclosed amounts of stock.

### Stern's 'Retirement'

"The purchase of this well-known quality woodworking company will be an excellent fit for Bally, not only helping us to meet our current need for inventory (Continued on page 42)



IMPRESSIONS. This popular recording group is one of several acts lined up for the Music Operators of America banquet show at Chicago's Sherman House Hotel Sept. 7. The group records on Curtom Records.

## Operators Explain Control of Sound

By BRUCE CORY

CHICAGO—Jukebox operators surveyed last week believe that despite—or perhaps because of—the improvements made in the new machines by the manufacturers, one of the most important services they offer a location is a remote or hidden control system that prevents a customer from turning the music volume up and turning the rest of the customers off.

Warren Sciorpino, TAC Amusement Co., New Orleans, said his company installs a volume control system in every new location.

"If somebody turns the music up too loud, it annoys the rest of the customers and hurts jukebox play," he said. The hidden control system allows the volume to be set from behind the bar or cash register.

Mack Ellis, Coin-a-Matic, Omaha, Neb., agreed that volume control is a valuable asset to many locations, particularly in adult locations like franchise restaurants where jukebox people have to compete with installation of background music tape systems.

"In some locations, like interstate highway truck stops, it's better to let the customers play the music as loud as they want," he explained. "But in places like the Toddle House restaurants, for instance, where Coin-a-Matic is trying to get its foot in the door, volume control is a very attractive feature."

Getting the best distribution of sound for the entire location is the operators' major challenge. Recent improvements in amplifying equipment have aided the operator greatly, particularly in achieving stereophonic sound on the growing number of stereo singles.

"The total watt output on the amplifiers has been increased," said Sciorpino, "which means it can be divided among a greater number of remote speakers. Remote speakers mean better distribution and better sound in the location."

Les Montooth, Peoria, Ill., said that while there are no hard and fast rules for installation of remote speakers, ceiling mounts should generally be no closer than 8 to 10 feet to each other.

"You may want to keep the volume down in certain parts of a location," he added. "Near the cash register, for example."

Montooth said he believes installing speakers on either side of an amplifier achieves a genuine stereo effect: "You may need more speakers in a teen location where rock music gets more play than in adult locations. And the music should probably be softer in restaurants than in taverns."

Amplifier wattage output has increased from 30 watts to 100 units on some amplifiers, said Ellis, and the increased output allows for more auxiliary and (Continued on page 44)

## INTERSTATE UNITED

## Music Best Growth Area for Vendor, States Operator Who Sold 9 Routes

DALLAS — Large, publicly owned vending and service firms such as ARA Services, Servomation, American Automatic Vending, Automatic Merchandising, Interstate United Corp., and others are acquiring music routes primarily because this represents the only logical avenue of expansion and an avenue representing excellent profit potential. This is the view of B. H. Williams here, who recently sold five music operations and four full line vending operations to Interstate United Corp., Chicago. Several national vending firms were bidding on the acquisition, he said.

The acquisition culminated a rather complex background of route purchases and sales, said Williams, who with his brother, Raymond, has been in business here since August, 1948. In 1962 B & B Vending, the original Williams' operating name, sold a full line operation to Interstate, which the latter still owns. In 1966, B & B purchased from Interstate five branch vending operations in the cities of Houston, Topeka, Kan.; Wichita, Kan.; Oklahoma City, and here, the latter firm dealing only in cigaret operating.

"The Houston operation was sold off separately," Williams

said. "When Interstate expressed interest in music routes we decided to sell to them because we had enjoyed such a good relationship with them in the past. (Continued on page 47)

## 'Harper PTA,' 'Hey Jude' on MOA Hit List

CHICAGO — The sustaining popularity of recording artists and repertoire on the nation's estimated 500,000 jukeboxes was borne out last week when "Harper Valley P. T. A." by Jeannie C. Riley and "Hey Jude" by the Beatles were ranked among four nominees for "Jukebox Record of the Year." The nominations, gathered by Music Operators of (Continued on page 45)

## New Law Bans Listing IRS Stamp Purchaser

WASHINGTON—Legislation ordering IRS to keep confidential lists of occupational stamp buyers, including owners of slots and gambling pinball premises, plus some inconclusive court decisions have raised questions about the \$250 gaming tax.

IRS spokesmen say the occupational taxes are still enforced, and are completely legal—neither Congress nor the courts have done anything to change this. However, in the 1968 gun control bill, congress tacked on a requirement that Internal Revenue field offices withhold from the public the names of persons paying special occupational

taxes, formerly made available. (The list included persons with gaming devices on the premises, also pharmacists and others involved in narcotics transactions, manufacturers and dealers in machine guns and similar gangster-type weapons, and a number of others.)

The move is believed to have been made to offset some court decisions holding that public knowledge of payment of a gaming or narcotics tax, for example, can be interpreted as a form of self-incrimination, when used in criminal procedures. By removing the names from public listing at IRS field offices, Congress has given a shield of privacy to the specially taxed, which they hope will mitigate the self-incrimination factor.

However, just to complicate matters, the present law which requires that the gaming (or other occupational) stamp be out in full view on the wall of the location, has been left standing. So although the gaming machine proprietor's name is no longer available to the public in IRS lists—the evidence of his occupation is right out in the open for public perusal. IRS spokesmen say they are studying this and other aspects of the whole puzzling situation.

The court decisions have been largely inconclusive as to just how the self-incrimination factor works in cases involving weapons, narcotics, and gambling tax (Continued on page 42)

## All-Tech to Make Tables for Rowe

By RON SCHLACHTER

WHIPPANY, N. J. — Effective Friday (1), All-Tech Industries, Inc., Hialeah, Fla., will produce pool tables for Rowe International, Inc., a division of Triangle Industries, Inc., as part of a manufacture and distribution agreement reached between the two companies.

According to Joe Barton, vice-president of distribution, the Rowe name will be on the tables. While the Rowe executive declined to comment on the distribution set-up, he did say:

"The leisure products division of All-Tech has granted us distribution rights of coin-operated and home tables in certain areas of the country. The agreement does not give us total distribution rights, nor does it give us exclusive territorial privileges.

For years it has been our intention to constantly explore and aggressively pursue any worthwhile opportunity to strengthen our distribution network, as well

as the equipment we distribute. We feel that the All-Tech program completely satisfies this criteria."

Barton added that the pool tables will be treated as another Rowe product and will be promoted as one.

## NAMA Event To Anaheim

CHICAGO—The board of directors of the National Automatic Merchandising Association (NAMA) has elected to move the Association's 1970 Western Conference and Exhibit from the Ambassador Hotel in Los Angeles to the Anaheim Convention Center in nearby Anaheim, with dates set for April 3-5.

At the same time, the NAMA directors have selected Atlantic (Continued on page 48)

## Montana Hears Ellis Talk

WHITEFISH, Mont.—Members of the Montana Coin Machine Operators Association (MCMOA), at their summer meeting here July 19 at the Viking Lodge, heard Music Operators of America (MOA) President Howard Ellis give a run-down on the national association's public relations program.

"I think it has been very successful so far, but we haven't gone far enough," said Ellis. "I would like to see more MOA members using the materials—especially the speech.

"A number of members have given the speech and they have all praised it. And they have all been pleasantly surprised at how

well it was received. I have given it twice, both times before business groups, and I can tell you that it was very well received. It isn't as difficult as you may think, if you will just follow the simple directions in the front of it.

"We are going to give recognition to everyone who delivers the speech. I hope someone from Montana will be on that list."

In other business, the MCMOA presented Harry Brinck, H. B. Brinck Distributing Co., Butte, Mont., a life membership for all of his years of faithful service to the association. Due to the absence of President Elmer Boyce, there was no election of officers.

# New Law Bans Listing IRS Stamp Purchaser

• Continued from page 41

requirements. The courts have never questioned the legal right of IRS to impose these taxes. But the question is whether the tax, or the knowledge of its payment, by the public, constitutes self-incrimination. (Local police resent the loss of the IRS listings.)

Three major court decisions have affirmed the legal right to impose such taxes, but have said

use of the information in prosecutions goes counter to the privilege of protection against self-incrimination. These findings have been made in the case of a firearms buyer, another in the Timothy Leary decision involving narcotics, and a third, the Grosso and Marchetti case, involving gaming devices. The 1968 Gun Control law, with the tacked-on ban on public lists of occupational tax stamp holders by IRS, became effective in December, 1968.

# Vendors Will Operate All Kinds of Equipment

• Continued from page 41

creased supplies of game cabinets, but also greatly expanding our woodworking capacity to keep pace with our projected growth," said O'Donnell.

The projected growth of Bally, which had sales in 1968 totaling \$19,908,111, was a determining influence in Stern's recent decision to join Bally as executive vice-president. The former president of Williams

Electronics, with which he was associated for 13 years, had intended to retire.

"I actually did retire—for two weeks. During the first week I heard Bally was trying to contact me through my good friend, Milton Salstone. I considered the great growth possibilities in the coin-operated leisure devices market and Bally's own potential. They offered me a national position and I accepted."

### Large Vendors

National operating firms such as ARA, Servomation, and others now acquiring music routes, will significantly affect the coin machine world, Stern believes. "Five years ago the vendors wouldn't even look at pool table operating—now they're buying music routes and are interested in amusement equipment, too. Considering the growth of the entertainment and leisure markets, the large vendors will eventually be operating every type of coin-operated equipment. Growth is somewhat limited in large vending equipment operating, whereas the growth in the leisure time field will continually expand.

Bally's expansion into all types of leisure equipment would, of course, mean the addition of pool tables. It is significant that Lenc-Smith manufactures pool tables. But Stern said he could not elaborate on the full picture of Bally's expansion. "We will offer every type of amusement device within the next 12



SAMUEL STERN, executive vice-president, Bally Manufacturing Corp.

months either through acquisition or expansion.

Asked if this expansion might include developing home model flipper games, he said, "If there's a market for this type of equipment, we'll make home model flippers.

### Home Flippers

Sales of home model pool tables have boomed. I suppose it could happen in flipper games. The whole novelty game field has been growing steadily. There's more flipper games being manufactured today than five years ago, there's more of everything, target games, pool tables, such pieces as Bally's World Cup Soccer, the submarine and helicopter games, and many more."

More locations for amusement equipment are opening up, too, Stern pointed out. Asked if operators should explore locating coin-operated amusement devices on the giant transoceanic-jets being planned, he said, "I'm not sure. The flight time is very short on these planes. This isn't the same market as ships.

"Ships have had arcades for a number of years and this is another important part of the leisure market picture. Nearly every manufacturer's games have been represented on the arcades on some of the large ocean liners.

### Distributor Rule

The leisure market picture, particularly, with the entry into [\(Continued on page 45\)](#)

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RECORDING STARS, such as Miki Kawana above, are regularly featured in jukebox locations in Japan where photographs of the performers are displayed. The program, Sega's "Meet the Stars" promotion, recently featured Miss Kawana, who records on Columbia's Denon label. Her latest single is entitled "Flowers Are Crying."

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# Operators Explain Control of Sound

• Continued from page 41

double channel, or stereo, speakers. He agreed with Montooth that 12-inch remote speakers "are not necessary if you have enough good eight-inch auxiliary units."

Brady Distributing Co., Charlotte, N. C., also uses eight-inch speakers "if we use remote speakers at all, according to Blair Norris. In most locations, we let the machine speaker do the work." The company does tend to use more remote speakers in newer locations, however, he added.

"And in some large places we may install a 12-inch auxiliary unit or a box with three speakers," said Norris, who estimated that some 10 percent of Brady's locations use remote volume control systems and that 10 to

15 percent have stereo hookups. "We have amplifiers with outputs of 50 watts per speaker or 25 watts per channel."

Norris also said that some 50 percent of the wallboxes Brady installs allow volume control by the customer in the booth. Sciorpino said his company uses two such wallboxes per location and believes these units are important additions to a sound distribution system. "Truck stops are the best places for booth wallboxes," said Ellis. Montooth believes that they are used to better advantage in restaurants than in taverns.

Speaker output has increased from 25 to 40 watts per channel in the last two years, according to John Stuparitz, Seeburg Corp., Chicago. "A stereo system now carries 80-watt output amplifiers." Although the manufacture of 12-inch machine speakers (two 12-inch woofers and two horns for high frequency notes) decreases the need for a large number of remote speakers, he said, Seeburg has also improved its auxiliary speaker system.

"The trend in buildings is to-

(Continued on page 46)

## On the Street

By RON SCHLACHTER

According to Philip Moss, there is considerable concern in Iowa over direct selling of jukeboxes to locations. . . . Moss also reports that the new Seeburg cigarette machine has increased sales around 15 per cent even though all new machines are 50 cents and the rest are at 45 cents. . . . Norm Ginsberg is a new salesman with Philip Moss & Co. . . . Maggie Moss, an accomplished equestrian, did real well in Houston and Tulsa, winning several classes and championships. . . . Bob Rondeau, manager of Empire Distributing, Inc., in Menominee, Mich., notes that "music is moving better now than ever before." Rondeau adds that the new Westinghouse vending is working out real well. . . . Darcy Magnuson, Rondeau's daughter, is visiting her parents. Darcy's husband, Jim, is with the White Sox farm team of the Southern League.

Mrs. Marie Pierce, C. S. Pierce Music Co. in Brodhead, Wis., reports she is working over-time. . . . Homer Seymour, M & M Vending, Marinette, Wis., just returned from an extended trip out West. . . . Jim Linberg, A to Z Vending, Fond Du Lac, Wis., has received his pilot's license. . . . Joey Egtener, service manager for Empire Distributing in Menominee, was recently treated to a birthday party at company headquarters. . . . Howard Freer represented World Wide Distributors at the re-

cent Illinois Coin Machine Operators Association (ICMOA) convention in Springfield. While Freer will soon be going to Detroit on vacation, Art Wood, director of sales-travel, is now vacationing.

According to Freer, there is a "very good crop of current games. They are challenging and interesting to the players. These are what the operators like." . . . John Neville is World Wide's outside salesman in and around the Chicago area. . . . Midway's Ross Scheer reports the company is receiving a terrific response from Sea Raider, which has just been released. Midway's annual vacation period will extend from July 29-Aug. 9. However, the office will remain open. . . . Scheer notes that Harold Laroux of Empire, Grand Rapids, Mich., did a "tremendous job" in White Lightning sales.

The annual MOA Show, set for Sunday, Sept. 7, is shaping up fast. Artists who have already signed include Boots Randolph, Monument; Hank Williams, Jr. and the Cheatin' Hearts, MGM; Frankie Randall, Capitol; London Lee, Mercury; Jerry Smith, ABC; The Impressions, Custom; and Roberta Quinlan and Don Cornell, Jaybee. . . . Sega Enterprises has been elected to the board of the Japan government sponsored "Kokusai Tourist equipment (facilities) Association." Sega will fill a position representing the entire amusement machine industry and will advise on official policy affecting tourist recreation and leisure facilities. . . . President David Rosen has announced the appointment of two new members to the Sega Enterprises board of directors. They are long-term staff members Shunichi Shiina and Teruo Miura. . . . Sega's Ted Hollie is the proud father of a baby girl, Hiroko Grace Hollie.

Other exhibitors include Henry Heide, Inc., Hershey Foods, Heywood-Wakefield Co., Irvin Seating Co., Jet Spray Corp., Just Born, Inc., Lily-Tulip Cup Corp., Joseph M. Linsey Corp., Manley, Inc., The Macke Co., Mason Candies, Inc., Massey Seating Co., Inc., Ben Mayer Design Studios, Modern Talking Picture Service, National

(Continued on page 47)

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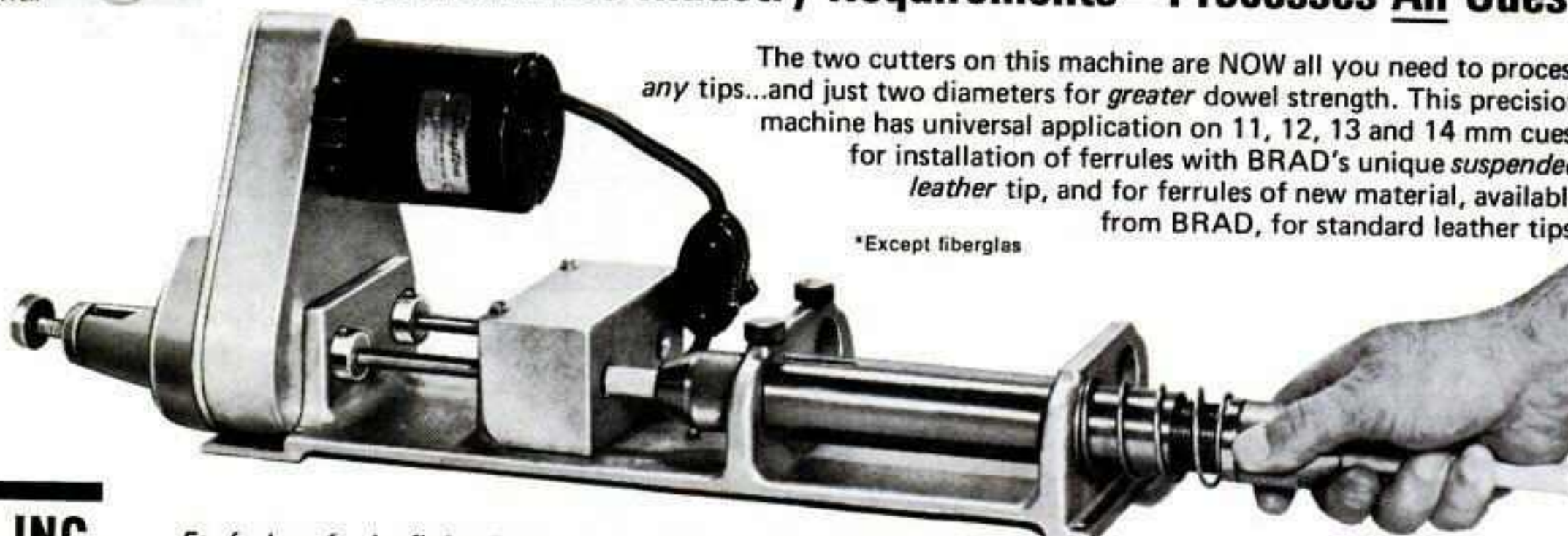
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## Distributor's Role Vital In Growth of Games

• Continued from page 42

it by large, publicly owned vending firms, is viewed as that much more important by Stern. He does not, however, think there will be less small operators, or that distributors will be threatened by direct purchases of equipment from factories.

O'Donnell also remarked about the strengthening of distributors. "The diversified line of popular Midway equipment," O'Donnell said, "will complement the current Bally line and greatly strengthen the position of distributors."

"Distributors are absolutely essential in the coin machine field. They fulfill a vital function. The operator, large or small, needs the distributor to handle trade-ins, he looks to the distributor for service and parts, and operators of games especially, need to see all the different types displayed on the distributor's showroom floor. This last point is very important, he said, because in the amusement field, more than is true in music, and certainly more than is true in vending, equipment has to be rotated regularly and new pieces must be added to the route.

The proposed addition of Midway has not reached the

point, Stern said, where there has been any marketing direction as to distributor alignment. He also said he knew of no plans to issue more public shares of Bally stock. Bally's total sales of \$19,908,111 in 1968 was a new record, compared with \$17,062,340 in 1967. Net income rose to \$1,420,924, or \$1.06 per share, compared with \$1,199,088, or 90 cents a share in 1967. Stern said that plans for expanding Bally's Irish facilities are also set for completion this year.

Completion of the Lenc-Smith acquisition would be the first since Bally became a publicly owned company and would also add to gross sales. The wood-working factory, located in suburban Cicero, Ill., enjoys annual sales of approximately \$3 million.

Annual sales for Midway are approximately \$4 million. Midway's plant, now comprising 28,000 square feet, was built on a 78,000-square-foot site in 1966. Midway has pioneered in the development of various amusement games, but also makes equipment for industrial companies which use Midway printed circuits, switching devices and other electronic components.

## No Action in Paramount, Miner Patent Litigation

CHICAGO — Miner Industries, New York, developers of a balloon vending machine, is seeking an injunction against another balloon vending machine manufacturer, Paramount Textile Machinery Co., and is involved in some actions against several Paramount distributors stemming from charges of patent infringement. It was inad-

vertently reported earlier that Miner had obtained a consent decree against some of Paramount's distributors. Counsel for Paramount last week said that no injunction or consent decree action has resulted in the case.

Paramount attorneys also stated that the firm has only one prime distributor, Merchandising Associates, Charlotte, N. C.

## MOA Adds Metromedia as Exhibitor



GLEN CAMPBELL, Johnny Cash and Tom Jones are among artists competing for the jukebox artist of the year award sponsored by Music Operator of America.

• Continued from page 41

America (MOA), were a result of a membership poll and selected telephone checks with jukebox programmers in all sections of the U. S. "Galveston," by Glen Campbell, and "Aquarius," by the Fifth Dimension, were also picked. Jukebox artist of the year nominees were Glen Campbell, Tom Jones and Johnny Cash.

Nominees for the top song of the year are normally limited to three titles, said MOA executive vice president Fred Granger. "This year, the voting was so close we decided to choose four titles." He explained that the voting is under the direction of MOA's awards committee and that additional efforts were made to make certain voting represented every section of the country. The voting covered a period dating from late 1968 to the present, but Granger pointed out that the showing of "Harper Valley" and "Hey Jude" was a significant reflection of the unusual exposure jukeboxes represent.

Jukebox operators will present awards to artists and labels at the MOA banquet Sept. 7, climaxing the three-day annual Jukebox and Amusement Machine Exposition at Chicago's Sherman House Hotel.

The MOA banquet stage show this year will be comprised of more artists than has been the case in other years, Granger said. Lined up so far are Boots Randolph (Monument); Hank Williams, Jr. and the Cheatin' Hearts (MGM); the Impressions (Curtom); Skeeter Davis (RCA); Peaches and Herb (Date); London Lee (Mercury); Walter Skeeles, United States Army; Tommy Wills and Sonny Hines (Airtown); the Happening (Jubilee); Eloise Laws (Columbia); Jerry Smith (ABC); Frankie Randall; Don Cornell and Roberta Quinlin (JB).

### Record Exhibitors

Granger said the newest record manufacturer to announce plans to exhibit was Metromedia Records. A conflict of dates between the MOA show and one involving the nation's rack jobbing industry represented by the National Association of Record Merchandisers (NARM) in Dallas, has caused some label executives to divide their time between both shows. "Len Levy of Metromedia said he didn't want to miss MOA so he will be in both places," Granger said. Other label executives attending both shows include Mort Hoffman of Epic Records, Monument, MGM, Decca and Airtime are signed as MOA exhibitors, too.

MOA's two business seminars

this year will consist of one dealing with all aspects of the jukebox industry. A panel of representatives from Rock-Ola Manufacturing Corp., Seeburg Corp., the Wurlitzer Co., Rowe International, Inc. and ACA Sales will speak for a few minutes and a moderator will invite questions from the floor.

The second seminar will be devoted to MOA's current public relations program. The national trade group is negotiating for a speaker. An open discussion will follow the speaker and MOA's public relations kit and promotional material will be given to everyone attending the two seminars.



EXECUTIVES OF BALLY MANUFACTURING CORP. and Midway Manufacturing Co. recently concluded an agreement for Bally's acquisition of Midway for an undisclosed amount of stock. Shown here, left to right, are Bill O'Donnell, president of Bally; Marcine (Iggy) Wolverton, president of Midway, and Hank Ross, secretary-treasurer of Midway.



THE PRESIDENTS of Bally Manufacturing Corp. and Lenc-Smith Manufacturing Co. recently signed an agreement in principle for Bally's acquisition of Lenc-Smith for an undisclosed amount of stock. Shown here, left to right, are Bally president Bill O'Donnell and Lenc-Smith president W. W. (Woody) Smith.

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## Bulk Firms Grab Hold of Apollo 11 For Gum and Charm Product Ideas

By BRUCE CORY

CHICAGO—Sales of "Moon Landing Special" bulk vending gum have "taken off like Apollo 11," according to Carmen D'Angelo, Cramer Gum Co., Inc., East Boston, Mass. "My office is swamped with calls for orders. This moon shot really has everybody charged up."

The Moon Landing Special is a 1-cent ball, 2,220 count item, said D'Angelo. The gum's surface has been "roughed up" to give it a meteor or asteroid-like appearance and is available in six pastel colors. The gum has been in distribution for the last month, "not enough time to put together any precise figures, but enough time to know it's doing real well," said D'Angelo.

"We were all little bit too slow in bringing it out," he admitted. "We held it up so it could come out with some pink lemonade gum we expected to be the big seller. But it has turned out just the other way. It's like cutting a record and having a hit on the side you didn't expect it on."

The sudden build-up in national enthusiasm for the Apollo

11 mission just before the July 16 lift-off has been responsible for the initial success of the Moon Landing Special, according to D'Angelo. "Space fever has just recently hit this country," he said. "The kids are really becoming space-oriented."

"When I showed it to bulk vendors a few months ago, they were pretty lukewarm about it and much more interested in the pink lemonade. The response on the Moon Landing Special has shaken us up a little—we found out we had guessed right."

D'Angelo estimated that sales of the item might be good some six months after the successful completion of man's first lunar landing and exploration.

Creative House Promotions, Chicago, said it was waiting until the safe return of the three American astronauts before pushing its line of penny "Moon Creep" buttons.

"We sold an estimated one-half million of them when we introduced the line at the NVA show this spring," said Ed Jordan. "But our Rowan and Martin Laugh-in buttons took precedent over the Moon Creeps."

### 10 Creatures

The creeps are 10 funny face creatures of various colors painted on gold and silver iridescent backgrounds "to get color flash in the machines," said Jordan.

"Space products have never

been too successful in the past," according to Jordan. "Space flight was too topical a subject—the kids weren't interested in it. But now with all the television coverage of the Apollo 11 mission, including Neil Armstrong's moon walk, the interest may be generated."

Jack Nelson, Logan Distributing, Chicago, areas that the time may be right for the manufacture and distribution of space novelties after the successful completion of the moon flight.

John Brehmer, Atlas Master Vending Co., Columbus, Ohio, a bulk machine manufacturer, also believes that the industry should explore space possibilities. "Taking advantage of the Apollo flight might be a good idea," he said, "but probably better in merchandising than in machines."

Norman Allison, Viking Charm Co., Jacksonville, Fla., was uncertain about exploiting the space field. "All the major toy companies will probably be coming out with space toys in the fall," he said, "but there's a problem in fitting a space toy into a bulk vending machine. It's easier for the gum people to put out space stuff. The closest thing to space novelties I have now are some zodiac charms in my 25-cent capsules."

Allison also reported that Viking's sister distributing company, Northwestern Sales, is doing a lot of business with the tourists who have come to Florida to see the lift-off at Cocoa Beach.

### Rings

Paul Price, Paul A. Price Co., Inc., Roslyn, N. Y., reported that his line of astronaut rings has been "fairly successful" for the last year or two. The rings, which can be put in penny machines or nickel capsules, carry pictures and names of the astronauts.

Ron Rosen, Henel Novelties and Premiums, Brooklyn, N. Y., said his company was not carrying anything in the space novelty field at the present. "We've been too busy with everything else."

(Continued on page 47)

## Operators Explain Control of Sound

• Continued from page 44

ward lower and lower ceilings." Our column speakers are designed to be mounted either in or on the ceiling, as well as either vertically or horizontally." The column speakers play the music across the top of the room and not down. We want to get away from the irritation of having a speaker bounce the music right off the top of somebody's head," Stuparitz explained.

"Jukeboxes are being played louder and louder. Rock music is meant to be played loud, and that's the way the kids like it on the jukeboxes. Even the adults like music a little louder these days. Seeburg's raised machine speakers simulate the sound of a band on a stage, and are encased in individual boxes to cut down on resonant vibration, or mechanical acoustical feedback. Soft suspended speakers resonate at only 20-30 cycles."

Seeburg uses a 28-ounce speaker magnet. "The size of the magnet makes the difference between a good and bad speaker. The low note bass frequencies of hard rock music are especially hard on the voice coil. A strong permanent magnet means a stronger sound, especially in the lower frequency ranges. Seeburg's newest pickup tracks at two grams pressure. The results

are high fidelity, low noises and little wear on the records."

"The Beatles or Rolling Stones use 5-6,000 dollars' worth of sound equipment when they record," Stuparitz explained. "You want to hear the music on the jukebox in the way it was recorded."

Scott Brown, Rowe International, Inc. engineer, Grand Rapids, Mich., said Rowe's pickup tracks at 4 grams. "With all the shoving and bumping a jukebox gets, any lighter pickup would make the needle skip."

"Fifty-watt stereo amplifiers are standard equipment, while 100-watt amplifiers are optional. Rowe's latest model phonograph has 10-inch flanking speakers on either side of the jukebox to increase volume. The machine uses a 12-inch bass speaker and two 6-inch speakers for mid-range and high frequency sound. We've worked hard to get the smoothest sound from our speakers, and have taken great pains to free them of peaks. Correct placement of speakers is the best way of cutting down acoustical feedback," he added.

Rowe's 8-inch remote speakers are the most popular auxiliary units, he said, "but we also manufacture 10-inch low frequency speakers with high frequency horns. Six-inch speakers use 10-ounce magnets," he said, "while the heavier units use 16-ounce magnets."

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Pistachio Nuts, Jumbo White	\$.83
Afgan Crown Red Lip Pistachio Nuts	.72
Afgan Prince Red Lip Pistachio Nuts	.69
Cashew, Whole	.90
Cashew, Butts	.75
Peanuts, Jumbo	.50
Spanish	.32
Mixed Nuts	.60
Baby Chicks, 25 Lb. Ctn.	9.65
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
M & M, 500 ct.	.58
Brites	.40
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Wrapped Gum—Fleets 1500 Pcs.	\$5.40
Rain-Blo Ball Gum, 2200 per ctn.	7.80
Rain-Blo Ball Gum, 2100 printed per carton	7.85
Rain-Blo Ball Gum, 5550 per ctn.	9.40
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20 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.	
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Asst. Economy Mix	\$4.25
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# Music Best Growth Area for Vendor, States Operator Who Sold 9 Routes

• Continued from page 41

We sold the four full line companies and our music routes in Odessa, Midland, Amarillo, El Paso, and here."

Raymond Williams, a Wur-litzer distributor, will continue to head Commercial Music Distributing here and its music operating branches in Austin, Fort Worth, and Wichita Falls, Tex., none of which operations were involved in the current sale. B. H. continues as manager of the nine Interstate subsidiary firms.

## Music Means Growth

Asked why he thinks large vendors have recently become so actively involved in acquiring music routes, he said, "I don't think it reflects discouragement in the future of full line vending. I think vendors are pretty set on the depreciation aspects of full line and like it for the reason that it doesn't involve the personal relationships that are involved in music operating."

"I think that music operating is the only logical area for expansion. These large corporations want to increase their sales and profits and music operating is the direction to go. Also, the cloud that hung over music operating for so many years has definitely lifted. The image of music operating doesn't discourage vendors anymore, in fact, it's no concern whatsoever."

Williams said some vendors were less interested in music routes that had a predominance of games involved. "Particularly if the games are not pool tables or consist of pieces that can be involved in legislation. In our own case, our amusement line is basically confined to pool tables."

He also pointed out that, basically, B & B considered full line plant vending and music

operating in street locations as two different fields. "We never mix the two, not even here in Dallas, where we have both vending and music. Plant vending requires different maintenance, different route men, different hours of operation and is just totally different from street music operating. We will continue to operate plant vending and street music separately."

## Quarter Pricing

B & B's vending operation, incidentally, is fully diversified, he added. The operation includes a manual feeding system in Wichita and in-plant feeding in other cities. There are no mobile catering divisions, however.

In its music divisions B & B has gradually switched to two-for-a-quarter pricing on jukeboxes. "We are nearly 80 per cent two-for-a-quarter now and have pushed for this right along. We were one of the first to buy dollar bill validators for our jukeboxes. In amusement games we haven't gone two-for-a-quarter because we operate mainly

pool tables, which have an established price of a quarter per game.

Establishing the price of routes, according to Williams, has developed into a fairly set pattern recently. Although he did not disclose the price involved in the sale of his nine routes, he said the formula usually takes the form of offering a price equal to "so many weeks' gross." He said, "There are various formulas, though. For example, a cigarette route may be priced out according to the number of cases the route moves." He also said he prefers to arrive at some estimation of the value of the equipment.

"Although equipment is twice as high as it used to be," Williams said, "I am still very optimistic about the future of music operating. For one thing, with equipment so high, there are few new people getting into the business. Also, locations don't make so many excessive demands or change operators at the drop of a hat as used to be the case."

# Bulk Firms Grab Apollo 11 For Gum and Charm Ideas

• Continued from page 46

he said, "particularly in the 25-cent line. But we might put out a space ring or something similar after a successful moon landing mission."

Space exploration would not be a profitable theme for the bulk vending industry, according to Phil Falk, Knight Toy and Novelty Corp., Freeport, N. Y. "The subject is too far out," he said. "How are you going to talk about the Apollo mission and ball gum at the same time?"

Waldo Bolen, Northwestern Corp., Morris, Ill., said his company has not added anything in the space theme field to its Saturn 2000 vending machine. The Saturn machine has been on the market for six years, he said.

Leaf Brands, Chicago, is now shipping a 1-cent "lunar ball," according to Jane Mason. The surface of the green ball is cratered and is "a replica of the moon," according to Miss Mason.

"Anything that is as popular with the public as space flight is a good item for bulk vending to look into," she said. "Space has been a popular field in the industry for several years. No one can say how long the interest will last, but if necessary, we will be there." Leaf has other space gum merchandise in the works, she added.

Bert Fraga, president, Stand-

## Belgium Machines

BRUSSELS—The number of coin-operated amusement machines in Belgium increased from 89,547 in 1967 to 89,969 in 1968, according to information released by the Union Belge de l'Automatique (UBA). At the same time, demand for bingo machines dropped but there were still major orders for pinball games. The UBA will participate in the three-day coin machine exhibition in Berlin, Sept. 16-19.

# On the Street

• Continued from page 44

Cash Register Co., National Confectioners Association, National Screen Service Corp., National Theatre Supply Co., National Ticket Co., Newman & Weissman Associates, North American Philips Co., Ogden Foods, Inc., Pepsi-Cola Co., Pic Corp., Planters Div. Standard Brands, Rex Packaging Co., Romar-Vide Co., and Royal Crown Cola Co.

Also slated to exhibit are Saxony Clothes, Selmix Dispensers, Seven-Up Co., Smithfield Ham & Products Co., Soundfold, Inc., Star Metal Corp., Glenco Refrigeration Corp., Stern Woodcraft Corp., Stewart Sutherland Bag Co., Star Manufacturing Co., Strong Electric Co., Supurdisplay/Server Sales, Inc., Sweetheart Cup Division, Maryland Cup Corp., Ticket Reservation Systems, Inc., Union Carbide Corp., Carbon Products Div., The Venco Co., Victor Products

Corp., Ward Candy Co., B & B Sales Div., Westrex Div., Litton Industries, Westinghouse Electric Corp. and Winchester Carton Co.

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# MIDWAY IN MOON RACE

SCHILLER PARK, Ill.—They came in peace for all mankind. And the amusement machine industry is ready to follow them.

That's the word from Ross Scheer, Midway Manufacturing Co. here, who said his company has received "a number" of offers for distributorships on the moon.

"We started getting applications for the first Midway franchise on the moon shortly before the flight of Apollo 10 last December. We're still considering all of them and we haven't made any decision yet."

Scheer said the first lunar pinball machines will operate on fuel cells instead of electrical current. As an incentive to its first extra-terrestrial operator, Midway will pay the first fare to the moon.

"I don't know how many we'll sell right away," said Scheer, "but we've got to keep up with the times. It's an expanding business. We'll get there as soon as it's commercially possible."

The first location will be set up at or near Tranquility Base, the landing site of Apollo 11's Eagle, he said, for the entertainment and amusement of the astronauts who will follow Armstrong and Aldrin to the moon's surface.

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## Pillsbury Co. Launches Multi-Flavor Space Food

MINNEAPOLIS, Minn.—Space food sticks may be the first bulk vending merchandise offered by the Pillsbury Co. here, according to marketing executive Judy Halblieb.

The 4-in. sticks, originally produced as contingency or emergency foods for long space flights, is being test marketed in vending machines at Brookfield Zoo near Chicago. The space food comes in three flavors (chocolate, caramel and peanut butter) and is being vended at two sticks for a dime, said Miss Halblieb. The test has been running for three weeks which is "not enough time to say if the product will be marketed in its present form and at

that price, or if it will be marketed for bulk vending at all," said Miss Halblieb.

Interest in the space program and the Apollo 11 mission may stimulate initial customer interest in the space food, according to Miss Halblieb, "but the quality of the product takes over from there." The sticks have never been used on any NASA missions to date and were not aboard Apollo 11, she added.

Space food is also being marketed in grocery stores in the following states: Illinois, Missouri, Kansas, Michigan, eastern Wisconsin, all but northeastern Ohio, Colorado, Oklahoma, Arkansas, and parts of Wyoming, South Dakota and Nebraska.

## Philippines Raise Tax on Jukeboxes

By OSKAR SALAZAR

MANILA—A higher rate of taxes was imposed here recently on importations of jukeboxes and spare parts. The increase was ordered by Acting Commissioner of Customs, Rolando G. Geotina, following reports of the increasing number of shipments arriving from the United States.

Geotina said, that effective immediately, commercial shippers of used jukeboxes and parts would have to pay advance sales taxes instead of compensating taxes.

This is expected to result in additional income for the Philippine government, he said.

Geotina said only compensating taxes were levied on previous shipments because they were covered by appropriate certificates of authority from the Bureau of Internal Revenue (BIR). He added the BIR had already been informed of the step taken by customs to hike collections for the government.

He further said such shipments could not reasonably consist of replacement parts for old

space at the Anaheim location for our 1970 Western Show, since it offers much better facilities than were obtainable at the Ambassador Hotel, while still maintaining the intimate flavor of our Western conventions."

The annual NAMA Western Conference and Exhibit has been held at the Ambassador Hotel since its beginning in 1960. Meanwhile, the board of directors has also decided to replace the traditional NAMA spring management conferences with greater emphasis on NAMA State Council programs for 1970.

## NAMA Event to Anaheim

• Continued from page 41

City as the site of the Association's 1972 national convention and exhibit. The dates will be Oct. 14-17.

This year's national convention is scheduled for New Orleans, Oct. 18-21, while dates for the 1970 event are Nov. 7-10 at Chicago's International Amphitheatre. The 1971 convention is set for Oct. 16-19 at Chicago's McCormick Place.

Concerning the move to Anaheim, NAMA president William Martin said:

"NAMA was fortunate to find

## What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

### Fertile, Minn., Location: Young Adult-Tavern

DUANE KNUTSON, programmer, Automatic Sales Co.



**Current releases:**  
"Games People Play," Weller, Columbia-4-44833;  
"In the Year 2525," Zager & Evans, RCA-74-0174;  
"In the Ghetto," Elvis Presley, RCA-47-9741.

**Oldies:**  
"My Happiness";  
"Hot Lips."

### Indianapolis, Ind., Location: Adult (Over 30)-Restaurant

LARRY GEDDES, programmer, Lew Jones Music Co.



**Current releases:**  
"Drowning in My Tears," Dean Martin, Reprise-0841;  
"A Gift of Song," Mason Williams, Warner Bros.-7301;  
"He Who Loves," Jerry Vale, Columbia-4-44914.

**Oldies:**  
"Cab Driver," Mills Bros.;  
"The Way It Used to Be," Engelbert Humperdinck.

### New Orleans Location: C&W-Tavern

KEN KERR, programmer, Lucky Coin Machine Co.



**Current releases:**  
"Johnny B. Goode," Buck Owens, Capitol-2485;  
"I'm Dynamite," Peggy Sue, Decca-32485;  
"I Can't Say Goodbye," Marty Robbins, Columbia-44895.

**Oldies:**  
"Your Cheatin' Heart," Hank Williams;  
"Key's in the Mailbox," Jim Owen.

units, as claimed by the consignees, but were intended for possible sale or barter.

Customs records showed that most of the shipments that arrived during the past few years

were made by practically the same persons.

Geotina believes that importers of these goods would be willing to pay the higher tax rate without any complaint.

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Ladies Luncheon & Program .. Noon

Industry Seminar ..... 3:30 PM

Exhibitors' Hospitality Suites Open in Evening

SATURDAY, SEPTEMBER 6

Exhibits Open ..... 10:00 AM to 6:00 PM

Membership Luncheon & Program ..... Noon

Exhibitors' Hospitality Suites Open in Evening

SUNDAY, SEPTEMBER 7

Exhibits Open ..... 10:00 AM to 3:00 PM

Gala Banquet & Stage Show in Evening

## GALA BANQUET AND SHOW

MOA's three-day Exposition will be topped off with the traditional awards banquet and stage show. Recording artists firmed at press time (with more to come) were:

Boots Randolph, Monument Records  
Frankie Randall  
Jerry Smith, ABC Records  
Roberta Quinlan & Don Cornell, Jaybee Records  
Eloise Laws, Columbia Records

The Happenings, Jubilee Records  
Tommy Wills, Airtown Records  
Sonny Hines, Airtown Records  
Skeeter Davis, RCA Records  
Peaches & Herb, Date Records

Hank Williams, Jr., and  
The Cheatin' Hearts, MGM Records  
London Lee, Mercury Records  
The Impressions, Curtom Records  
Walter Skees, U.S. Army

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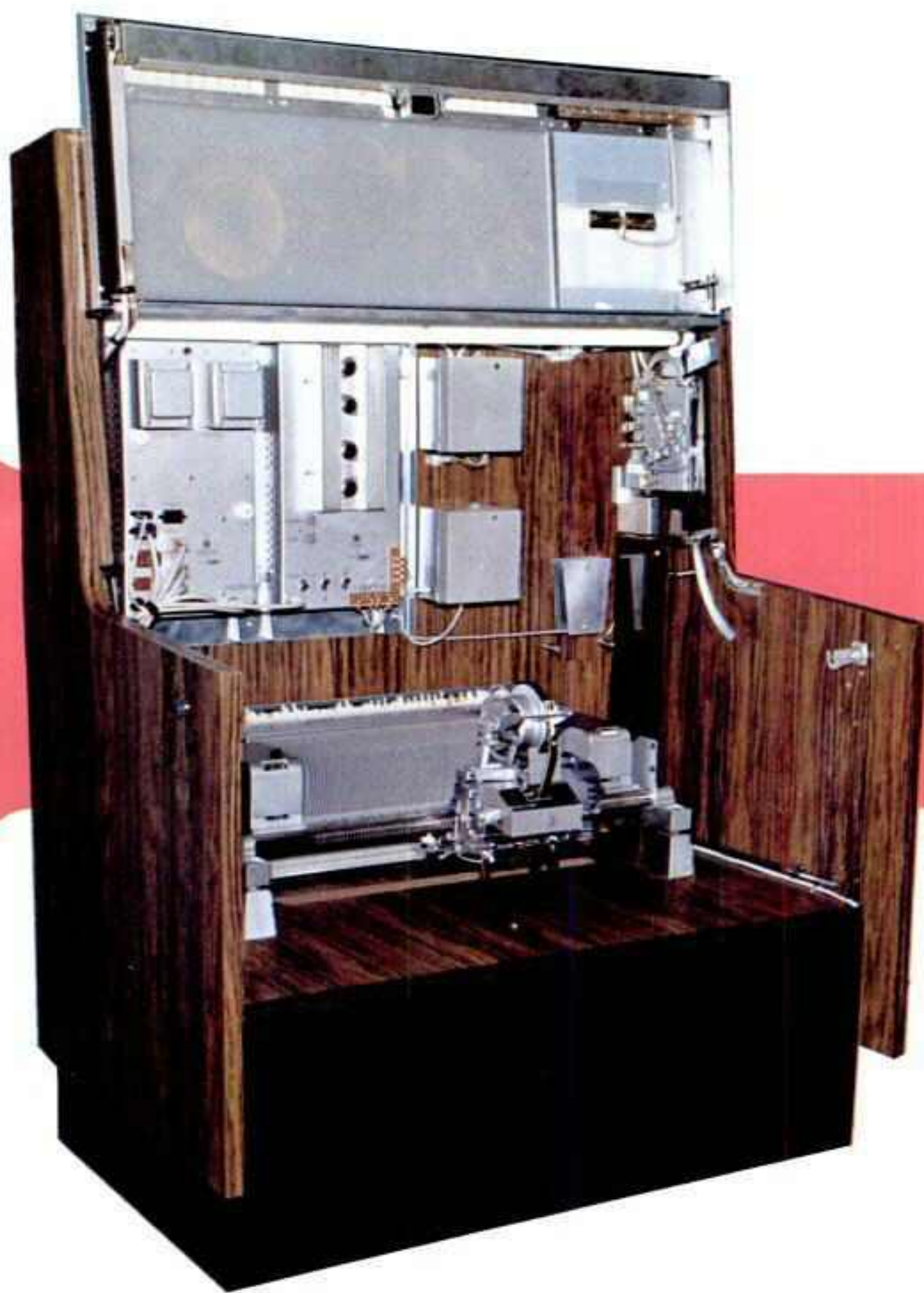
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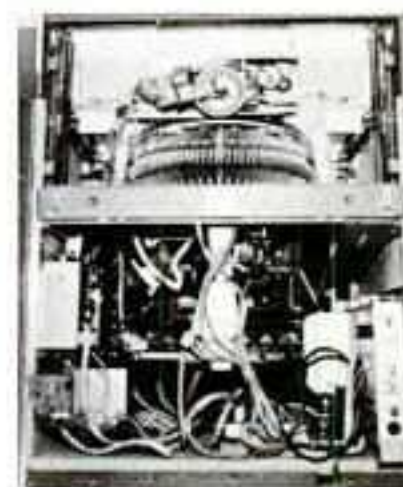
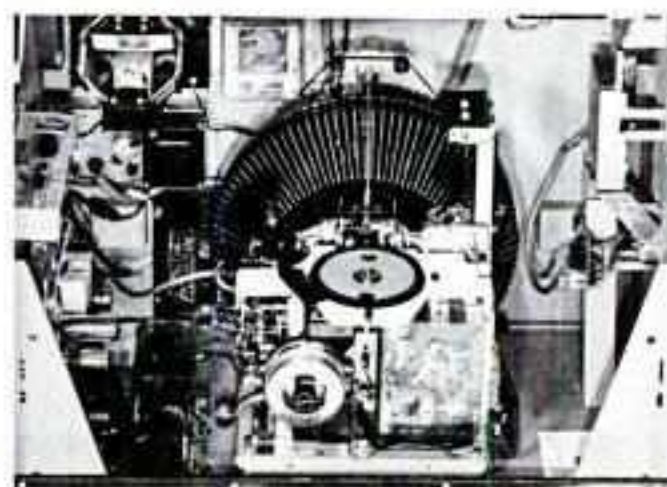
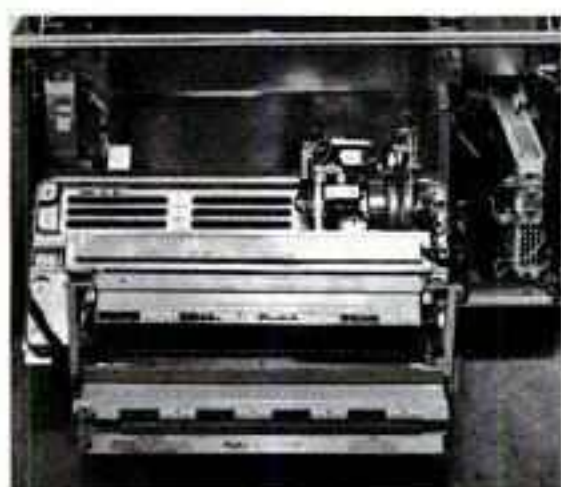
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# Billboard Album Reviews

AUGUST 2, 1969



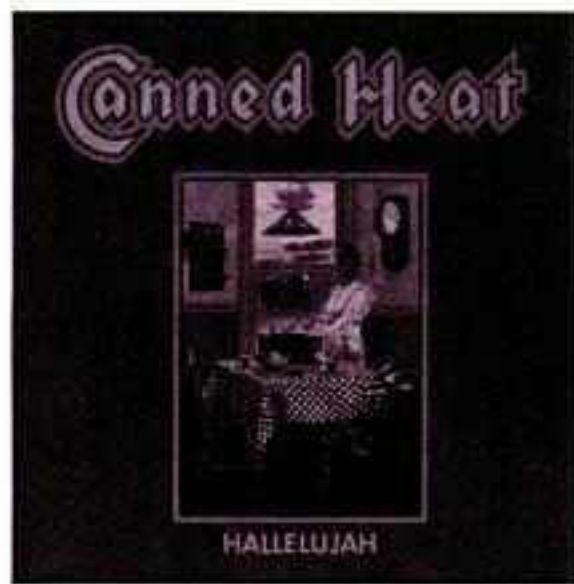
**POP**  
**DOORS**—The Soft Parade.  
Elektra EKS 75005 (S)

The Doors' newest LP, long awaited and overdue, offers much familiar and already established material, including their last three single hits, "Touch Me," "Wishful Sinful," and the current "Tell All the People," and the oft-programmed "Easy Ride" and "Wild Child." Among the new cuts, best are "Runnin' Blues" and the title song.



**POP**  
**ZAGER & EVANS**—2525.  
RCA Victor LSP 4214 (S)

Zager & Evans catapulted to forefront of the pop market with their single, "2525," and their first album for RCA is a natural for a big sales score. The LP shows that they're not a one-song duo. Some of their other compositions, "Fred," "Woman," "Cary Lynn" and "Self" have a lot of power, too.



**POP**  
**CANNED HEAT**—Hallelujah.  
Liberty LST 7618 (S)

One of the best and most popular of West Coast groups, Canned Heat here has another big album of blues and boogie. It's a winner from opening "Same All Over" to closing "Down in the Gutter, But Free," a strong blues which serves to introduce the members of the group. Their version of Fats Domino's "Big Fat" is a gem as is a number called "Canned Heat."



**POP**  
**TIME OUT FOR SMOKEY ROBINSON AND THE MIRACLES**—Tama TS 295 (S)

Long-time chart favorites, Smokey Robinson presents more of his miracles with music as he offers his strongest package of the year. Besides his own hit material, Smokey sings Jim Webb's "Wichita Line-man," plus "For Once in My Life" and his "Abraham, Martin and John" winner. In the pop-soul bag, Smokey and the Miracles croon their recent chart successes "Doggone Right" and "Baby, Baby Don't Cry." Bound for the chart tops.



**POP**  
**PAUL REVERE & THE RAIDERS**—FEATURING MARK LINDSAY—Pink Puzz. Columbia CS 9905 (S)

This incredible hit making machine has struck again. Their sound is as usual, a slightly sophisticated bubblegum. Their selling power, also as usual, is unbeatable. Featured here is their recent smash "Let Me" as well as 10 other similar items. Fold-out cover with lyrics enclosed adds to sales appeal.



**POP**  
**CLARENCE CARTER**—Testifyin'.  
Atlantic SD 8238 (S)

Southern soul swinger Clarence Carter adds to his growing reputation as a class blues interpreter in the tradition of Ray Charles and a happy, danceable crier whose every disk is tagged can't-miss. Carter benefits from fine Rick Hall production on his third album, spotlighting his big "Snatching It Back" hit and his latest, "The Feeling Is Right." Also starring are "Soul Deep," "You Can't Miss" and "Back Door Santa."



**POP**  
**ARCHIE BELL & THE DRELLS**—There's Gonna Be a Showdown.  
Atlantic SD 8226 (S)

Archie Bell & the Drells are back in action now that the head man has completed his tour of duty with the Army. The group's personal appearances can help push the LP to the top but the momentum is already there since it contains such chart winners as "Girl, You're Too Young," "I Love My Baby" and the title song.



**POP**  
**JOE TEX**—Buying a Book.  
Atlantic SD 8231 (S)

"It Sure Is Good" sings Joe Tex in one of the tunes from this new album, and this certainly is an appropriate way to describe this smash LP. Joe Tex has definitely mellowed with age. Some of the tunes, like the hit single "That's the Way" are tender, poignant, some are humorous, others are tragic, but all are beautiful. This is definitely chart-riding material.



**POP**  
**JIMMIE RODGERS**—Windmills of Your Mind.  
A&M SP 4187 (S)

This is Rodgers' best album in a long time, because the selections, among the best of contemporary pop songs, are performed without gimmickry and unnecessary vocal adornment. Rodgers' weekly network TV offer built-in promotion which should help spark sales.



**POP**  
**KING CURTIS**—Instant Groove.  
Atco SD 33-293 (S)

The tough, aggressive saxophone work of Curtis Ouseley, King Curtis, and one of the recognizable tones in the field. A number of familiar are included—"Wichita Lineman," "Games People Play," "Little Green Apples," "Hey Jude," etc.—which should broaden the album's appeal. But it is on his down home originals, "Instant Groove" and "Foot Pattin'" that get down to King's roots, grits and soul.



**POP**  
**NEW YORK ROCK & ROLL ENSEMBLE**—Faithful Friends.  
Atco SD 33-294 (S)

The New York Rock & Roll Ensemble, one of the most talented group of pop musicians around, have some of their best material in this, their second album. "Wait Until Tomorrow," "Thinking of Mary," "Sing Lady Sing" and the title number are familiar parts of their performing repertoire. Their classical training also comes through in their version of Bach's "Brandenburg" and short selections by Bach and Morley.



**POP**  
**CLEAR SPIRIT**—Ode Z12 44016 (S)

Spirit's eagerly awaited third Ode album lives up to expectations as this West Coast group continues to combine originality, variety and inventiveness here. "Dark Eyed Woman," a good rocker, is followed by the unusual harmonics of "Apple Orchard." "Ice" is a gentle instrumental; "I'm Truckin'" is choral; "Caught," soft instrumental.



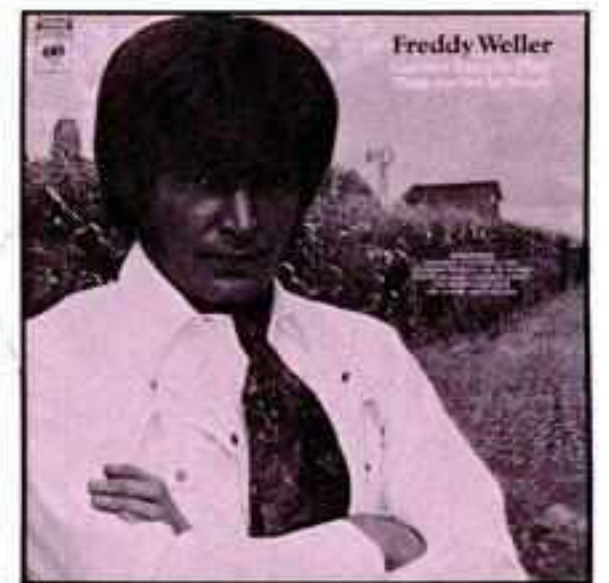
**POP**  
**THE STOOGES**—The Stooges.  
Elektra EKS 74051 (S)

The Stooges, featuring Iggy Stooze on vocals, will benefit from a big push by the label to cop the same sales power of their best-selling Doors. A 10-minute "We Will Fall" highlights the rock quartet's debut album, as they feature a rough and raw Rolling Stones-type sound that glitters with the addition of strong lyric content and sophisticated pop execution. "1969," "No Fun," and "Ann" will boost the Stooges to the top.



**COUNTRY**  
**LYNN ANDERSON**—Home With Lynn.  
Chart CH5 1017 (S)

Lynn Anderson has made a name for herself in the country music field, and she ably maintains that place with this powerful package. The program is loaded with exceptional material, as evidenced by the inclusion of such gems as "Games People Play," "Mr. Walker, It's All Over" and "Singing My Song." Her newest single "That's a No No" is included for immediate sales impact, and the album should have a long healthy run on the charts.



**COUNTRY**  
**FREDDY WELLER**—Games People Play.  
Columbia CS 9904 (S)

Freddy Weller, one of Paul Revere's Raiders on the rock scene, has broken through the musical barriers that surround pop and country, and landed high on the country charts with a smash, "Games People Play." This album follow-up, featuring that hit and his latest release "These Are Not My People," should quickly bring him to the top of the LP charts, both in country and pop.



**COUNTRY**  
**BONNIE GUITAR**—Affair!  
Dot DLP 25947 (S)

"Bits and Pieces," "I'll Meet You in Denver," "Noon Train," and "That See Me Later Look"—Bonnie Guitar guarantees the listener an excellent performance and a heart-touching song. This package is in the usual Bonnie Guitar tradition and should provide bonus programming material for country music stations.



**COUNTRY**  
**JACK RENO**—I'm a Good Man in a Bad Frame of Mind.  
Dot DLP 25946 (S)

Jack Reno a constant performer on the charts these days, who has just given up his career as a deejay to concentrate on his growing career as a singer, packages his hit "I'm a Good Man in a Bad Frame of Mind" with some emotion-packed tunes like "Albuquerque," "Don't Water Down the Bad News," and "Barroom Habits."



**CLASSICAL**  
**BRAHMS: TWO CELLO-PIANO SONATAS**—Du Pre/Barenboim.  
Angel S 36544 (S)

The exciting young husband/wife team of Jacqueline du Pre and Daniel Barenboim add a new dimension to Brahms' Two Sonatas for Cello and Piano. The expertise which, in a few short years has placed them among the most talked-about and sought-after names in the exacting field of classical interpretations, is brought into sharp focus here; and makes them stand out as the truly great artists they are.



**JAZZ**  
**THE NEW DON ELLIS BAND GOES UNDERGROUND**—Columbia CS 9889 (S)

The large new Ellis band, full of men playing quarter tone trumpets, with Mr. Ellis himself on electronic trumpet and ring modulator, continues his explorations into strange sounds, large blasts and (occasionally) some nice swing. He evokes memories of the Stan Kenton era, mixing in with the psychedelic amp-oriented sounds of today. Also there is a Warwick-sounding lady singer, Patti Allen.



**FOLK**  
**TOM PAXTON**—The Things I Notice Now.  
Elektra EKS 74043 (S)

This latest offering by Paxton, one of the most thoughtful writer-performers around, is full of excellence. His expressions of love and human sorrows are simply and clearly rendered in "Wish I Had a Troubadour," "About the Children," and the title song, while "The Iron Man" is an ambitious song-within-a song idea.





Jeff Aldem & The Springfield Flute

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## SPECIAL MERIT PICKS

• *Continued from page 51*

Frankie Lyman's "Why Do Fools Fall in Love," Little Anthony & the Imperials' "Tears on My Pillow" and nine more "original hits" make this first volume of Roulette's "Remember How Great" series a treasure of oldies.

**FLIRTATIONS**—Nothing But a Heartache. Deram DES 18028 (S)

Rock 'n' roll is back again and the Flirtations have done their share with their hit recording of "Nothing But a Heartache." A pop-soul trio from England, the Flirtations have picked up the sound of the Shirelles, the pop-soul success of the early '60s and brought it up to date with their latest Bickerton-Waddington composition, "South Carolina," plus "Someone Out There" and "Need Your Loving."

**VARIOUS ARTISTS**—Motown Winners' Circle No. 1 Hits, Vol. 3. Gordy GS 943 (S) This latest collection of Motown hits leaves the listener speechless. All of the selections were genuine "winners" and they stand up well to the test of time. Highlights are "Tracks of My Tears" by Smokey Robinson & the Miracles, "Baby Love" by Diana Ross & the Supremes, "Ain't Too Proud to Beg" by the Temptations, "I Was Made to Love Her" by Stevie Wonder and "Please Mr. Postman," by the Marvelettes. Much commercial appeal.

**VARIOUS ARTISTS**—Motortown Revue Live. Motown MS 688 (S) Motown reshuffles and repackages some of its top stars and some up 'n' comers in this "live" collection just right for drug and other chain stores, as well as heavy rack sales. Topping the bill are the Temptations' "Cloud Nine," five Gladys Knight performances headed by "I Heard It Through the Grapevine," plus three Stevie Wonder hits lead by "For Once in My Life" and "Uptight." Bobby Taylor, Blinky also star on this top soul showcase.

**BOBBY TAYLOR**—Taylor Made Soul. Gordy GS 942 (S) Motown's Bobby Taylor, on his own from the Vancouvers, shows the label's depth in talent with his highly individual blend of fine material stylized with an excellence unaccustomed to Motown albums. Taylor souls away on "Out in the Country," the Miracles' "My Girl Has Gone," Curtis Mayfield's "I Need to Belong" and Smokey's "Little Miss Sweetness." A fine new trend of individuality from Motown that could perpetuate their reign.

**SMITH**—Dunhill DS 50056 (S) Strong vocals, especially by Gayle McCormick, and strong rhythms make Smith a new group to watch in this, their debut album on Dunhill. "Let's Get Together" receives a wild, uptempo treatment. "Let's Spend the Night Together" is another good one as is the gospel-like "I Don't Believe (I Believe)."

**PRISCILLA PARIS**—Priscilla Loves Billy. Happy Tiger HT 1002 (S) Former member of the Paris Sister act, this fine stylist comes on strong, solo, with a winning package of standard classics. Performed with a bright, fresh approach, the strong mood program includes such evergreens as "He's Funny That Way," "My Man," and "In My Solitude." Much programming appeal here, which should in turn garner attention at the dealer level.

**ROBERTA FLACK**—First Take. Atlantic SD 8230 (S) Atlantic's latest soul hope is Washington singer-pianist Roberta Flack, a quality control singer equally at home with jazz, gospel, pop and folk. Her soft, sustained vocal style gently skirts the lyrics and hypnotizes with its creamy evenness. Among the fine range of material is Leonard Cohen's "Hey, That's No Way to Say Good-bye," "The First Time Ever," "Ballad of the Sad Young Man" and "Angelitos Negros." Joel Dorn's fine arrangement make this a sleeper with hit potential.

### COUNTRY

**JORDANAIRE** — Monstermakers. Stop LP 10010 (S) The Jordanaire, who have been most successful in backing other artists, take a big step out on their own, in this, their first release for Stop Records. The choice of material is first rate, and effectively bridges the gap between pop and country. Included along with their first single "A Hundred Yards of Real Estate" are exceptional treatments of "Skip a Rope," "Games People Play" and "You Gave Me a Mountain."

### CLASSICAL

**CLOSE-UP** — Fritz Wunderlich. Angel SBB 3751 (S) The rich tenor voice of the late Fritz Wunderlich rings out in this wonderful two-LP set of operas and operetta arias, and song. Selections from Lehar's "The Land of Smiles," Mozart's "Don Giovanni," Lortzing's "Zar und Zimmerman," Fall's "Die Rose von Stambul" and many more are included in this reminder of what the world lost at this young artist's death.

**SOLER: FOUR VILLANCICOS**—Marvin/Texas Boys Choir/Gregg Smith Singers/Collegium Musicum Winterthur (Smith). Columbia MS 7287 (S) Gregg Smith conducting the Gregg Smith Singers, the Texas Boys Choir and the Collegium Musicum Winterthur, adds new feeling, new imagery to Antonio Soler's "Four Villancicos." The tunes are almost rustic in their simplicity, yet they possess vitality, charm and a warm passionate

# Action Records

## Singles

### ★ NATIONAL BREAKOUTS

**SHARE YOUR LOVE WITH ME** . . .  
Aretha Franklin, Atlantic 2650 (Don, BMI)

beauty. Editing and English adaptation were done by Frederick Marvin.

### LOW PRICE CLASSICAL

**MAHLER: SYMPHONY No. 4**—Loose/Philharmonia Orch. (Kletzki). Seraphim S 60105 (S) Conductor Paul Kletzki is perfectly at home in this superb interpretation of Mahler's Fourth Symphony, and his flawless direction makes the Philharmonia Orchestra resound with excitement. Soprano Emmy Loose adds her own beauty, and at the bargain price, this will surely be treasured by collectors.

### R&B

**SENIOR SOUL**—It's Your Thing. Double Shot & Whiz DSS 5005 (S) Senior Soul and his Latin soul band have scored with their instrumental version of the Isley Brothers hit, "It's Your Thing," and now add an album to coincide with their new bid, "The Mouse." In addition to some originals, Senior Soul presents bouncy rhythm treatments of pop hits "Proud Mary," "By the Time I Get to Phoenix" and "Working in the Coal Mine," by Lee Dorsey. Senior Soul is ready for chart recognition.

### JAZZ

**THE WORLD'S GREATEST JAZZ BAND OF YANK LAWSON & BOB HAGGART**—Project 3 PR/5039SD (S) Second release (again superbly recorded) by the Lawson-Haggart semi-big band. Again it is the mixture as before—Dixieland styled arrangements of good contemporary material and some jazz standards. However, the pop songs far outweigh the vintage and veteran material this time out, everything from "Alfie" to "Windmills of Your Mind" with Bacharach-David getting a lot of mileage. Solo work, especially Bob Wilber, Bud Freeman, saxes, is strong, young sounding and very healthy.

**GREEN RIVER** . . .  
Credence Clearwater Revival, Fantasy 625 (Jondora, BMI)

### ★ REGIONAL BREAKOUTS

**THE COLOUR OF MY LOVE** . . .  
Jefferson, Decca 32501 (Ann-Rachel, ASCAP) (Baltimore)

**HALLELUJAH (I Am the Preacher)** . . .  
Deep Purple, Tetragrammaton 1537 (Maribus, BMI) (Seattle)

## Albums

### ★ NATIONAL BREAKOUTS

**ZAGER & EVANS** . . .  
2525 (Exordium & Terminus), RCA Victor 4214 (S)

**JIMI HENDRIX EXPERIENCE** . . .  
Smash Hits, Reprise MS 2025 (S)

**ANDY KIM** . . .  
Baby I Love You, Steed ST 37004 (S)

### ★ NEW ACTION LP's

**APPOLOOSA** . . .  
Columbia CS 9819

**ARBORS** . . .  
I Can't Quit Her/The Letter, Date TES 4017

**COLISEUM** . . .  
Those Who Are About to Die Salute You, Dunhill DS 50062

**HANK CRAWFORD** . . .  
Mr. Blues Plays Lady Soul, Atlantic SD 1523 (S)

**BOBBIE GENTRY** . . .  
Touch 'Em With Love, Capitol ST 155 (S)

**LOTHAR & THE HAND PEOPLE** . . .  
Space Hymn, Capitol ST 247 (S)

**NEW YORK ROCK & ROLL ENSEMBLE** . . .  
Faithful Friends, Atco SD 33-294 (S)

**SOUL CHILDREN** . . .  
Stax STS 2018 (S)

**VARIOUS ARTISTS** . . .  
Heavy Hits, Columbia CS 9840 (S)

**PORTER WAGONER & DOLLY PARTON** . . .  
Always, Always, RCA Victor LSP 4186 (S)

More Album  
Reviews on  
Pages 50, 51

## From The Music Capitals of the World

• *Continued from page 20*

### CHICAGO

**Billy Eckstine** begins his second engagement at Mister Kelly's on Monday (28). Appearing with "Mr. B." for two weeks will be comedian **Adam Keefe**. . . . The Flower Pot has extended the engagement of **Koffie & Co.** through Aug. 10. . . . The Playboy Penthouse is featuring vocalist **Johnny Janis**, comedian **Lonnie Shorr** and the **Joe Iaci Trio**. . . . **Barbara McNair**, currently appearing at the College Inn of the Sherman House, recently visited WBBM-TV's "The Lee Phillip Show." . . . **Don Lally** and **Don Marion** marked the second anniversary of their Rush Up with a gala party for the general public. . . . Columbia Records hosted a party at Mother's for **It's a Beautiful Day**.

"Don't Look Back on Yesterday" b/w "All I Could Think Of" is **Pennington McGee's** first release on Rupee Records. Rupee, headed by **Bob Peete**, is currently looking for new artists. . . . Band-leader **Dick Wickham** will return to New York's Roseland Tuesday (22) and feature a couple of **Harry (Tex) Fenster's** Peer-Southern tunes. . . . **Ken Stella's** latest Decca release is "I Wanna Spend My Whole Life Loving You" b/w "Hey, Where You Goin'?" . . . **Dillard & Clark**, who have an upcoming single on Decca, just concluded a series of engagements in the Chicago area. . . . Pulsar President **Irwin Garr** reports a good response to **Al Robinson's** "Empty Talk." WCIU-TV's "Hit Line - Hot Line" gave a boost to **Ginny Tiu's** "Billy Sunshine." Of 4,600 calls received in one day, a total of 4,042 callers liked the record. . . . The **B. G. Ramblers** have just concluded two weeks at Gigi's

Lounge in Jacksonville, Fla. . . . **Eddie Higgins** recently celebrated his annual vacation from The London House by appearing at The Backroom. . . . 22nd Century Productions presented **The Litter, The Aorta and PC Limited** at the Northbrook Sports Complex. WCFL's **Dick Biondi** was the emcee. . . . "Soulmobile," a two-hour free summer street show, made its debut July 8. Performers included **Gene Chandler, The Duke Of Earl, The Steelers, Bobby Hutton, Little Miss Madeline** and the **Blackburn Go-Go Girls**. **RON SCHLACHTER**

## Signings

**Pacific Gas & Electric**, formerly with Power, joined Columbia. . . . **Tommy James** re-signed with Roulette Records and Big Seven Music. . . . **Joe Harnell** to Motown. . . . **Marc Copage** of TV's "Julia" series signed with Metromedia Records, where his first single is the title song from "Popi" backed by "The Thank You Song" from "Maggie Flynn." . . . **Jackie Wills** signed to produce West for Epic. . . . **Kris Jensen** to International Artists Producing Corp., where he will be involved with producing and publishing. . . . **Euphoria** joined Heritage where an album is due soon. . . . **Bodine**, a five-member group, and the **Locomotive** to MGM with both groups handled by Leonard Stogel and Associates. . . . **Cathy Carr** signed with Sceptor. . . . **The Real Thing** to Whiz. . . . **Yasuko Fujii** and **Janet Lawson** will be represented by **Lou Rawls'** Cross Roads Management and record for his Dead End Productions.

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# Classical Music

## For RCA, August-Boston

### BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 7/26/69

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TRANS ELECTRONIC MUSIC PRODUCTION INC. PRESENTS SWITCHED ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194 (S)	36
2	2	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM SIE ST (S)	51
3	3	E. POWER BIGGS' GREATEST HITS Columbia MS 7269 (S)	6
4	4	BACH'S GREATEST HITS Various Artists, Columbia MS 7501 (S)	8
5	5	CHOPIN'S GREATEST HITS Various Artists, Columbia MS 7506 (S)	7
6	6	BERNSTEIN'S GREATEST HITS, VOL. 2 New York Philharmonic (Bernstein), Columbia MS 7426 (S)	8
7	7	MY FAVORITE CHOPIN Van Cliburn, RCA Red Seal LM 2575 (M); LSC 2575 (S)	174
8	8	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	111
9	9	STRAUSS' GREATEST HITS Philadelphia Orch. (Ormandy), Columbia MS 7502 (S)	7
10	11	MOZART: CONCERTOS 17 & 21 (Elvira Madigan) Anda/Camerata of the Salzburg Mozarteum Academica (Anda), DGG (No Mono); 138 783 (S)	78
11	10	UP, UP AND AWAY Boston Pops (Fiedler), RCA Red Seal LSC 3041 (S)	47
12	12	MOZART'S GREATEST HITS Various Artists, Columbia MS 7507 (S)	8
13	14	TCHAIKOVSKY'S GREATEST HITS New York Philharmonic (Bernstein)/Philadelphia Orch. (Ormandy), Columbia MS 7503 (S)	9
14	20	THE WORLD OF HARRY PARTCH Columbia MS 7207 (S)	7
15	13	TCHAIKOVSKY: 1812 OVERTURE New Philharmonic Orch. (Buketoff), RCA Red Seal LSC 3051 (S)	31
16	17	BELLINI & DONIZETTI OVERTURES Beverly Sills/Vienna Volksoper Orch. (Jalas), Westminster WST 17143 (S)	34
17	21	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia MS 7176 (S)	51
18	19	ANTIPHONAL MUSIC OF GABRIELLI Chicago, Cleveland and Philadelphia Brass Ensembles, Columbia MS 7209 (S)	17
19	24	GRIEG: CONCERTO IN A MINOR/LIZST: CONCERTO NO. 1 Van Cliburn, Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3065 (S)	26
20	16	STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia MS ML 5947 (M); MS 6547 (S)	53
21	18	PHILADELPHIA ORCHESTRA'S GREATEST HITS, VOL. 4 Philadelphia Orch. (Ormandy), Columbia MS 7267 (S)	13
22	15	ROYAL FAMILY OF OPERA (3 LP's) Various Artists, London RFO-S-1 (S)	45
23	22	HOROWITZ ON TELEVISION Vladimir Horowitz, Columbia MS 7106 (S)	46
24	23	GOUNOD: ROMEO & JULIET (3 LP's) Freni/Corelli/Various Artists/Paris Opera Orch. (Lombard), Angel SCL 3733 (S)	23
25	31	CAGE & HILLER: HPSCHD/JOHNSTON: STRING QUARTET NO. 2 Vischer, Bruce, Tudor, Composers Quartet, Nonesuch H-71224 (S)	4
26	25	MENDELSSOHN: ELIJAH (3 LP's) Various Artists, New Philharmonia Orch. & Chorus (Fruebeck De Burgos), Angel SC 3738 (S)	5
27	29	VAUGHN WILLIAMS: SINFONIA ANTARCTICA London Symphony (Previn), RCA Red Seal LSC 3066 (S)	9
28	28	BERLIOZ: SYMPHONY FANTASTIQUE New York Philharmonic (Bernstein), Columbia MS 7278 (S)	6
29	27	MASCAGNI: L'AMICO FRITZ (2 LP's) Freni, Pavarotti, Royal Opera House Orch. (Gavazzan), Angel SBL 3737 (S)	14
30	34	GLORY OF GABRIELLI E. Power Biggs/Various Artists, Columbia MS 7071 (S)	74
31	30	CHOPIN: PIANO CONCERTO NO. 2 Rubinstein/Philadelphia Orch. (Ormandy), RCA Red Seal LSC 3055 (S)	27
32	32	A POPS SERENADE Boston Pops (Fiedler), RCA Red Seal LSC 3023 (S)	11
33	26	MESSIAH: QUARTET FOR THE END OF TIME Orchestra DePans (Baudo), Angel S-36557 (S)	7
34	33	JOY OF MUSIC (2 LP's) New York Philharmonic (Bernstein), Columbia M2X 795 (S)	15
35	39	ERB: MUSIC FOR INSTRUMENTS AND ELECTRIC SOUND Various Artists, Nonesuch 71227 (S)	7
36	36	POMP & CIRCUMSTANCE New York Philharmonic (Bernstein), Columbia MS 7271 (S)	2
37	35	RESPHIGI: THE BIRDS/CHURCH WINDOWS Philadelphia Orch. (Ormandy), Columbia ML 7242 (S)	11
38	37	BELLINI: NORMA (3 LP's) Callas/Various Artists/La Scala Orch. & Chorus (Serafin), Seraphim IC-6037 (M); No Stereo	10
39	40	STRAUSS: ALSO SPRACH ZARATHUSTRA Los Angeles Philharmonic (Mehta), London CS 6609 (S)	21
40	—	RAVEL: LE TROMBEAU DE COUPERIN/IBERT: CAPRICCIO Philadelphia Chamber Orch. (Brusilow) RCA LSC 3089 (S)	1

NEW YORK—RCA is mounting a major drive in August on the Boston Symphony as all nine Red Seal releases for the month feature the orchestra. Included are three multiple sets and a Boston Pops album with Chet Atkins, Arthur Fiedler conducting.

A three-LP package with the Boston Symphony Chamber Players includes Schubert, Brahms, Poulenc, and first listings for Webern's "Concerto, Op. 24," Martinu's "Nonet," and Dahl's "Duetto Concertate."

A two-LP set conducted by Erich Leinsdorf, the Boston's outgoing music director, contains Beethoven's "Symphony No. 9" with soprano Jane Marsh, tenor Placido Domingo, mezzo-soprano Josephine Veasey, baritone Sherill Milnes, the Chorus Pro Musica, and the New England Conservatory Chorus; Schoenberg's "A Survivor From Warsaw" with Milnex and the Conservatory Chorus; and Beethoven's "Symphony No. 5."

Leinsdorf also conducts Brahms' "German Requiem" with soprano Montserrat Caballe, Milnes, the Conservatory Chorus. Completing the set is Brahms' "Vier Ernste Gesaenge" with Leinsdorf on piano and Milnes.

Pianist John Browning completes his Prokofiev concerto cycle with the "Concerto No. 5" under

Leinsdorf. Music from Kurt Weill's "The Three Penny Opera" completes the disk. Earl Wild is the soloist in a first listing of Schwarwenka's "Piano Concerto No. 1" with Leinsdorf conducting.

Leinsdorf also conducts the Boston in a Mozart symphonic pairing and a Beethoven symphonic pairing. Completing the Boston release is a Berlioz pressing conducted by Georges Pretre, one of the rare recent recordings by the orchestra conducted by someone other than Leinsdorf.

The low-price Victrola line has a three-LP monaural-only reissue of Puccini's "Manon Lescaut" with soprano Licia Albanese, tenor Jussi Bjoerling, baritone Robert Merrill, and the Rome Opera House Orchestra and Chorus under Jonel Perlea.

Also from Victrola is a C.P.E. Bach pressing by Collegium Aureum, a set by the Slovak Philharmonic under Ladislav Slovak and Ludovit Rajter with music of Smetana, Sinding, Dvorak, Wolf-Ferrari, Kodaly and Reznicek, and a Japanese J. S. Bach disk with Tadao and Kazue Sawai on koto, Hozan Yamamoto on shakuhachi, Sandanori Nakamura on guitar, Tatsuro Takimoto on bass, and Takeshi Inomata on drums.

## 2nd Award at Montreux Fest

MONTREUX, Switzerland—The Montreux International Record Award will take place, for the second time, during the Montreux Music Festival from Sept. 5-11. Created last year by the Montreux Music Festival and High Fidelity Magazine, this award, the only one to be organized on an international and noncommercial basis, will maintain its policy of granting only three prizes, the gold, silver, and bronze "Chateau de Chillon," and one citation for distinguished achievement to a personality—producer, engineer, or musician—who has contributed through his life and career to the development of the recording art. Last year the citation went to Leopold Stokowski and the three awards were given for "Elektra" (Decca/London), Leonard Bernstein's Mahler "6th Symphony" (CBS), and the Busoni "Piano Concerto" (EMI/Angel).

A dozen jurors from all over the world, under the chairmanship

of the recently named president of the Jury, Leonard Marcus (U. S.), editor-in-chief of High Fidelity, will convene in Montreux in September. Marcus replaces Roland Gelatt, managing editor of Saturday Review. All jurors are noted record critics: James Lyons, United States; Edward Greenfield, England; Gabriel de Agostini and Gerold Fierz, Switzerland; Luigi Bellingardi, Italy; Kurt Blaukopf, Austria; Carl-Heinz Mann, Germany; Michel Hofmann, France; Bengt Pleijel, Sweden; Klass A. Posthuma, Holland; Ivan Vojtech, Czechoslovakia; and Alberto E. Gimenez, Argentina.

A pre-selection committee, composed of other specialized record critics world-wide, has prepared lists of their choices of the 10 best recordings issued in their countries from April 30, 1968, to May 1, 1969. From these lists, Nicole Hirsch, general secretary of the award and chairman of the pre-selection committee, has, in collaboration

with Marcus and other members of the jury, condensed a final list of 20 to be submitted to the jury. In addition, each juror has the right to add one title of his choice to that list.

Apart from the award, the Montreux Music Festival will offer 25 concerts from Aug. 29 to Oct. 5: Berlin Radio Symphony under Wolfgang Sawallisch, Menuhin Festival Orchestra, a Bach cycle in Vevey, Bach's "B Minor Mass," I Musici, Victoria de los Angeles, special candlelight serenades from the Mozart-Haydn-Schubert repertoire in the Casino Theater, and concerts in the Chillon Castle with music from India (Debabrata Chaudhuri) and Poland (Fistulatores and Tubicinatores Varsovienses, an ensemble for ancient music).

## Classical Notes

Tenor Jan Peerce will appear with contralto Irina Arkipova in Carnegie Hall on Nov. 30 and with the Camerata Singers under Abraham Kaplan in Philharmonic Hall on Dec. 7. . . . The Boston Symphony will host the 1969 meeting of the Music Critics Association at Tanglewood from Aug. 11-14. Miles Kastendieck will be conference chairman. The agenda will include panel discussions on the current state of composition, the financial crisis of the arts, and the state of criticism; a critics free-for-all discussion; and an introduction to the new Critics Institute.

Violinist Itzhak Perlman will be the soloist with Pierre Boulez and the Cleveland Orchestra at the Blossom Music Center on Thursday (31). Pianist Gina Bachauer will be the soloist and Louis Lane the conductor on Saturday (2). Boulez also will conduct the concert on Sunday (3) with pianist Alicia de la Rocha as soloist. . . . Roger Jones succeeds Gordon Coates as general manager of the Cincinnati Symphony. Coates has assumed the post of manager of the Toledo Symphony. . . . Morton Gould conducted Latin-flavored programs of the Washington National Symphony on Thursday (24) and Saturday (26) with the guitar-playing Romeros as soloists.

FRED KIRBY

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# Canadian News Report

## Maple Leaf Network Helps Booming Canadian Talent

By RITCHIE YORKE

TORONTO — There is no longer any doubt about it, 1969 will go down as the first year of Canada reaching musical maturity and international acceptance. Suddenly everything is happening. Local disk companies are signing talent and issuing Canadian singles with abandon, at least when compared with the way it used to be.

Six months ago, Canadian tal-

ent meant nothing, either in Canada or anywhere else. Now Canada is being recognized in the U. S. as a major source of talent.

Currently there are three Canadian-produced singles either on the Billboard "Hot 100" or "Bubbling Under." They are the Guess Who's follow-up to the million-selling "These Eyes," titled "Laughing" with a claim of 400,000 copies sold; the Polydor release of "Hands of the Clock" by Montreal group, Life; and the Buddah waxing of "When I Die" by Toronto's Motherlode.

Admittedly, "Laughing" was cut in New York but the producers, Jack Richardson and Ben McPeck, flew in from Toronto for the session. The Life record was cut in Montreal by Neil Shepherd, and the Motherlode single was cut in Toronto by Mort Ross, Terry Brown and Doug Riley, and mixed in the U.K.

Of great assist to the boom in Canadian talent has been the formation of the Maple Leaf network, which is a network of key top 40 radio stations across the country which have collaborated to preview and play at least three local singles weekly. Currently, the network is going

(Continued on page 60)

## DISKS HEARD ON MAPLE LEAF

TORONTO — The following Canadian records are being programmed daily this week by the Maple Leaf Network, a combine of key top 40 stations which includes CHUM Toronto, CKLG Vancouver, CHED Edmonton, CKXL Calgary, CKCM Saskatoon, CKCK Regina, CKOC Hamilton, CHLO St. Thomas, CFRA Ottawa, CFOX Montreal, CJCH Halifax and CKPT Peterborough.

"Laughing" The Guess Who.  
"Roll With It" Southbound Freeway.

"Help Me" Kensington Market.



RCA IN CANADA signs a distribution deal with Era Records in Los Angeles. Era artists include Jewel Akens, Phil Baugh, Bob Young's Love Bunch, Suite 450, Keith Green and Herb Newman and Company. Here RCA's national sales and promotion manager, Andy Nagy, right, signs the deal with Era president, Herb Newman.

## Baez for Free Fortune Fete

TORONTO—Folksinger Joan Baez, "Hair" composer Galt McDermott and French singer Robert Charlebois are headliners scheduled to appear at the Canadian Broadcasting Corporation's third Camp Fortune Summer Festival, July 2-Aug. 24 in the Gatineau Hills, Quebec.

All 37 open-air concerts are free to the public and taped by the CBC for later radio broadcasts. Last year, as many as 17,000 people attended a single performance.

The concert series is a combined effort by French and English sections of the CBC in the Ottawa area. Marcel Saumure and Guy Lagrace from CBOF and Ian Fellows (also coordinator) and Peter Shaw from CBC are this year's festival producers.

In sharp contrast to the pop, classical and "light" music featured in the Ottawa concert series — the free CBC concert series in the Toronto area is all classical.

Headliners of this year's Camp Fortune Summer Festival include Joan Baez, originally inked for July 9 but rescheduled for a July 28 appearance. Galt McDermott, originally from Ot-

(Continued on page 60)

## From The Music Capitals of the World

### TORONTO

CHUM added the Rolling Stones single, "Honky Tonk Women" to their "forbidden" air playlist along with "The Ballad of John and Yoki." . . . Leigh Ashford signed with Nimbus 9 and RCA. The group will cut a disk early in August then go on to the Electric Circus beginning Aug. 12. . . . Capitol's Brian Browne Trio drawing good crowds into Sutton Place. . . . Association inked for an appearance at O'Keefe Centre, Aug. 8. Moody Blues and Nucleus play the big theater the following night. . . . Toronto beginning to look like Chuck Berry's second home. He performed at the Electric Circus July 24-25 after recent successes at the Rock Pile and Toronto Pop Festival. . . . Dave Byngam and Rovin Boers, two original Ugly Ducklings, have put together a five-piece rock unit called Gnu. They'll cut for Capitol. . . . Compo out with two Canadian albums that look chart-bound. The first, "Neil Chotem Plays the Songs of Gordon Lightfoot," is an orchestral salute to 11 Lightfoot songs. The second LP brings Oscar Brand back to the record scene after a seven year absence with "Oscar Brand Live on Campus." Album was recorded live at McDonald College in Montreal.

Beverly Glenn, a new folksinger to the Canadian music scene, got plenty of attention during her appearance at the Onion Coffeehouse, July 16-20. . . . Rick Honey from Nova Scotia filled the slot at CKLG, Vancouver, that was vacated by Terry David Mulligan now with CHUM, Toronto. . . . Joni Mitchell a sellout in her Stratford concert. . . . Over 30,000 people are expected to attend the Freak-Out at Rock Hill, north of Orangeville, during the three-day Labor Day weekend. Twenty-one name groups headline the rock show. . . . Five Man Electrical Band have a new al-

bum, "Sunrise to Sunset," set for a late August release. . . . Ferlin Husky a crowd pleaser at the Horseshoe Tavern. . . . Jerry Lee Lewis signed to appear at Massey Hall Sept. 10 with concerts in Brantford and Ottawa the following two nights. . . . Capitol's Natalie Baron drawing crowds at Lakeview Manor in Kingston and

(Continued on page 60)

## Billboard Canada's Top Singles

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	IN THE YEAR 2525 Zaeger & Evans, RCA 74-0174	4
2	1	THE BALLAD OF JOHN & YOKO Beatles, Apple 2531	6
3	6	RUBY, DON'T TAKE YOUR LOVE TO TOWN Kenny Rogers and the First Edition, Reprise 0829	4
4	4	BABY I LOVE YOU Andy Kim, Steed 1031	7
5	3	SPINNING WHEEL Blood, Sweat & Tears, Columbia 44781	6
6	7	CRYSTAL BLUE PERSUASION Tommy James & the Shondells, Roulette 7050	5
7	5	GOOD MORNING STARSHINE Oliver, Jubilee 5659	6
8	8	LET ME Paul Revere & the Raiders, Columbia 4-44854	7
9	20	LAUGHING Guess Who, RCA 74-0195	2
10	16	SWEET CAROLINE Neil Diamond, Uni 55136	3
11	10	LOVE THEME FROM ROMEO & JULIET Henry Mancini & His Ork., RCA 74-0131	9
12	13	GOOD OLD ROCK & ROLL Cat Mother & the All Night Newsboys, Polydor 541046	2
13	12	ONE Three Dog Night, RCA 4191	6
14	9	THE ISRAELITES Desmond Dekker & the Aces, Uni 55129	8
15	17	MY PLEDGE OF LOVE Joe Jeffrey Group, Wand 11209	2
16	19	POLK SALAD ANNIE Tony Joe White, Monument 1104	2
17	15	BAD MOON RISING Creedence Clearwater Revival, Fantasy 622	10
18	14	COLOR HIM FATHER Winstons, Metromedia 117	4
19	—	PUT A LITTLE LOVE IN YOUR HEART Jackie DeShannon, Imperial 66385	1
20	—	WHAT DOES IT TAKE (To Win Your Love) Jr. Walker & the All Stars, Soul 35062	1

Billboard SPECIAL SURVEY For Week Ending 8/2/69

## Billboard Canada's Top Albums

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	BLOOD, SWEAT & TEARS Columbia CS 9720 (S)	11
2	3	NASHVILLE SKYLINE Bob Dylan, Columbia KCS 9825 (S)	11
3	2	HAIR Original Cast, RCA LOC 1150 (M); LSO 1150 (S)	11
4	4	ROMEO & JULIET Soundtrack, Capitol ST 2993 (S)	10
5	6	THIS IS TOM JONES Parrot PAS 71028 (S)	4
6	7	LED ZEPPELIN Atlantic SD 3216 (S)	11
7	9	FROM ELVIS IN MEMPHIS Elvis Presley, RCA LSP 4155 (S)	8
8	5	AGE OF AQUARIUS Fifth Dimension, Soul City SCS 92005 (S)	7
9	14	BAYOU COUNTRY Creedence Clearwater Revival, Fantasy 8387 (S)	11
10	12	JOHNNY WINTER Columbia CS 9826 (S)	9
11	8	GREATEST HITS Donovan, Epic BNX 26439 (S)	11
12	15	IN-A-GADDA-DA-VIDA Iron Butterfly, Atco SD 33-250 (S)	10
13	20	ON THE THRESHOLD OF A DREAM Moody Blues, Deram DES 18025 (S)	5
14	11	GALVESTON Glen Campbell, Capitol ST 210 (S)	11
15	16	JOHNNY CASH AT SAN QUENTIN Columbia CS 9827 (S)	2
16	10	TOMMY The Who, Decca DXSW 7205 (S)	6
17	—	CHICAGO TRANSIT AUTHORITY Columbia GP 8 (S)	1
18	19	A WARM SHADE OF IVORY Henry Mancini & His Ork, RCA Victor LSP 4140 (S)	4
19	18	CLOUDS Joni Mitchell, Reprise RS 6341 (S)	6
20	13	OLIVER Soundtrack, Colgems CSOD 5501 (S)	3

Billboard SPECIAL SURVEY For Week Ending 8/2/69

# International News Reports

## Except for 'Soft' U. K., Europe Market Is Healthy—Ertegun

• Continued from page 1

tial element in the music industry and it is vitally important that we continue to work on singles. We must keep them going because the single is still the best promotion tool."

Ertegun agreed with KTHO program director William A. Kingman (Billboard July 26) that singles had, to a certain extent, become simply samplers to sell albums, but he pointed out that most artists and groups needed singles to maintain their popularity and certain artists depended almost exclusively on singles sales.

Because of greater purchasing power, young people who at one time could only afford to buy a single were now able to afford the whole album. "And," said Ertegun, "there is no doubt that the high quality of albums today has helped ease out the single. In the old days an album would consist of a hit single plus a lot of filler tracks. But today most albums have good strong cuts and buyers are assured of a high standard of music throughout. Furthermore, more albums are being issued which are complete entities in themselves and not simply a random collection of unrelated material."

Ertegun said that although profit margins on albums in percentage terms were more favorable than on singles, it had to be remembered that it was becoming more and more expensive and time-consuming to record an album by a group. "A few years back you could make an album in three or four sessions. Today it may take you a week to get two sides and the whole album may take three or four months to complete. You may finish up spending \$70,000 on an album that doesn't sell."

The answer to the decline in singles, Ertegun thought, was to produce more huge hits. "As soon as you get some tremendous singles hits, the singles market will take care of itself."

Asked if he thought the singles decline would be repeated in Europe, Ertegun said: "Europe seems generally to follow the U. S. pattern six or nine months later, but I'm not pes-

simistic. With the exception of Britain, where the market is rather soft at the moment, business in Europe is extremely healthy and I certainly hope that singles remain strong because they are a vital factor in sales. It will be hard to sell records in general if singles become weaker and weaker—but I don't think that is going to happen."

Ertegun said that U. S. music had never been in greater demand in Europe than it was today. "In the last nine months the so-called American underground groups have come on so strong that their name is now a misnomer. They have made a big impact in Germany, Holland, France and even Spain.

"Spain, in particular, is a market which has developed rapidly in terms of consumption of American music. At one time we thought that the Spanish would buy only local music; but now artists like Aretha Franklin, Wilson Pickett and Otis Redding are getting into the charts. That could never have happened five years ago."

Ertegun deplored the airplay restrictions on American music which had been imposed in certain European countries. "This is a short-sighted outlook," he said, "People are buying American music simply because they like it. Nobody has imposed it on them. On the other hand there are frequently more Italian and French movies playing in New York than American movies, but nobody is going to impose a quota on foreign films."

Ertegun accepted that there was concern in some European countries that top artists and composers had little chance to get exposure in the States and quoted the language barrier as the main reason for this. "The English have made it in America, of course, because the language is common. But I've seen Italian artists at San Remo who would be a sensation in the States if they could sing naturally in English. Now, however,

## Shake-Up in French Europe No. 1 Network

PARIS—A number of leading French singers have created a precedent here by agreeing to sing advertising spots on the Europe No. 1 radio network.

In a major shake-up, which has involved a reduction of staff following an indifferent showing in recent listeners' polls, program chief at Europe No. 1, Lucien Morisse, announced that artists including Sylvie Vartan, Claude Francois, Jacques Dutronc, Nicole Croisille and Serge Gainsbourg had agreed to perform ad jingles in their own styles.

Industry circles consider that this move could create new openings for better known artists, at the same time personalizing advertising commercials.

Europe No. 1's changes will come into force Sept. 1. Several leading radio personalities are leaving the network and nine radio journalists will become redundant.

many groups in Scandinavia and Holland are recording in English and some of these will make it in the U. S. without question."

Regarding European compositional talent, Ertegun said that a problem here was the often poor quality of the English adaptations of foreign lyrics. "I have tried to record San Remo songs in the States, but you get an English lyric from the sub-publisher and it is just impossible to sing. It's just a second rate Tin Pan Alley version and nobody wants to touch it. The only solution is to get one of the few really professional American lyricists to do the job and then you may get a huge hit like "What Now My Love."

Reverting to American sales in Europe, Ertegun said that Holland was the most U. S.-orientated country, where Atlantic had had singles selling as many as 150,000 copies.

"The one black spot in Europe," said Ertegun, "is the slow movement of jazz product. Big selling artists like Les McCann, Eddie Harris and Herbie Mann are virtually unknown in Europe and I am making a tour of London, Paris and Milan to set up an all-out jazz campaign for the fall.

"We have just signed Gary Burton and we shall be releasing his new album in Britain to coincide with his appearance at Ronnie Scott's Club. Of course I love Jazz and Atlantic is run by three jazz collectors, but there are also good sound commercial reasons behind this jazz campaign. I know jazz can sell if it is properly exploited.

"In general we are well served by our licensees in Europe, but they have been negligent with jazz. I'm sure they can do much better if they really get behind it."

While in Paris Ertegun was supervising the recording of the soundtrack for the Rossif film "Why America," a history of the USA from 1917 to 1941 with spontaneously composed music by the Eddie Harris Quartet and trumpeter Jimmy Owens.

The company's director general Maurice Siegel said: "Although certain of success, we must reorganize ourselves along permanent lines. We have made certain errors in programs like 'Salut les Copains' (once one of France's most listened-to pop programs) and our news output is too academic." Siegel said that publicity from now on would be inserted more logically into day-to-day programming.

The company is to increase the power of its transmitters, situated at Felsbert in eastern France, to bring within range the Basque country bordering the Pyrenees, and the Riviera coast at present dominated by Radio Monte Carlo.

The new policy involves changes in news, variety and quiz programs and is certainly prompted by the big switch of listeners to Europe No. 1's principal commercial rival, Radio Luxembourg, after the French crisis of May-June last year.

## GALLO, AFRICA, LAUNCH UNDERGROUND PROMO

JOHANNESBURG — Gallo (Africa) recently launched an extensive promotional campaign on the "underground" material on the Deram label.

Eight albums—"On the Threshold of a Dream" and "In Search of the 'Lost Chord'" by the Moody Blues; "Bare Wires" and "Blues From Laurel Canyon" by John Mayall; "Undead" and "Stonedhenge" by Ten Years After; "The World of Oz"; and "This Is the Touch"—were issued to launch the "Dig Underground with Deram" campaign.

"We've prepared special radio programs and have distributed 20" x 30" full-color glossy posters, leaflets and disc-jockey promotion kits, and are confident that this campaign will prove to be a success," said Jo Otten, information officer for Gallo (Africa), in Johannesburg this week.

"There is definitely a demand for 'underground' albums in the bigger centers of South Africa."

## Page Sells U. K. Label Share, Plans Another

LONDON — Larry Page has sold his 50 per cent stake in the British independent label Page One, and is launching a totally new disk company, provisionally named Penny Farthing Records.

Page himself flies to the U. S. at the beginning of August to arrange U. S. release of his new label. His stake in Page One has been acquired by Dick James Music, which now has 100 per cent control of the three-year-old record company. Change-over takes effect July 31. Page One will continue to be the U. K. label for the Troggs, but Page himself will produce and manage the group.

## Country Co. For Japan

TOKYO — RCA Victor of Japan and Pony-Pak (Nippon Wholesale) have formed a new, independent recording company, financed by the parent firms but totally on its own as far as personnel organization is concerned. It will be called "Green City."

This new label will produce country music only, both foreign and domestic. Two singles and two albums are forthcoming in September. All these releases will be locally produced with local artists.

Pony-Pak is one of the leading distributors and manufacturers of cartridge tapes in Japan. Both firms consider that country music is making a big comeback in Japan and there will be a need for a country music label.

Other firms have swung over to producing more country hits. Philips has a country music series as do most other firms.

RCA has also announced the big push is during the next six months to make national and perhaps international stars of a new group called "Silk Road." This is a seven-man outfit con-

(Continued on page 60)

## Judy 'Tribute'

LONDON — EMI has released a Judy Garland memorial album, "A Tribute to Judy Garland" on the Capitol label. The record comprises 16 of her best-known songs, including "Zing Went the Strings of My Heart," "The Man That Got Away," "The Trolley Song" and "Somewhere Over the Rainbow."

Page's decision follows the launching by his partner, Dick James, of a rival label DJM in February this year. James plans to completely revamp Page One, and has put Dennis Berger in charge of production. James's son Steven James will handle administration of Page One.

Penny Farthing will be run as part of a complex of music companies being built up by Page, including his own management company and his own publishing company, Page Full Of Hits.

In his three years at the helm, Page built up the Page One catalog to a total of 60 albums, and besides the Troggs, scored U. K. hits with Vanity Fare, Plastic Penny and female impersonator Danny La Rue. He has still to finalize distribution of Penny Farthing in Britain. Page One is distributed by Philips under a deal due to expire this fall, and DJM is distributed by Pye.

## Litratone Gets More Reps

TEL AVIV — Litratone, the Philips licensee in Israel, has acquired the representation of MGM/Verve, Deutsche Grammophon/Polydor, Ariola-Eurodisc, UNI, A&M and Mercury. MGM/Verve and Mercury were formerly distributed in Israel by Hed Arzi; Deutsche Grammophon/Polydor, and the associated lines Track, Carousel, Marmalade, Heliodor, and Archiv, and Ariola-Eurodisc, were formerly represented by Unatex.

A&M and Uni have not been represented in Israel until now. Litratone has created a new label, Phonodor, for the release of Philips product in Israel.

David Fuchs, formerly record manager of RCA (Eastronics), has been appointed manager of Litratone's record division and is currently making a tour of the company's licensors. Litratone has already rush released 30 albums from the Polydor and A&M catalogs, featuring James Last, the Bee Gees, Bert Kaempfert, the Who, Herb Alpert, Sergio Mendes, the Sandpipers, and Chris Montez.

Litratone's new record division is located at 151 Jabutinsky Street, Tel Aviv (Tel: (03) 266-490).

## Folk Labels Set for U. K.

LONDON — Record producer Bill Leader is launching his own labels, Leader and Trailer, which will be distributed in the U. K. through H. R. Taylor, Keith Prowse, Lugtons, Solomon and Peres of Belfast, Irish Record Factors and Transatlantic.

Leader, who has been responsible in the past for producing material for several labels including Transatlantic, Topic, Decca, Fontana and Tradition, will run the labels from Leader Sound, 5 North Villas, London NW1 (01 485 8906).

The Leader label will specialize in traditional folk music and Trailer will be devoted to nontraditional performers of folk music. Leader will be launched in August with a memorial album of Jack Elliott and

(Continued on page 60)

## Classical, Pop MIDEMS Planned for Next Year

PARIS — The fourth International Record and Music Publishing Market (MIDEM) will be split into classical and popular sections, the first running from Jan. 9-Jan. 13 and the second from Jan. 18-24.

MIDEM will be held next year in a new, specially constructed building at the back of the Palais des Festivals with offices on four floors. Individual

offices, which can be either open-plan or closed, will be provided with a tape recorder, hi-fi unit, and internal and external telephones and will be fully sound-proofed and air-conditioned.

The 25-seater auditoriums will be available for hire with optional use of pianist, bassist and drummer.

The classical section of MIDEM, designed to afford the same promotional possibilities to classical and contemporary music as are given to popular music, will provide a showcase for young artists and composers.

Recordings and radio and TV programs of new talent will be presented during the day and there will be three concerts by young musicians, two concerts featuring the works of new composers and a concert of Asian music. There will also be a symposium on the promotion of classical music run jointly by MIDEM and the International Music Council.

British participation in both the classical and the popular MIDEM will be administered by the Music Publishers' Association, and the Board of Trade will financially assist British participants in both MIDEMS, paying the participation fee and a share of the office cost.

To overcome the last MIDEM's gala problem of inadequate seating, there will be two performances of each of the three popular international galas.

## German Disk Industry Gets Publicity Firm

HAMBURG — The German record industry, through its association, Arbeitsgemeinschaft Schallplatte, has given the Uecker-Werbeagentur publicity firm in Hamburg a \$62,500 contract to handle advertising, publicity and promotion for the industry.

Metronome Records' Leif E. Kraul, chairman of the record industry association, told Billboard: "The agency will begin operations in the fall of 1969. We feel that the job of promoting the record can not be properly handled by an honorary official.

Part of the publicity campaign (Continued on page 60)

## French AZ Buys BAM

PARIS — Roger Creange and Lucien Morisse, president and general manager of Disc'AZ, and Levi Alvares, president and owner of Boite a Musique Records, have announced the acquisition of Boite a Musique Records by Disc'AZ for an undisclosed figure.

Boite a Musique, specializing in high quality classical, folk and literary albums, has won numerous grand prix in France for its productions and will retain its label identity. Disc'AZ plans strong promotion and exploitation of the catalog both in France and in foreign markets.

Disc'AZ has also acquired French and Benelux rights to the T. Neck and Super K labels.

Meanwhile Disc'AZ international director Barbara Baker has rush-released the Sire single (Continued on page 60)

## Exec Editor for Record Mirror

LONDON—David Skan joins Record Mirror, the consumer pop paper recently acquired by Billboard Publications Inc. on Aug. 1. Skan (22) will become executive editor reporting to the paper's publisher and managing editor Peter Jones. Skan was formerly a show business reporter on the London Daily Sketch.

## U.K. Companies Set Annual Conferences

LONDON — The British majors have now scheduled their annual sales conferences which will all be held between Aug. 26 and Sept. 17.

CBS, RCA and Pye are all using regional meetings this year to blast off their pre-Christmas product. CBS has broken out of the London / Manchester strait jacket and has chosen York and Southampton for its two meetings, using the Skyways Hotel at Southampton on Aug. 26, and York's new Viking Hotel on Aug. 28 for its northern, midland and Scottish salesmen. The theme taken by the conference will be "Your Future Is Sound." CBS executives from Europe are expected to attend, and some evening entertainment will be provided.

Pye holds its northern area conference at Manchester's Midland Hotel on Sept. 10, and

makes its southern presentation at the Star & Garter, Richmond on Sept. 17.

Philips' conference will be held on Sept. 5 at the company's London offices, to unveil October, November and December releases.

Decca's conference will be held at the Royal Lancaster Hotel in London beginning on Sept. 4, and ending at noon on Sept. 5.

Several major announcements are expected from one of the biggest conferences of all—EMI's—to be held at its Manchester Square offices Sept. 8.

## LP Promo for Underground

HAMBURG — Metronome has launched an album bearing a four-color picture as a promotion aid for psychedelic and underground recordings. The album, a sampler, features Atlantic and Elektra artists and sells at \$3.20.

Metronome director Leif E. Kraul said he thought that picture records could have a big future throughout the world and Metronome intended to release similar product aimed at the children's market with recordings of fairy tales.

The company producing the picture records is MS Schall- (Continued on page 60)

## Morocco Singers To Italian Fest

MILAN — The three-day Premio Internazionale del Disco (International Record Prize) Festival scheduled for July 31-Aug. 2 in the Tuscany resort of Monsummano Terme, will host most of the singers who appeared in the Oscar Malta Festival held in Rabat July 26-29.

The Festival, sponsored by the Monsumma Pro Loco in (Continued on page 60)

# In any language EMI means record business

**VECKANS POPLISTOR**

**SVERIGES RADIOS "Tio i Topp" lördagen den 3 maj 1969:**

1. Goodbye
2. Boom Bang-A-Bang
3. Good Times
4. I Feel Like I'm Fixin' To Die Rag
5. Sorry Suzanne
6. Dizzy
6. Back In The U.S.S.R.
8. Games People Play
9. I Can Hear Music
10. Get Back

**SVERIGES RADIOS "Kvällstoppen" tisdagen den 29 april 1969:**

3. Get Back
4. Where Do You Go To My Lovely
5. Boom Bang-A-Bang
6. Games People Play
8. Dizzy
10. Goodbye
12. Proud Mary
13. Sorry Suzanne
15. Man ska leva för varandra
16. Back In The U.S.S.R.
18. ...and Times

**Labels and Catalog Numbers:**

- Apple 10, Columbia DB 8550, Columbia DB 8548
- Parlophone R 5765, Stateside KSS 1080, Apple SD 6061, Capitol CL 15579, Capitol F 2432, Apple R 5777
- United Artists UP'2262, Columbia DB 8550, Capitol CL 15579, Odeon PMS 570, Stateside KSS 1080, Apple 10
- Liberty LBF 15214, Parlophone R 5765, Columbia DS 2405, Apple SD 6061, Columbia DB 8548

Illustrated left, for instance, is a recent broadsheet which shows that in Sweden, as in most other parts of the world, EMI commands the top of the charts.

EMI Svenska is but one of 30 EMI companies throughout the world: Europe, Asia, America, Africa and Australasia — EMI covers them all; knows where the buyers are and caters for their different and ever-changing tastes.

EMI has promotion men in every continent who are in daily contact with those who influence record sales. Continuously throughout the year close to 800 EMI salesmen call on over 30,000 dealers. Each country is different, of course, in its customs and buying habits. And it's knowing that difference that pays off. That's why — if you're one of the record people — you need EMI.

THE GREATEST RECORDING ORGANISATION IN THE WORLD



ELECTRIC AND MUSICAL INDUSTRIES LIMITED (EMI) LONDON, ENGLAND









*Voted No. 1 most promising female vocal group*

RECORD WORLD DISC JOCKEY POLL 1969



# THE FLIRTATIONS

LATEST SINGLE

## *South Carolina*

85048

THEIR FIRST LP

Includes:

**South Carolina**

**Nothing But A Heartache**

THIS MUST BE THE END OF THE LINE

I WANNA BE THERE

STAY

HOW CAN YOU TELL ME?

SOMEONE OUT THERE

NEED YOUR LOVING

ONCE I HAD A LOVE

MOMMA I'M COMING HOME

LOVE IS A SAD SONG

WHAT'S GOOD ABOUT

GOODBYE MY LOVE



Produced by Wayne Bickerton Musical Director: Johnny Harris

DES 18028

# Spotlight Singles

NUMBER OF  
SINGLES REVIEWED

THIS WEEK  
127

LAST WEEK  
151

\*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

### \*OLIVER—JEAN

(Prod. Bob Crewe) (Writer: McKuen) (Twentieth Century Music, ASCAP)—Oliver, who hit the top 10 with his first single "Good Morning Starshine" proves he's here to stay with his sensitive treatment of the beautiful Rod McKuen ballad from "The Prime of Miss Jean Brodie." Sure to prove an even bigger seller than his initial effort. Flip: "The Arrangement" (Saturday, BMI). Crewe 334

### BLINKY & EDWIN STARR—OH HOW HAPPY

(Prod. Frank Wilson & B. J.) (Writer: Hatcher) (Jobete, BMI)—The teaming up of these two artists produces a winner. Soulful rocker with a pounding beat is heading right for the top part of both the "Hot 100" and r&b charts, and will quickly surpass Starr's solo hit "Twenty-Five Miles." Flip: "Ooo Baby Baby" (Jobete, BMI). Gordy 7090

### THREE DOG NIGHT—EASY TO BE HARD

(Prod. Gabriel Mekler) (Writers: MacDermot-Ragni-Rado) (United Artists, ASCAP)—Another sure-fire smash from the West Coast group is this treatment of the ballad from Broadway's "Hair." Will climb the charts even faster than their million seller "One." Flip: "Dreaming Isn't Good for You" (Hutton, BMI). Dunhill 4203

## TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

### DELLS—OH, WHAT A NIGHT

(Prod. Bobby Miller) (Writers: Junior-Funches) (Conrad, BMI)—This brand-new recording of original hit of the '50's has the ingredients to go to the top once again, and proves a potent follow-up to their "Can Sing a Rainbow/Love Is Blue" smash. Flip: "Believe Me" (Chevis, BMI). Cadet 5649

### VANILLA FUDGE—NEED LOVE

(Prod. Adrian Barber) (Writers: Stein-Bogert-Martell-Appice) (Cotillion/Vanilla Fudge, BMI)—A heavy rocker from the underground favorites, their most commercial in some time. Powerful performance makes this a definite chart contender for high honors. Flip: "I Can't Make It Alone" (Screen Gems-Columbia, BMI). Atco 6703 0046

### \*HENRY MANCINI, HIS ORCH. & CHORUS—MOONLIGHT SONATA

(Prod. Joe Reisman) (Writer: Beethoven; Adapt: Mancini) (Southdale, ASCAP)—Mancini arranged and conducts this beautiful adaptation of the beautiful Beethoven classic, and offers it as a potent follow-up to his recent No. 1 winner "Love Theme from 'Romeo and Juliet.'" Flip: "Natalie" (Northridge/April, ASCAP). RCA 74-0212

### B. B. KING—I WANT YOU SO BAD

(Prod. Bill Szymczyk) (Writer: King) (Sounds of Lucille/Pamco, BMI)—Powerful blues ballad will bring this stylist to the r&b and "Hot 100" charts with impact. His most commercial entry in quite a while, it's a sure topper for his "Why I Sing the Blues" hit. Flip: (No Information Available) BluesWay 61026

### JOHNNY TAYLOR—I COULD NEVER BE PRESIDENT

(Prod. Don Davis) (Writers: We Three) (East/Memphis, BMI)—Another soul powered rhythm item from the consistent chart rider is this strong lyric rocker with a top vocal workout that's sure to prove a worthy successor to his recent "I Wanna Testify" hit. Flip: (No Information Available): Stax

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

\*HERB ALPERT & TIJUANA BRASS—Ob-La-Di, Ob-La-Da (Prod. Herb Alpert & Jerry Moss) (Writers: Lennon-McCartney) (Maclen, BMI)—The inimitable brass group scores with a lively interpretation of this Beatles number that's an easy listening must with "Top 40" appeal as well. A&M 1102

\*RAY CONNIF & SINGERS—La Felicidad (Prod. Jack Gold) (Writer: Ortega) (Morro/SADAIC (AMRA), BMI)—A Banda (Prod. Jack Gold) (Writer: de Hollanda) (Fermata, Int'l., ASCAP)—Two exceptional sides from the group that never seems to miss the easy listening chart, and these Latin flavored items will keep them riding high. Columbia 4-44933

\*FRANKIE LAINE—If I Didn't Believe in You (Prod. Jimmy Bowen) (Writers: Kusiak-Laine-Snyder) (Famous Music, ASCAP)—Moving ballad penned and sung with style is right in the groove of "You Gave Me a Mountain" with much of the sales and programming appeal of that hit. ABC 11234

\*MARGARET WHITING—At the Edge of the Ocean (Prod. Arnold Golland) (Writers: Golland-Walker) (Famous Music, ASCAP)—Easy-beat Hawaiian-flavored entry is a top easy listening programmer with sales sure to follow. London 128

\*CLAUDINE LONGET—Shadows of the Night (Quentin's Theme) (Prod. Nick DeCaro) (Writers: Covert-Green) (Curnor, BMI)—Charming vocal rendition of the "Dark Shadows" TV theme, currently riding the charts instrumentally via the Charles Randolph Green Sounde version. Should garner much in play and sales. A&M 1098

DELPHONICS—You Got Yours and I'll Get Mine (Prod. Stan & Bell Prod.) (Writers: Bell-Hart) (Nickel Shoe, BMI)—Smooth ballad with an exciting vocal workout offers much for pop and r&b programming and sales. Philly Groove 157

CHERRY PEOPLE—Light of Love (Prod. Ron Hafflane & Barry Oslander) (Writers: Fischhoff-Bayer) (Screen Gems-Columbia, BMI)—Teen bubblegum material from the "And Suddenly" group offers much in the way of "Top 40" programming and sales. Heritage 815

BOB SEGER SYSTEM—Noah (Prod. Wayne Shuler) (Writer: Seger) (Gear, ASCAP)—Infectious rocker from the "Ramblin' Gamblin' Man" group, this one is a summertime item with appeal to prove a left field winner. Capitol 2576

\*SANDLER & YOUNG—Pretty Things Come in Twos (Prod. David D. Cavanaugh) (Writer: Comer) (Palaco, ASCAP)—The classy duo turn in another strong ballad performance that's sure to prove a top easy listening and jukebox winner. Capitol 2578

THEM—Dark Are the Shadows (Prod. Ray Ruff) (Writers: Budnik-Monda) (4 Star, BMI)—One of the group's most potent entries in some time is this easy beat rocker that should bring them back to the charts in short order. Tower 493

BARRY WINSLOW—The Smallest Astronaut (A Race to the Moon With the Red Baron) (Prod. Gernhard-Laurie Prod.) (Writers: Holler-Gernhard) (Roznique, BMI)—A strong novelty item from the lead singer of the Royal Guardsmen could easily prove a left field giant in the vein of the Red Baron vs. Snoopy hits. Laurie 3509

THOMAS WAYNE—No One (Prod. Image Prod.) (Writer: Wayne) (Hillsboro/Hardack, BMI)—Wayne, who scored with the original hit version of "Tragedy" in the '50's, is back on the music scene with a compelling and original ballad that should bring him back to the charts. Chale 1054

BOBBY HATFIELD—Answer Me, My Love (Prod. Dick Glasser) (Writers: Winkler-Rauch-Sigman) (Bourne, ASCAP)—Emotion packed ballad is a good offering from the former Righteous Brother member. Berv 10641

\*GENE BUA—Goodbye My Old Gal (Prod. Jerry Ross) (Writers: Bloodworth-Brown) (Saturday, BMI)—The TV star of "Love of Life" offers a touching love ballad with middle of the road programming and sales appeal. Heritage 816

GERSHON KINGSLEY on the MOOG SYNTHESIZER—The First Step (Sea of Tranquility) (Prod. Audio Fidelity Records) (Writers: Kingsley-Mure-Earle) (Kingsley, ASCAP)—One of the best of the "moon" records complete with patriotic recitation over instrumental track is sure to make a chart dent. Audio Fidelity 151

LEON BIBB—Slaves (Prod. Jim Foglesong) (Writers: Scott-Kessler) (Walter Reade Music Corp., ASCAP)—Poignant version of the theme song from the current film is loaded with programming and sales potential. RCA 74-0213

\*GENE & FRANCESCA—Hello, Love (Prod. TRO Workshop) (Writer: Raskin) (TRO-Essex, ASCAP)—The writer of "Those Were the Days" teams up with his wife and offers an internationally flavored rhythm ballad that is loaded with sales and play appeal. Tetragrammaton 1534

HAPPY SHANAN—Changing of the Guard (Prod. Clarence Selman) (Writer: Hall) (Newkeys, BMI)—Good positive message material with a top performance to match should attract much attention and prove a left field winner. Plantation 26

## TOP 20 COUNTRY

### COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

THERE ARE NO COUNTRY SPOTLIGHTS THIS WEEK

### CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

WAYLON JENNINGS & THE KIMBERLYS—MacArthur Park (Canopy, ASCAP). RCA 74-0210

JOHNNY BUSH—My Cup Runneth Over (Chappell, ASCAP). STOP 310

KITTY WELLS—Don't Call Me Your Darling (From Another Woman's Home) (Blue Crest, BMI). DECCA 32535

BUDDY ALAN—You Can't Make Nothing Out of That But Love (Blue Book, BMI). CAPITOL 2580

JIM & JESSE—I'm Hoping That You're Hoping (Cedarwood, BMI). EPIC 5-10508

WAYNE KEMP—Bar Room Habits (Tree, BMI). DECCA 32534

SHEB WOOLEY—The Cecipient (Acuff-Rose, BMI). MGM 14070

ANITA CARTER—Cry Softly (Baron, BMI). UNITED ARTISTS 50555

DIANA TRASK—Children (Tree, BMI). DOT 17286

FLOYD CRAMER—Lovin' Season (Acuff-Rose, BMI). RCA 74-0209

LAWANDA LINDSEY—Strike Three You're Out (Youth, BMI). CHART 5024

JEAN CHAPEL—Bluebird Ridge (Four Star, BMI). KAPP 2034

RAY CORBIN—I'm Letting You Go (Rubi-Dido, BMI). COLUMBIA 4-44943

TOMMY OVERSTREET—Rocking a Memory (That Won't Go to Sleep) (Hill & Range/Blue Crest, BMI). DOT 17281

## TOP 20 R&B

### R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

THERE ARE NO R&B SPOTLIGHTS THIS WEEK

### CHART

Spotlights Predicted to reach the R&B SINGLES Chart

JERRY O—There Was a Time (Golo, BMI). WHITE WHALE 318

LOWELL FULSOM—Why Don't We Do It in the Road? (Maclen, BMI). JEWEL 802

THE FLAMINGOS—Deatin' All the Way (Belleville/Beryl, BMI). JULMAR 506

JIMMY LEWIS—I Quit, You Win (Tangerine/Jalew, BMI). TANGERINE 1000

PATTI DREW—Which One Should I Choose (Adjun, BMI). CAPITOL 2575

THE GAYLETTES—Son-of-a-Preacherman (Tree, BMI). STEADY 126

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

HORSES—Freight Train (Prod. Carter & Gilbert) (Writers: Carter-Gilbert) (Pequod/Black Hills, ASCAP)—Easy beat folk flavored material proves an exciting contender for chart honors, with airplay and sales leading the way. White Whale 320

\*PIPER GRANT—Crazy Mixed-Up Girl (Prod. Bones Howe) (Writer: Webb) (Canopy, ASCAP)—Newcomer on the pop music scene offers a bright new Jimmy Webb rhythm ballad that's sure to bring her chart honors her first time out. Dunhill 4201

TOM DOOLEY & HIS LOVELIGHTS—The Winds of New York City (Prod. Ray Allen) (Writer: Dooley) (Acuff-Rose, BMI)—Exceptional vocal performance and original lyric ballad should garner much in play and sales. TRX 5022

JERMS—Nobody (Prod. Dean Mathis) (Writers: Cooper-Shelby-Beatty) (Melchell, BMI)—The group's "Green Door" made noise in several markets, and this powerful rocker is even stronger. Honor Brigade 4



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The Vogues Have Brought to You**



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**Their Eighth-in-a-Row Hit Single.  
Ah, The Joys of Christmas in July**

**As usual, on Reprise (#0844)  
As usual, Produced by Dick Glasser  
Arranged by Ernie Freeman  
Published by April-Blackwood**



# SLAVES

IS HOT AT THE BOX OFFICE!  
 AS OF JULY 9th, TOTAL GROSSES. \$871,983  
 WEEK ENDING JULY 9th SECOND  
 BIGGEST ACCURATE GROSS IN THE  
 COUNTRY... \$574,000

WASHINGTON, D.C. .... \$ 88,551  
 BALTIMORE, MD. .... 59,766  
 NEW YORK, N.Y. .... 415,000  
 CHICAGO, ILL. .... 130,000  
 DETROIT, MICH. .... 137,000

CLEVELAND, OHIO .... \$ 45,227  
 DENVER, COLO. .... 27,306  
 MILWAUKEE, WIS. .... 17,208  
 MINNEAPOLIS, MINN. .... 16,000  
 MACON, GA. .... 12,972

**MORE THEATRE OPENINGS  
 SCHEDULED  
 THROUGH LATE FALL.**

A THEATRE GUILD FILMS PRODUCTION  
 IN ASSOCIATION WITH THE  
 WALTER READE ORGANIZATION

**SLAVES**

GRADY TATE WITH THE  
 GARY McFARLAND ORCHESTRA  
 BOBBY SCOTT'S MUSIC FOR

**SLAVES**

STARRING  
 STEPHEN BOYD  
 DIONNE WARWICK  
 OSSIE DAVIS

ORIGINAL SCREENPLAY BY  
 HERBERT J. BIBERMAN  
 JOHN O. KILLENS  
 ALIDA SHERMAN

PRODUCED BY  
 PHILIP LANGNER

ASSOCIATE PRODUCER  
 MARSHALL YOUNG

DIRECTED BY  
 HERBERT J. BIBERMAN

RELEASED BY CONTINENTAL

SIDE A  
 SLAVES: INSTRUMENTAL  
 SLAVES: VOCAL  
 MEETIN' HOUSE: INSTRUMENTAL  
 BLACK LULLABYE: VOCAL  
 ANOTHER MORNIN': INSTRUMENTAL

SIDE B  
 PICKIN' COTTON: VOCAL  
 NIGHTWIND (ESTHER'S THEME):  
 INSTRUMENTAL  
 ANOTHER MORNIN': VOCAL  
 PICKIN' COTTON: INSTRUMENTAL  
 NIGHTWIND (ESTHER'S THEME): VOCAL

MUSIC BY BOBBY SCOTT  
 LYRICS BY BOB KESSLER  
 \*A. SHERMAN AND H. BIBERMAN  
 ARRANGED AND CONDUCTED BY  
 GARY McFARLAND

RECORDED AT AAR RECORDING, NEW YORK  
 DAVE SANDERS IN CHARGE OF PRODUCTION  
 GRAPHICS & DESIGN: BRILL AND WALDSTEIN  
 ALL PHOTOS COURTESY OF  
 THE WALTER READE ORGANIZATION  
 EXECUTIVE PRODUCER: NORMAN SCHWARTZ

ARRANGED AND CONDUCTED BY GARY McFARLAND

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## Together's Archive Series Features West Coast Acts

LOS ANGELES — Together Records is releasing an archive LP series of contemporary music by the Byrds, Lord Buckley, Canned Heat and other San Francisco and Los Angeles-based artists.

Initial volume in the series will be "Preflyte," featuring the five original members of the Byrds, including Jim McGuinn, Chris Hillman, David Crosby, Michel Clark and Gene Clarke. The package will be a double-fold LP at \$4.98.

Gary Usher, Together executive, said the tapes were acquired from Jim Dixon, original manager of the Byrds. The material used in "Preflyte" was culled from demos, practice sessions and rehearsal recording sessions, in 1964-1965, said Usher.

The LP includes original cuts of "Tambourine Man" and "Without You." Dixon and members of the Byrds will own publishing rights to "Preflyte."

The Archive series will include several volumes each from groups based in Los Angeles and San Francisco. Together

also is considering mixed anthology LP's from artists representing both cities.

The San Francisco series will be produced by Bobby Cohn of the Avalon Ballroom and Peter Abrams of the Matrix Nightclub.

"Much of the material will be original repertoire — not vintage masters — from disbanded groups," said Usher. "In each case we will try to work with the groups involved and allow them to select material for the Archive series." The Byrds helped select the songs for "Preflyte" and also picked photos for the double-fold LP.

Within the San Francisco series, said Usher, we will produce a "super jam session" and a blues package. The entire project covers about 17-20 groups.

Singles will be pulled from the LP's and released following the album release.

The Archive series will be distributed by Forward Records, an arm of Transcontinental Entertainment Corp., which also financially underwrites Together Records.

## Hazlewood Doubling as Act, Producer on Label

LOS ANGELES—Lee Hazlewood is working on four record projects for his LHI Records, including two albums featuring himself as an artist.

He will team with vocalist Suzi Jane Hokom for an October LP release, and sing with a 40-piece orchestra in "4-T," an LP recorded in England and due for an Aug. 1 release.

Hazlewood also will produce an album for Laura Polkinghorne, lead singer for Honey Ltd., an LHI group, and another

for Ann-Margret, with the film star singing solo. Her initial effort for LHI combined her with Hazlewood in "Cowboy and the Lady."

Albums distributed by LHI are part of a three-year tape production arrangement with Ampex, whereby LHI will produce at least 30 albums over a three-year span.

LHI will concentrate on about seven artists, said Hazlewood, including Miss Hokom, Danny Michels, the Aggregation, the Surprise Package, Honey Ltd., Laura Polkinghorne and Ann-Margret. Hazlewood also will record for the label.

Hazlewood plans to emphasize the company's two publishing firms, Lee Hazlewood Music (ASCAP) and Guitar Music (BMI). He's looking for additional writers to complement himself, Miss Polkinghorne, Larry Marks and Jeff Cain.

## 25 Distributors Named By Beverly Hills

LOS ANGELES — Beverly Hills Records has lined up 25 domestic distributors prior to releasing its first product. Morris Diamond, executive vice-president, is negotiating for international representation.

## S. Mills Bullish on 2 Pubs. Making Marks in Copyrights

NEW YORK — The first year of Stanley Mills' September Music (ASCAP) and Galahad Music (BMI) finds the two publishing firms well on the way toward Mills' aim of establishing copyrights.

While Mills has not yet had a Top 40 hit, the success of "Feelin'" by Marilyn Maye on the Easy Listening chart, where it had an 18-week run, contributed toward making the song an important copyright.

The RCA single resulted in Miss Maye singing the number four times on national TV, sheet music sales, a Rainbow Grill booking for Miss Maye, upcoming TV performance by the King Family, and other recorded and live performances. The latest disk version of the Paul Evans-Paul Parnes song is by the Living Voices on RCA Camden.

"Congratulations" is another good copyright with current versions by Jane Morgan on RCA and Jerry Vale on Columbia and a forthcoming version in a country vein by Leapy Lee on Decca.

Mills explained that many Top 40 songs don't last as copyrights, while other material, which doesn't reach that high, winds up in many nightclub and other recorded performances. He noted that, while he would like a rock hit, publishers could price themselves out of the market by signing groups and waiting for that hit.

An English instrumental, "Serenade to Summertime," which was acquired by Mills, also is proving a success, with versions by the Robert Mann Orchestra and Chorus on Deram, and albums by the Charles Randolph Greane Sound on Ranwood and Paul Mauriat on Philips.

Jim Glaser had a country success on RCA with "Kiss Her Once for Me," which is due to receive pop versions. The latest Evans-Parnes song for single treatment is "Think Summer" by Ed Ames and Miss Maye on RCA, which is drawing easy listening action. Mills feels this can become a good summer copyright.

## Executive Turntable

• Continued from page 3

ated Liberty's depot warehousing system in Los Angeles and Union N. J., and oversaw the streamlining and expansion of the company's three manufacturing plants.

**Richard Totoian** appointed national promotion manager, Bell Records. Previously Totoian was national promotion director for Epic Records and before this was far west regional promotion manager for Columbia Records.

**Steve Rudolf** named national promotion co-ordinator, Scepter Records. He was previously with Warner Reprise as a Philadelphia promotion man.

**Edward Lawson** appointed manager of promotion and a&r by GRT of Canada Limited. He was previously with Quality Records as merchandising manager of the firm's album division, and national promotion manager. At GRT he reports to **Ross Reynolds**, president of GRT in Canada, and works with **Ed La Buick**, national sales manager.

**Bob Hamilton**, former national promotion director of Roulette and Ramma Rama Records, named as vice-president of Pulsar Records, Los Angeles. He will continue to publish Break, a weekly radio publication. **Paul Wyatt** appointed executive vice-president and general manager, Stereodyne, Inc., Michigan. He was previously director of independent production, Columbia Records, and before that with Capitol Records.

**Richard Bonaiuto** named supervisor of mobile tape sales, Transcontinental Distributing Corporation, Hartford. **James R. Boesch** named national sales manager of TDC's electronic equipment division. Boesch joined eastern electronic sales in 1966 as sales manager.

**Dale Davis** to Happy Tiger Records as national country-western promotional manager. **Philip Sammeth** has been appointed vice-president of Walt Disney Music, Wonderland Music and Disneyland-Vista Records. **Elliot Chaum** promoted at Capitol to the newly created post of business affairs vice-president. He has been the label's secretary and legal counsel and a director of Capitol Industries law department. He has been with the company 10 years. **William Robertson** named systems development director and **Larry McMasters** director of data processing operations at Capitol.

**Larry Yaskiel** joins A&M as its European director, headquartered in London. He was formerly with the public relations subsidiary of DGG in Germany. He has been a record salesman and promotion man in Germany since 1961 and in 1967 formed Stigwood-Yaskiel International in Hamburg with **Robert Stigwood**.

**Ted Ponseti** has left Warner Bros.-Seven Arts tape department to join Fantasy Records in San Francisco as vice-president for sales and merchandising, a new position. He had been with W-7 26 months in sales positions. **Hugh Dallas**, former Tower Records sales manager, into partnership of a Los Angeles public relations firm, Crown Centre with **Teri Pierce**. **John Schmitz** and **Varley Smith** named merchandising project managers at Capitol, Schmitz in the special products department. **Don Doughty** promoted at Capitol to national product sales co-ordinator. He was formerly a project manager in the merchandising department.

## Blue Thumb Sets Up Dialog Department With Colleges

LOS ANGELES—A college communications department has been established at Blue Thumb Records.

The new department is run jointly by Michael Pearce and Paul Stewart, the latter a local college student working at the company during the summer. Pearce works in the label's shipping department.

Blue Thumb's general manager Don Graham, who has helped establish the communications department, reports working directly with 270 college radio stations plus the Intercollegiate Broadcasting System's (IBS) regional company relations departments.

Pearce and Stewart are setting up communications lines to the various program directors who are the eyes and ears of their communities.

The label will also notify its distributors of the college department's efforts in their areas so that co-ordinated campaigns can be developed on campus.

In line with establishing contact with college media, the department will send out information material on new releases and provide background on the artists. Albums are being sent



TOTOIAN

## Bell Handles New Disk Co.

• Continued from page 1

The "Mountain" album is being launched immediately to coincide with West's first national concert tour. Backing guitarist-singer West, who was formerly with the Vagrants, are N. D. Smart, previously with the Hello People, on drums; pianist Steve Knight; and Pappalardi himself on bass.

The group begins an engagement at Fillmore West Friday through Sunday (25-27), and follows with dates at the Whiskey A Go Go in Los Angeles Tuesday through Thursday (29-31); the Grande Ballroom, Detroit, Friday and Saturday (1-2); the Kinetic Playground, Chicago Aug. 8-9; the Boston Tea Party, Boston, Aug. 13-15, and the Woodstock Music Fair, Aug. 16, among others.

A select number of artists are already involved in upcoming projects for the Windfall label.

## Ambassador in \$4.98 LP Line

• Continued from page 1

which will break late in the fall. The Swampfire line will debut Sept. 1.

Les and Larry Elgart and the Vaughn Monroe Singers have been tapped by Kasen as the first artists for Swampfire. Dolph Traymon, Herb Dorfman and Gil Nelson will handle the activity in the a&r department.

The Elgarts will kick off Swampfire with three LP's. The albums will be titled "Les and Larry Elgart Present the Nashville Country Brass," "Les and Larry Elgart Present the Nashville Country Piano Smash Hits" and "Les and Larry Elgart Present the Nashville Guitars."

## 2 Distributorships Change Names

LOS ANGELES — Two distributorships have changed names here. Consolidated has become ABC Record and Tape Sales Corp. while Hart & Privilege has finally switched over to Transcontinental Distributing Corp.

## Project 3 Holds Talent Auditions

NEW YORK—Project 3 Records will hold auditions for new talent every Thursday from 2-6 p.m. Interested artists should contact Jeff Hest at the label for appointments. Project 3 is a joint venture of the Singer Co. and Enoch Light, president of the label.



JERRY CORBITT, second from left, formerly of the Youngbloods, attends an ASCAP cocktail party at San Francisco's hungry i to welcome 28 area progressive rock groups and seven single performers into the society's membership. Corbett has an album forthcoming on RCA. With the artist are Stuart Kutchnins, left, Youngbloods manager; Clarence Rubin, right, ASCAP branch office manager, and Herb Gottlieb, West Coast ASCAP head.



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August 22-23 / Kinetic Playground / Chicago, Illinois  
August 29-30 / Houston, Dallas, San Antonio Pop Festival  
September 4-6 / Boston Tea Party / Boston, Massachusetts  
September 9-11 / Electric Factory / Philadelphia, Pennsylvania  
September 12-13 / Grande Ballroom / Detroit, Michigan  
September 19-20 / Eagles Auditorium / Seattle, Washington